



NOTICE OF MEETING

22nd District Agricultural Association Board of Directors meeting
July 23, 2025, at 9:30 a.m.

Boardroom

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

The 22nd District Agricultural Association Board meeting will be conducted in person per Government Code Section 11133.

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

Frederick Schenk, President

Michael Gelfand, 1st Vice President

G. Joyce Rowland, 2nd Vice President

Mark Arabo, Director

Lisa Barkett, Director

Phil Blair, Director

Donna DeBerry, Director

Kathlyn Mead, Director

Sam Nejabat, Director

Secretary-Manager

Carlene Moore

Chief Executive Officer

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 ensure 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

July 23, 2025 at 9:30 a.m.

1. **CALL TO ORDER** – PRESIDENT FREDERICK SCHENK
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 Chair.
2. **ROLL CALL**
3. **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. (Govt. Code, § 11126, subd. (e).)
 - B. To confer with and receive advice from legal counsel, regarding potential litigation involving the 22nd DAA. Based on existing facts and circumstances, the Board will decide whether to initiate litigation. (Govt. Code, § 11126, subd. (e).)
 - C. 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)]
4. **RECONVENE TO OPEN SESSION** [Anticipated by 11:30 a.m.]
Report on actions, if any, taken by the Board in closed executive session.
5. **CONSENT CALENDAR** [Action Item]
All matters listed under the Consent Calendar are operational matters about which the Board has governing policies, the 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 – May 13, 2025** 7-11
 - **Authorize District CEO to continue affordable housing discussions with the City of Del Mar under the Exclusive Negotiating Rights Agreement entered into between the District and the City of Del Mar** 12-14
 - **Contract Awards & Approvals** 61
 - **Standard Agreements Exercising Option Years** 62-66
22-015 AM3 Fair Sign Production; 22-021 AM3 LED Walls; 22-031 AM3 Trailer Rentals
 - **Revenue-Generating Agreements from Competitive Solicitation** 67-69
25-036 Used Oil Collection
 - **Sponsorship Agreements** 70
SPO-25-032 AM1 Evo Turf USA

6. **PUBLIC COMMENT ON MATTERS NOT ON THE AGENDA**

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. **GENERAL BUSINESS**

- A. **Finance Committee Report** – Michael Gelfand, Chair 15-22
 - 1. Consideration and vote on whether to exercise the second of three three-year options for Agreement # 22-018 Managing Promoter of The Sound [Action Item] 23-25
 - 2. Consideration and vote on Operator Rental Agreement # 25-903 SET Spike, LLC, dba Wave Volleyball [Action Item] 26-27
 - 3. Consideration and vote on Amendment to Operator Rental Agreement # 24-905 AM1 DMGC Golf Management, Inc. [Action Item] 28-31
- B. **Master Site Plan Environmental Stewardship Committee Report** – Kathlyn Mead, Committee Member [Information Item] 32-33
- C. **DMTC Liaison Committee Report** – Mark Arabo, Chair [Information Item] Verbal
 - o Horse Racing Industry News & Information including Live Meets Update

8. **EXECUTIVE REPORT** – CEO Carlene Moore [Information Item]

- **Operational Announcements**
 - o Response to SANDAG's NOP for the LOSSAN Rail Realignment Project 34-41
- **Construction Projects & Facilities Updates**
 - o Update on Facilities Condition Assessment Report 42
- **Industry News & Updates**
 - o Annual update on California Construction Authority 43-44

9. **MATTERS OF INFORMATION**

- **Correspondence** 45-60
- **Review of Contracts Executed per President Schenk's Delegation of Authority** 71
 - o Standard Agreements from Competitive Solicitation 72-77
 - 25-005 Sheriff Services
 - o Sole Source Standard Agreements 78-93
 - 25-031 Production Technical Specialist; 25-035 Sanitary Services
- **Review of Contracts Executed per CEO Delegation of Authority** 94-101
 - o Standard Agreements 102-133
 - 25-030 Fair-tastic Food Competition Video Production; 25-032 Civilian Traffic Control Training; 25-033 Hauling and Recycling Wood Shavings; 25-034 Concessions Auditor; 25-037 Fire Station Remediation Services; 25-038 Drone and Video Production; 25-PW-02 Caballo Hall HVAC Replacement
 - o Funding Contracts with California Construction Authority (CCA) 134-138
 - 022-22-124 FCO #002 The Sound Floor Infill; 022-25-889929 Solana Ramp Asphalt Repair
 - o 2025 San Diego County Fair Grandstand Entertainment Agreements
 - 25-1045 Melle Kiet Stomp f/s/o Mesto
 - o 2025 San Diego County Fair Entertainment Agreements
 - 25-1139 Justin Froese; 25-1140 Kyle Bomstad f/s/o Cornelius Blue Band; 25-1141 Burn Institute; 25-1142 Price Bernard; 25-1143 Trevor Plume; 25-1144 Ron Boncian f/s/o The Red Fox Tails; 25-1145 Dulce Perez

- 2025 San Diego County Fair Agreements
 25-1204 AM1 San Diego Garden Railway; 25-1213 AM1 Lindsey K. Mebane; 25-1216 AM1 Barbara Davies dba A Simpler Time; 25-1221 GFWC / Mira Mesa Women's Club, Inc; 25-1222 Aaron Dolgin; 25-1223 Ramona Valley Olive Oil; 25-1224 Lisa's Leaves; 25-1225 Aviara Parkway Farms, Inc. dba Carlsbad Strawberry Company; 25-1226 Margaret Alice Tyler; 25-1227 Green Acres Nursery, Inc.; 25-1228 KM Creative Solutions; 25-1229 TS Aerial Media LLC; 25-1232 Paint Box Studio Art; 25-1233 Joey's Wings Foundation; 25-1234 Charity Wings; 25-1235 Palomar Handweavers & Spinners Guild; 25-1236 Silvergate Lacers; 25-1237 San Diego Bead Society; 25-1238 The Machine Knitter's Guild of San Diego; 25-1239 El Camino Quilters; 25-1239 AM1 El Camino Quilters; 25-1240 Coin Collector Clubs; 25-1242 Poway Stamp Club
- 2025 San Diego County Fair Judging Agreements
 25-190J John Thomas; 25-191J Suzanne Stebelski Johnson; 25-192J Dawn Standke; 25-193J Kathryn Blankenship; 25-194J Keylee Graeiner; 25-195J Karen England; 25-196J Mary Bradley; 25-197J Kenny Andersen; 25-198J Rebecca Doughty; 25-199J Taylor Farrer; 25-200J Carrie Seeman; 25-201J Diane Rexin; 25-202J Linda Jones; 25-203J Kathleen Logsdon; 25-204J Marilyn Cornell; 25-205J Betty Corvey; 25-206J Carol Silva; 25-207J Min Shan; 25-208J Alva Rivera; 25-209J Rachel Bradley; 25-210J Denise Fraser; 25-211J Elizabeth South; 25-212J Kevin Stanford; 25-213J Sharon Clark; 25-214J Toni Green; 25-215J Tiffany Lynne Hatch; 25-216J Deborah Weiss-Calamar; 25-217J Kim Signoret Paar; 25-218J Andrea Chiba; 25-219J Nagaranjan Akshay; 25-220J Beth Van Boxtel; 25-221J Tacie Lynne Hatch; 25-222J Erin Coogan; 25-223J Pat Wisler; 25-224J Tobin Weight-Carter; 25-225J Richard Pereyra; 25-226J Kathryn Keitzer; 25-227J Sharon Lowry; 25-228J Laura Crenshaw; 25-229J Carvil Veech; 25-230J Amanda Wick; 25-231J Melissa Cefalu Magee; 25-232J Lena Magee; 25-233J John DeCarlo, Jr.; 25-234J Donna Elkins; 25-235J Tammi Josephson; 25-236J Lynne Batchelor; 25-237J MargaretAnn Mary McCay; 25-238J George Speer; 25-239J Jennifer Kennedy; 25-240J Deborah Magnuson; 25-241J Sue Streeper; 25-242J Christine Allan; 25-243J Rand Allan; 25-244J Barbara Norcross; 25-245J Linda Clark dba Roseworks; 25-246J Diana Ruiz; 25-247J Natalie Stout; 25-248J Kathleen Hider; 25-249J James N. Price; 25-250J Joan Sieber; 25-251J Alice Brown; 25-252J Elizabeth J. Basin; 25-253J Linda Clark dba Roseworks; 25-254J Audrey Greenwood; 25-255J Virginia West; 25-256J Rachel Bradley; 25-257J Tobin Weight-Carter
- 2025 San Diego County Fair Commercial Vendor Agreements
 25-1236 The Caricature Entertainment; 25-1241 Happy Cheeks Face Painting; 25-1242 Sunny West; 25-1243 Yurivilca's Made' 25-1244 Wimsico; 25-1245 ELAUN; 25-1246 Fay Brothers Inc. dba Granite Transformations; 25-1247 Ocean Sales Ltd; 25-1248 Rosemary and Sage; 25-1249 Visions Bedrooms & Swings; 25-1250 JCD Enterprises; 25-1253 Child Evangelism Fellowship; 25-1254 Crystal Psychic Reader; 25-1255 Happy Day Pony Ride; 25-1256 West Coast Innovations Int'l; 25-1257 Refreshed Enterprise; 25-1258 Refreshed Enterprise; 25-1259 International Gift; 25-1260 F & R Body Art; 25-1261 O'Ryan LLC; 25-1262 Puzzle Light Co.; 25-1263 O'Shun's Orchard LLC; 25-1264 Ultra Dzollik; 25-1265 Florida's Best Inc.; 25-1266 TLM International Inc; 25-1267 Yambala Designs; 25-1270 3P Enterprise; 25-1271 Rama Handicraft; 25-1273 Avalon Scott; 25-1274 Branch and Vine; 25-1275 M & E Sales; 25-1276 AH Studios; 25-1281 Hortencia Purses; 25-1282 Hortencia Purses; 25-1283 OG Images; 25-1284 Farm Fresh To You; 25-1286 Switch Your Fixture, Inc. dba Trimlight of SB; 25-1287 BBrews LLC; 25-1289 MCS Jewelry; 25-1290 Amahu LLC

- 2025 San Diego County Fair Concession Agreements
25-1278 Fun Biz Concessions Inc.; 25-1285 Refreshed Enterprise; 25-1288 B and E Concessions LLC
- Event Agreements
26-1084 SB HUB, INC; 26-1093 Jiu Jitsu World League, LLC; 26-1094 Villain Arts, Inc; 26-1237 Gem Faire; 26-1238 Gem Faire; 26-1239 Jurassic Quest Holdings, LLC; 26-1240 Goodguys Rod and Custom, Inc; 26-1253 TC's Rockets; 26-1267 Koi Club of San Diego; 26-1277 Plumbing Heating Cooling Contractors; 26-1280 Del Mar Trade Shows, Inc; 26-1291 Westward Expos; 26-1292 Happy Shows, Inc

10. **ADJOURNMENT**



22nd DISTRICT AGRICULTURAL ASSOCIATION

Board of Directors Meeting

Del Mar Fairgrounds
2260 Jimmy Durante Boulevard
Del Mar, CA 92014
May 13, 2025

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://www.delmarfairgrounds.com/p/public-information1>

OFFICERS PRESENT

Frederick Schenk, President
Michael Gelfand, 1st Vice President
G. Joyce Rowland, 2nd Vice President

DIRECTORS PRESENT

Mark Arabo
Lisa Barkett
Phil Blair
Kathlyn Mead
Don Mosier
Sam Nejabat

OTHERS PRESENT

Joshua Caplan, Deputy Attorney General
Carlene Moore, Chief Executive Officer (CEO)
Katie Mueller, Chief Operations Officer (COO)
Tristan Hallman, Chief Communications Officer (CCO)
Doug Lofstrom, Interim Chief Administrative Officer (CAO)
Donna O'Leary, Office Manager

CALL TO ORDER

President Schenk called the meeting to order at 11:05 a.m. with a quorum present.

ROLL CALL

President Schenk, Vice Presidents Gelfand and Rowland, and Directors Arabo, Barkett, Blair, Mead, Mosier, and Nejabat were all present.

RECESS TO CLOSED EXECUTIVE SESSION

The Board recessed to Closed Executive Session at 11:07 a.m.

RECONVENE TO OPEN SESSION

The Board reconvened to Open Session at 2:42 p.m. President Schenk stated that the Board of Directors considered the advice of counsel on the items listed on the Closed Session portion of the agenda and there is nothing to report.

CONSENT CALENDAR

President Schenk reported that standard agreement 25-005 for law enforcement and traffic control was removed from the Consent Calendar because contract negotiations are still in progress.

PUBLIC COMMENT ON CONSENT CALENDAR (see pages 6-7 of transcript)

Martha Sullivan

Standard Agreement 22-905 AM1 for electrical services was removed from the Consent Calendar for further discussion.

Vice President Gelfand moved to approve the Consent Calendar with the removal of Standard Agreement 22-905 AM1. Vice President Rowland seconded the motion. President Schenk, Vice Presidents Gelfand and Rowland, and Directors Arabo, Barkett, Blair, Mead, Mosier, and Nejabat were all in favor. The motion carried 9-0.

Standard Agreement 22-905 AM1

CEO Moore explained that Standard Agreement 22-905 with Edlen Electrical Exhibition Services of California is a revenue-generating contract, because the District receives a commission on services provided by Edlen to the promoters of trade shows and other events held at the Fairgrounds. The proposed amendment exercises a one-year option to extend the contract term through September of 2026.

PUBLIC COMMENT ON CONSENT CALENDAR (see page 10 of transcript)

Martha Sullivan

Vice President Gelfand moved to approve Standard Agreement 22-905 AM1. Director Mead seconded the motion. President Schenk, Vice Presidents Gelfand and Rowland, and Directors Arabo, Barkett, Blair, Mead, Mosier, and Nejabat were all in favor. The motion carried 9-0.

PUBLIC COMMENT ON NON-AGENDA ITEMS (see pages 12-18 of transcript)

Martha Sullivan, Allison Prater, Amit Dhuleshia, Jane Cartmill, Chaun Reynolds

GENERAL BUSINESS

Item 7-A: Fair Operations Committee Report

COO Mueller previewed the upcoming 2025 San Diego County Fair, highlighting discounts and promotions, entertainment and attractions, new food offerings, rides and games, agricultural exhibits, and more. CCO Hallman reviewed the marketing and community outreach efforts.

CEO Moore reported that 73 area non-profit organizations are receiving Fair tickets through the Fair For All ticket donation program, with a total of 13,852 tickets distributed.

PUBLIC COMMENT ON ITEM 7-A (see page 52 of transcript)

None

Item 7-B: Consideration and vote to delegate authority to President Schenk to approve contracts that exceed the CEO's Delegation of Authority, beginning May 14, 2025 through the next regularly scheduled and noticed District board meeting

President Schenk referred to the report on page 16 of the meeting packet.

PUBLIC COMMENT ON ITEM 7-B (see page 53 of transcript)

None

Director Blair moved to delegated authority to President Schenk to approve contracts that exceed the CEO's Delegation of Authority, beginning May 14, 2025 through the next regularly scheduled and noticed District board meeting. Vice President Gelfand seconded the motion. President Schenk, Vice Presidents Gelfand and Rowland, and Directors Arabo, Barkett, Blair, Mead, Mosier, and Nejabat were all in favor. The motion carried 9-0.

Item 7-C: Audit & Governance Committee Report

President Schenk referred to the report beginning on page 17 of the meeting packet.

PUBLIC COMMENT ON ITEM 7-C-1 (see page 57 of transcript)

None

Item 7-C-1: Consideration and vote to amend Policy 6.01 Event Ticket

Director Nejabat moved to approve the amended Policy 6.01 Event Ticket. Director Barkett seconded the motion. President Schenk, Vice Presidents Gelfand and Rowland, and Directors Arabo, Barkett, Blair, Mead, Mosier, and Nejabat were all in favor. The motion carried 9-0.

Item 7-D: Finance Committee Report

President Schenk referred to the financial reports found beginning on page 35 of the meeting packet.

Item 7-D-1: Consideration and vote on whether to exercise the second of three three-year options for Agreement # 22-018 Managing Promoter of The Sound

At the Finance Committee's request, Item 7-D-1 was tabled and the Board will meet in July to take action on the contract before the July 31 deadline. No action was taken.

PUBLIC COMMENT ON ITEM 7-D-1 (see page 60 of transcript)

None

Item 7-E: Report on District insurance policies procured for 2025-26

President Schenk referred to the report beginning on page 45 of the meeting packet.

PUBLIC COMMENT ON ITEM 7-E (see page 61 of transcript)

None

Item 7-F: Update on Senate Bill 493, which would amend Section 4058 of the Food & Agriculture Code to revise and recast the determination of the compensation for managers of District Agricultural Associations

Vice President Rowland reported that the District sent a letter to California State Senator Stephen Padilla, who sits on the Senate Committee on Agriculture (Ag Committee), stating its position on SB 493, which would change the method for determining pay for the CEOs of District Agricultural Associations. The Ag Committee voted to advance the bill as presented to the Appropriations Committee. The District will look for opportunities to potentially amend the legislation.

PUBLIC COMMENT ON ITEM 7-F (see page 63 of transcript)

None

Item 7-G: Discuss and vote on whether the District CEO should continue or discontinue affordable housing discussions with the City of Del Mar under the Exclusive Negotiating Rights Agreement entered into between the District and the City of Del Mar

President Schenk referred to the report beginning on page 51 of the meeting packet.

PUBLIC COMMENT ON ITEM 7-G (see pages 63-65 of transcript)

Abigail Hawthorne

Vice President Gelfand moved to continue affordable housing discussions with the City of Del Mar until the board revisits the topic at its next meeting. Director Mosier seconded the motion. President Schenk, Vice Presidents Gelfand and Rowland, and Directors Arabo, Barkett, Blair, Mead, Mosier, and Nejabat were all in favor. The motion carried 9-0.

Item 7-H: Discussion of the City of Del Mar's request to site affordable housing on District property and the potential impact of that use on District's operations

In the interest of time, President Schenk announced that Item 7-H would be tabled to a future board meeting.

Item 7-I: DMTC Liaison Committee Report

Director Arabo and Director Barkett recounted their recent trip to the Keeneland Race Course in Lexington, Kentucky. Director Arabo introduced Del Mar Thoroughbred Club board member Bill Strauss, who spoke about the Keeneland facility and the horse racing industry. DMTC VP of Marketing Erin Bailey reviewed marketing and outreach efforts ahead of the 2025 summer race meet.

PUBLIC COMMENT ON ITEM 7-I (see pages 94-100 of transcript)

Martha Sullivan, Allison Prater, Amit Dhuleshia, Jane Cartmill, Chaun Reynolds, Jim Coleman

Item 7-J: Race Track Authority

President Schenk announced that Item 7-J would be tabled to a future board meeting.

EXECUTIVE REPORT

- The District has met with Surf Cup and is coordinating with their team on parking and traffic access for a June soccer event taking place across from Horsepark during the San Diego County Fair.
- CEO Moore and CCO Hallman will visit Sacramento for the California Fairs Alliance Day at the state capitol on Wednesday, May 14.
- CEO Moore encouraged board members to attend Summer Social networking events planned during the Fair.
- CCO Hallman presented the District's 2024 Annual Report, which includes a breakdown of event attendance, a recap of the 2024 Fair, a summary of the District's community programs and initiatives, and economic impact figures.
- The Facilities Condition Assessment draft report is expected later in May, with a supplemental report still to come. The information will be presented at the August or September board meeting.

PUBLIC COMMENT ON EXECUTIVE REPORT (see pages 108-109 of transcript)
None

MATTERS OF INFORMATION

Correspondence can be found on pages 55-57 of the meeting packet. Contract information can be found on pages 58-176 of the meeting packet.

RECESS TO CLOSED EXECUTIVE SESSION

The Board recessed to Closed Executive Session at 4:59 p.m.

RECONVENE TO OPEN SESSION

The Board reconvened to Open Session at 6:23 p.m. President Schenk stated that the Board of Directors considered the advice of counsel on the items listed on the Closed Session portion of the agenda and there is nothing to report.

ADJOURNMENT

There being no further business to discuss, President Schenk adjourned the meeting at 6:24 p.m.

Carlene Moore
Chief Executive Officer



Item 5, Consent Calendar: Authorize District CEO to continue affordable housing discussions with the City of Del Mar under the Exclusive Negotiating Rights Agreement entered into between the District and the City of Del Mar

Background:

In November 2023, the Del Mar City Council adopted a set of guiding principles on the Los Angeles-San Diego (LOSSAN) Rail Corridor Realignment project that called for the San Diego Association of Governments (SANDAG) to study alternatives, including a destructive alignment to build a tunnel through the Fairgrounds, an idea which SANDAG had previously studied and ruled out years prior.

After receiving notification from 22nd District Agricultural Association (22nd DAA) CEO Carlene Moore that a Fairgrounds alignment would threaten the ability to plan for accommodating the City of Del Mar's request to site affordable housing on 22nd DAA property, Del Mar officials met that month with 22nd DAA about adding another guiding principle. As a result, in December 2023, the Del Mar City Council voted to amend its guiding principles to state:

"With regard to study of a potential Fairgrounds rail alignment, SANDAG must respect and protect the operational, economic, environmental and planning needs of the 22nd DAA and of the proposed Del Mar housing program on the Fairgrounds, and as a key stakeholder, the 22nd DAA must be proactively engaged by SANDAG throughout the process."

With these assurances from the City in mind, in February 2024, the 22nd DAA Board of Directors approved the Exclusive Negotiating Rights Agreement (ENRA) with the City of Del Mar to consider the City's state-mandated affordable housing assignment. This agreement guaranteed that 22nd DAA would negotiate only with the City — and no other jurisdictions or private parties — regarding the siting of affordable housing and that the two parties would work collaboratively to identify and study potential sites and options. The ENRA did not commit 22nd DAA to providing housing but spelled out the process for determining whether, when, and how to proceed. Ultimately, the 22nd DAA Board will have the ultimate say in whether to site affordable housing on its property.

At the same February 2024 meeting, 22nd DAA's Board of Directors passed a resolution opposing any LOSSAN alignment that would negatively impact the Fairgrounds. The resolution also proclaimed that 22nd DAA's "top public transportation priority is the swift construction of a seasonal rail platform that will

reduce vehicular traffic during major events at the Del Mar Fairgrounds, thereby improving local air quality and reducing greenhouse gas emissions.”

However, because of advocacy for a “Fairgrounds” realignment from Del Mar city officials and the City’s official request to SANDAG to pause the double-tracking, special events rail platform, and bridge replacement project, 22nd DAA Board of Directors has twice voted to pause affordable housing discussions. The Board first voted for a pause in July 2024, but discussions resumed after the City of Del Mar adopted a joint resolution opposing all proposed alternative alignments. The Board voted again for a pause in February 2025 after further actions by Del Mar officials that were in opposition to the City’s guiding principles.

On February 28, 2025, SANDAG Board of Directors voted to proceed with five alternatives identified through its Value Analysis Study for further consideration. A “Fairgrounds” alignment did not advance, and all options include the double-tracking, special events platform, and bridge replacement project. SANDAG has cautioned that other proposed alignments may still ultimately receive consideration during the lengthy environmental review process.

Following SANDAG’s vote, on March 3, 2025, the Del Mar City Council voted unanimously to send a letter to 22nd DAA in an effort “to provide context and details regarding the importance of the Fairgrounds Affordable Housing Program (Project) to the City of Del Mar (City), region, and State, as well as address and clarify the Board cited comments by Mayor Terry Gaasterland.” In addition, the City Council also voted on March 3 to officially reaffirm its previously adopted guiding principles.

After considering the City’s March 3 actions and the impact of the SANDAG vote, 22nd DAA Board of Directors voted on March 11 to resume affordable housing discussions with the City under the ENRA and that the item continue to be considered by the Board at its regularly scheduled monthly Board meetings, beginning with the April 8 meeting. The intent was to provide accountability for the City of Del Mar for adhering to its guiding principles.

On April 8 and May 13, the 22nd DAA Board of Directors voted unanimously to continue discussions under the ENRA until the next available meeting date.

Since the May meeting, some Del Mar residents have publicly advocated for a new LOSSAN route across 22nd DAA property. 22nd DAA staff addressed this route in its comment letter for the new SANDAG Notice of Preparation for Environmental Impact Study, as previously shared with the Board and included in the Executive Report in this packet. But the City and its officials have taken no actions in conflict with the City’s guiding principles.

Separately, the Del Mar City Council on July 7 did vote to support a potential 2026 ballot initiative that may result in the elimination of the City's affordable housing mandate from the state. Other cities have joined this effort as well. News articles on this vote are included in Matters of Information in this packet.

Recommendation

As part of the Consent Calendar, authorize CEO Moore to continue discussions with the City of Del Mar under the Exclusive Negotiating Rights Agreement entered into between the District and the City of Del Mar.

The CEO and Board President will continue to place the item on the Board's consent calendar on a monthly basis, as the Board has requested during previous votes.



Item 7-A, Finance Committee Report – Executive Summary

Background

The Finance Committee ("the Committee") is charged by the Board Chair with the following:

- Reviewing and monitoring financial data and information pertaining to 22nd DAA.
- Reviewing the CEO's proposed budget prior to presentation to the Board.
- Making recommendations to the Board regarding financial matters, including day-to-day land use decisions, to improve 22nd DAA's financial health.
- Developing and amending recommended financial policies for Board consideration.
- Reviewing and recommending insurance policies and programs for board consideration.

Process/Approach:

Accompanying this Committee Report are preliminary financial reports for May 2025. These reports are subject to change as the 22nd District Agricultural Association (22nd DAA) works to review and close out each month.

The **Balance Sheet** is consolidated and inclusive of 22nd DAA, State Race Track Leasing Commission (SRTLCL), and Del Mar Race Track Authority (RTA).

The **Income Statement** is inclusive of 22nd DAA programs and operations only.

As previously discussed, there is approximately a six (6)-week lag between the financial report presentation and current activity. Therefore, due to the proximity of the Board meeting dates to the end of the month immediately prior, the Committee reviews and presents financial reports to the Board from two months prior (March financials in May, April financials in June, etc.).

About the Financial Statements

Balance Sheet:

Data for fiscal years 2023 and 2024 are included for comparison purposes to the current year, 2025.

Income Statement (All Programs & Operations):

Revenues are recognized in the month in which they are earned while expenses are recognized in the month incurred. For example, revenues for the San Diego

County Fair are reflected in the June and July financial reports, while expenses for producing and preparing for the Fair are reflected in the months leading up to and after the Fair.

The first three columns of figures represent the month's activity — Actual, Budget, and Variance of Actual vs. Budget. The middle grouping of columns represents the year-to-date activity, while the last column presents the complete 2025 Operating Budget goals.

Executive Summary

Overview:

For the month of May 2025, 22nd DAA operations performed better than expected by approximately \$2 million. Despite having four fewer events than anticipated in the 2025 budget, which was approved in October, the 22nd DAA has also performed better than the budget through the first five months of the year by approximately \$3 million due in large part to savings on expenses, such as Payroll, and the timing of anticipated use of Professional Services and Supplies compared to actual.

- **22nd DAA Cash Balance:** The 22nd DAA's cash balance through May is lower than the 2024 figure due in part to the deferred payback of the 2020 Paycheck Protection Program (PPP) Loan in October 2024 – inclusive of principal, interest, and processing fees in the amount of \$5,664,015 – and the reduction in Accounts Payable year over year.

Detail & Analysis of the Income Statement:

Strengths: For the month of May and through the first five months of 2025, the 22nd DAA outperformed its budget projections in the following categories:



Total Revenues for the month of May are higher by 48% (or \$687,000), and for the year are higher by 2% than forecast, or \$171,000. In May, 22nd DAA received an unbudgeted \$543,000 permit fee payment from the San Diego Association of Governments (SANDAG) for providing access to 22nd DAA property for the San Dieguito Double Track and Special Events Platform Project. Excluding this fee payment from SANDAG, total revenues through May were lower than forecast by \$372,000 due in large part to the cancellation of the "Beyond" exhibit, which impacts Concessions, Facility Rentals, and Parking revenues through April. Additionally, the cancellation of the Seaside Equestrian Tour had an impact on Facility Rentals for February and March.



Total operating expenses for the month were nearly 25% (or about \$1.3 million) lower than anticipated. Year-to-date, total operating expenses were lower by 16% (or \$3 million). This reduction was primarily due to lower-than-expected costs in payroll and related expenses, professional services expenses, facility-related expenses, marketing and program expenses.



Payroll & Related Expenses are indicative of the ability to fill full-time, civil service vacancies within any given month as planned and the actual hours incurred versus those anticipated for temporary employees working during events. Year-to-date, payroll and related expense is trending lower than the budgeted amount by 12% (or \$810,000).



Professional Services expense consists of a multitude of services provided through contracted services. The largest item is food and beverage expenses. Because invoices from contractors and the payments from the 22nd DAA may take time to complete, the actual timing of expenditures in this category may differ from the budgeted amounts, resulting in variances between the months during the year. Through the first five months of the year, this category is trending lower than forecast by 12%, or \$642,000.



Food and Beverage Expenses as a subcategory of the Professional Services Expense is on par with the budget estimate. As is typical during the first few months of the year, food and beverage operations at the 22nd DAA – which produce a significant net benefit by year's end – lose money prior to peak events season due to the ongoing administrative and overhead costs.

Challenges: Through the first five months of 2025, the 22nd DAA did not meet expectations in the following categories:



Facility Rentals Revenues are on par with the forecast for the month of May and exceeded the budget by 2% (or \$6,000). However, year-to-date revenues are nearly 13% (or \$279,000) below expectations.



Parking Revenues for the month were higher than the forecast by nearly 22% (or \$67,000). However, year-to-date parking revenues are nearly 17%, or \$316,000, below expectations.



Concessions Revenues for the month were lower than forecast by 10% (or \$55,000) and lower than budget projections for the year, falling short of the budgeted amount by 8% (\$138,000).

Overall Performance

May's Performance: The Net Income activity for the month of May was better than the forecast by almost 51% or \$2 million. 22nd DAA had a net loss of \$1.887 million for the month but had anticipated a net loss of \$3.855 million in the approved budget.

The Sound: Four events were produced at The Sound, managed by Belly Up, in May, falling short of the forecasted nine events. The net income for the month was approximately \$82,000, which is lower than forecast by \$99,000. *Note:* As a simple means of allocating the time that the 22nd DAA's Facilities Department employees spend on maintenance and facilities issues at Surfside over the course of the year, the regular full-time payroll and related expenses are allocated to The Sound during the months of February, March, and April. For the month of May, Payroll and related expenses were not budgeted or allocated to The Sound to prepare for the 22nd DAA's annual Fair opening in the month of June.

Financial Audit: The financial audit of Fiscal Year 2024 began in April 2025. This is the earliest start date for an audit in the past six financial years. The Committee anticipates a final report in the month of August.

Definitions

Restricted Cash RTA: This reflects the cash available for the Race Track Authority bond obligations. This includes:

- 1) maintaining a reserve fund held in trust equivalent to one year's debt obligation;
- 2) the current year's debt obligation;
- 3) the minimum cash balance requirement for 22nd DAA (the equivalent of one year's debt obligation); and
- 4) when applicable, surplus funds contributed that revert to 22nd DAA.

As a reminder, Net Horse Racing Revenues and/or Net Concession Revenues are transferred to the trustee by January 15 each year. The trustee makes withdrawals in April and October for the payment of the current year debt.

Deferred Revenue: This consists of advance payments received for scheduled activities in the future, such as event rentals and the San Diego County Fair. As each event occurs, the revenue is realized in the same month as the event.

Accrued Employee Leave Liabilities: This reflects the current value of the leave balances due to employees upon separation from 22nd DAA. Balances continue to be managed to remain within the state-mandated thresholds.

Legend



Expenses or revenues are even, or nearly even, with budgeted projections.



Revenues are higher than anticipated.



Revenues are lower than anticipated.



Expenses are higher than anticipated.



Expenses are lower than anticipated.

22nd DAA
Consolidated Balance Sheet (DAA, RTA, RTLC)
As of May 31, 2025

	2025	2024	2023
Assets			
1 Cash	\$ 30,047,185	\$ 31,187,170	\$ 28,529,702
Restricted Cash - JLA	79,127	60,350	44,009
2 Restricted Cash - F&B Equipment Fund	18,718	51,157	68,625
3 Restricted Cash - RTA	10,196,561	11,436,652	12,528,619
Total Cash and Cash Equivalents	40,341,591	42,735,329	41,170,954
Accounts Receivable	1,681,995	1,082,711	975,667
Prepaid Expenses	924,977	903,145	808,005
4 Deferred Outflows Pension	7,035,722	7,035,722	5,298,571
Total Current Assets	9,642,694	9,021,578	7,082,243
Land and Land Improvements	46,998,212	45,178,212	45,208,317
Building and Improvements	218,544,813	217,564,033	217,564,033
Equipment	40,704,465	39,296,361	38,640,413
Capital Projects in Process	2,739,694	4,791,602	1,277,939
Accumulated Depreciation	(202,196,701)	(196,012,420)	(185,661,948)
Total Capital Assets	106,790,483	110,817,788	117,028,755
Total Assets	\$ 156,774,768	\$ 162,574,695	\$ 165,281,952
Liabilities			
Accounts Payable	6,794,749	6,062,648	5,794,605
Payroll Liabilities	1,603,355	1,596,078	914,101
Accrued Liabilities	1,733,622	1,757,040	1,975,560
Other Current Liabilities	1,023,855	1,031,688	1,480,969
6 Deferred Revenue	10,403,877	8,377,654	7,620,444
5 Current Long Term Debt	1,181,547	1,996,780	2,513,460
7 Accrued Employees Leave Liabilities	1,320,048	1,419,362	1,275,664
8 Long Term Debt	54,170,353	56,994,275	60,492,827
Reserve - F&B Equipment Fund	120,842	18,859	(48,819)
Reserve - JLA	60,691	43,292	36,607
4 Pension Liability	21,660,368	21,443,814	40,017,486
4 Deferred Inflows - Pension	1,717,258	1,717,258	1,754,199
Total Liabilities	101,790,564	102,458,746	123,827,104
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	22,863,164	11,515,553	11,783,919
Investment in Capital Assets	(3,891,786)	(3,891,091)	(3,891,786)
	63,490,079	52,143,163	52,410,834
Net Proceeds from Operations	(8,505,875)	7,972,786	(10,955,986)
Total Net Resources	54,984,204	60,115,949	41,454,848
Total Liabilities and Net Resources	\$ 156,774,768	\$ 162,574,695	\$ 165,281,952

1- Repaid Paycheck Protection Program (PPP) Loan in October 2024; Includes \$11.5M set aside by BOD as DAA reserved funds.

2- Per Food & Beverage Services agreement, 1.50% of all Gross Revenues for unexpected or emergency expenses, including repair and maintenance of equipment.

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

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

5- Current portion of long-term debt due within the next 12 months.

6- Advance payments for events/activities in the future.

7- Due to employees at time of separation for paid leave balances.

8- RTA Bonds \$29.0M; Ibank WQI \$6.2M; Ibank Sound \$13.0M; Premier \$1.3M; Energy Efficiency \$3.1M; CalPers SB84 \$1.5M.

22nd DAA
Income Statement
For the Period Ending May 31, 2025
DAA

	May 2025			Year-to-Date			Full 2025
	Actual	Budget	Variance	Actual	Budget	Variance	Budget
REVENUES							
Concessions Revenue	429,386	482,045	(52,659)	1,611,831	1,747,235	(135,404)	49,286,503
<i>Food & Beverage Contract</i>	419,383	474,565	(55,182)	1,574,899	1,712,790	(137,891)	25,641,444
Facility Rentals Revenue	312,798	305,896	6,902	1,799,760	2,078,544	(278,784)	10,079,614
Leases Revenue	53,854	49,990	3,864	268,726	249,407	19,319	606,000
Program Revenues	510,182	504,155	6,027	2,110,904	2,383,830	(272,926)	8,007,033
<i>Parking</i>	371,190	304,155	67,035	1,530,359	1,845,830	(315,471)	7,070,933
<i>Participation Fees</i>	69,035	130,000	(60,965)	278,423	230,000	48,423	380,000
<i>Satellite Wagering</i>	69,957	70,000	(43)	302,122	308,000	(5,878)	533,600
OPERATING REVENUE TOTALS	1,306,220	1,342,086	(35,866)	5,791,220	6,459,016	(667,796)	82,420,525
Contributions	6,150	6,900	(750)	32,160	31,600	560	2,039,840
<i>Sponsorships</i>	3,900	5,500	(1,600)	19,500	21,100	(1,600)	1,303,840
Other Non-Operating Revenue	556,610	13,348	543,262	934,013	243,812	690,201	1,025,905
<i>Interest Earnings</i>	0	0	0	333,753	187,500	146,253	750,000
Reimbursed Costs	52,735	63,906	(11,171)	347,242	498,032	(150,790)	2,158,954
Prior Year Revenue	191,302	0	191,302	298,927	0	298,927	0
NON-OPERATING REVENUE TOTALS	806,797	84,154	722,643	1,612,342	773,444	838,898	5,224,699
TOTAL REVENUE	2,113,017	1,426,240	686,777	7,403,562	7,232,460	171,102	87,645,224
EXPENSES							
Payroll & Related Expense	1,635,956	1,839,046	203,090	6,239,450	7,049,759	810,309	20,004,959
<i>Professional Development</i>	1,611	17,564	15,953	39,838	158,005	118,167	321,308
Professional Services Expense	994,437	1,320,522	326,085	4,638,614	5,280,453	641,839	32,343,018
<i>Food & Beverage Expense</i>	592,288	660,364	68,075	2,625,535	2,681,030	55,495	20,424,275
Insurance Expense	142,832	153,031	10,199	886,257	839,181	(47,076)	2,175,708
Facility & Related Expense	396,004	527,380	131,376	1,692,101	1,947,917	255,816	7,560,830
<i>Equipment & Small Wares</i>	18,544	0	(18,544)	35,108	0	(35,108)	0
<i>Telephone & Internet</i>	8,653	8,344	(309)	43,495	41,185	(2,310)	100,318
<i>Repairs & Maintenance</i>	40,058	103,396	63,338	285,082	525,280	240,198	1,066,052
<i>Utilities</i>	318,327	326,691	8,364	1,219,022	1,249,782	30,760	4,064,500
<i>- Electricity</i>	169,781	-	-	685,146	-	-	-
<i>- Water</i>	73,929	-	-	185,608	-	-	-
Supplies Expense	181,025	700,471	519,446	636,668	1,378,830	742,163	1,971,470
Marketing & Related Expense	398,187	471,500	73,313	483,745	813,375	329,630	1,427,175
Program Expenses	64,258	102,821	38,563	171,538	329,105	157,567	17,624,610
<i>Prizes & Premiums</i>	7,874	0	(7,874)	7,874	0	(7,874)	0
<i>Artists & Entertainment</i>	0	10,000	10,000	0	10,000	10,000	6,400,850
Other Operating Expense	186,910	195,917	9,007	561,844	630,157	68,313	2,515,339
<i>Bank & Service Fees</i>	118,695	117,607	(1,088)	201,300	267,607	66,307	1,668,694
<i>Interest Expense</i>	68,216	68,310	94	341,080	341,550	470	809,440
OPERATING EXPENSE TOTALS	3,999,608	5,310,688	1,311,079	15,310,217	18,268,777	2,958,560	85,623,109
Other Non-Operating Expense							
<i>Prior Year Expense</i>	0	0	0	56,010	0	(56,010)	0
NON-OPERATING EXPENSE TOTALS	0	0	0	56,010	0	(56,010)	0
TOTAL EXPENSE	3,999,608	5,310,688	1,311,079	15,366,227	18,268,777	2,902,550	85,623,109
NET INCOME (LOSS)	(1,886,591)	(3,884,448)	1,997,856	(7,962,665)	(11,036,317)	3,073,652	2,022,115

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

Food & Beverage Report May-25

May 2025 Food Service Revenues were \$424,439.00. Budgeted Revenues for May 2025 were \$474,565.00

Net distribution to the District for May 2025 was (\$167,849) or -39.5%. Budgeted distribution for May 2025 was (\$185,799) or -39.2%.

Year-to-date 2025 distribution to the District is (\$1,045,755) or -66.2%. The budgeted distribution for YTD 2025 was (\$968,240) or -56.5%.

May-25	2025 ACTUAL	%	2025 BUDGET	%	2024 ACTUAL	%
TOTAL REVENUE	424,439	100.0%	474,565	100.0%	186,397	100.0%
TOTAL COGS	103,530	24.4%	102,182	21.5%	47,397	25.4%
GROSS MARGIN	320,909	75.6%	372,383	78.5%	139,000	74.6%
TOTAL PAYROLL	384,144	90.5%	430,516	90.7%	417,488	224.0%
OPERATING EXPENSES	128,592	30.3%	154,209	32.5%	120,356	64.6%
NET PROFIT	(191,827)	-45.2%	(212,342)	-44.7%	(398,844)	-214.0%
CLIENT DISTRIBUTION	(167,849)	-39.5%	(185,799)	-39.2%	(348,989)	-187.2%

YTD	2025 ACTUAL	%	2025 BUDGET	%	2024 ACTUAL	%
TOTAL REVENUE	1,579,955	100.0%	1,712,790	100.0%	1,343,965	100.0%
TOTAL COGS	291,779	18.5%	316,217	18.5%	239,266	17.8%
GROSS MARGIN	1,288,176	81.5%	1,396,573	81.5%	1,104,699	82.2%
TOTAL PAYROLL	1,816,552	115.0%	1,956,850	114.2%	1,809,713	134.7%
OPERATING EXPENSES	666,795	42.2%	546,283	31.9%	510,229	38.0%
NET PROFIT	(1,195,171)	-75.6%	(1,106,560)	-64.6%	(1,215,243)	-90.4%
Y-T-D CLIENT DISTRIBUTION	(1,045,775)	-66.2%	(968,240)	-56.5%	(1,063,338)	-79.1%



Item 7-A-1, Finance Committee Report - Consideration and vote on whether to exercise the second of three three-year options for Agreement #22-018 Managing Promoter of The Sound

Background:

In October 2022, after a competitive solicitation process, the 22nd District Agricultural Association (22nd DAA) reached an agreement with Belly Up to become the managing promoter of The Sound, the 22nd DAA's new 1,900-capacity entertainment venue.

This included "management of Venue activities including schedule, bookings, marketing, negotiations and contracting for uses of Venue including self-promoted events, execution of each activity, and providing technical staff and general labor to support all scheduled activities within Venue including, but not limited to: stagehands, security, ushers, ticket takers, custodians, etc." The food & beverage operation is separately contracted with Premier Food Services (Premier).

The contract term with Belly Up, which began February 1, 2023, was for one year with three three-year renewal options. Later that year, the 22nd DAA Board of Directors voted to exercise the first three-year option, effective February 1, 2024. The current term expires January 31, 2027, but the contract requires 18 months advance notice to provide an appropriate amount of lead time to transition operations as live entertainment booking is oftentimes 12 months out. This means the Board must decide whether and how to proceed by the end of July 2025.

Process/Approach:

Among other potential alternatives, the 22nd DAA Board could elect to do any of the following:

- Exercise the second three-year option through January 1, 2030, without changes to the agreement.
- Discuss and negotiate changes to aspects of the agreement with Belly Up, such as control of the calendar, private events, and other matters.
- Decline to exercise the option, and do one of the following:
 - Rebid the managing promoter contract award with a similar structure, but incorporate changes to the Scope of Work based on observations and experience during the first two-plus years of operations.
 - Rebid with a new structure that includes operations of the food-and-

beverage operation at The Sound, which is currently contracted to Premier. *Note:* Premier's current term for all its food & beverage operations with the 22nd DAA expires 12/31/2026. The Premier contract has one more five-year option for the 22nd DAA Board to consider.

The Finance Committee (the Committee) discussed these options with 22nd DAA staff. The situation is somewhat unique for the 22nd DAA Board; it is unusual to consider exercising options less than halfway through a multi-year contract term, and each alternative listed above creates potentially significant implications.

Recommendation:

Following full consideration of the alternatives, the Committee recommends authorizing the CEO to exercise the second of three three-year options for Agreement #22-018 Managing Promoter of The Sound under the negotiated terms outlined on the following page.

Term Sheet for Amendment - Managing Promoter Agreement

Conditions on Exercise of Option to Renew

Managing Promoter:

Belly Up

Premises:

The Sound, located on the Del Mar Fairgrounds

1. Purpose of Amendment:

To set forth revised terms and conditions applicable to the **exercise the second of three three-year options to renew** the existing Managing Promoter Agreement between 22nd DAA and Belly Up for operation and programming of **The Sound**.

2. Notice Period – Option to Renew:

The **notice period** required for the Managing Promoter to exercise its option to renew the agreement shall be revised to require **at least twelve (12) months' advance written notice** prior to the expiration of the current term.

3. Food & Beverage Offerings and Revenue Participation:

- Managing Promoter shall work collaboratively with Owner to **develop upgraded food and beverage (F&B) experiences** at The Sound.
- Managing Promoter shall be entitled to **participate in a share of F&B revenues generated from VIP Packages sold**, with the specific terms of participation to be **mutually negotiated and agreed upon** by the parties.

4. Calendar and Booking Rights:

- 22nd DAA shall **retain control of the master calendar** for The Sound.
- 22nd DAA shall have the ongoing right to **book private events** in the facility when not otherwise reserved or programmed by the Managing Promoter.

5. Use During Annual Fair Period:

In addition to the remainder of the calendar year, Managing Promoter shall be permitted to **book and use The Sound on June 1 through July 15**, provided, however, such use is coordinated with and approved by 22nd DAA so as not to conflict with **Fair-related activities** or programming.



Item 7-A-2, Finance Committee Report: Consideration and vote on Operator Rental Agreement # 25-903 SET Spike, LLC, dba Wave Volleyball

Background:

Since 2015, SET Spike, dba Wave Volleyball (Wave), has been operating volleyball facilities at the Surf & Turf Recreation Center, which is owned by the 22nd District Agricultural Association (22nd DAA). Wave offers comprehensive indoor and beach volleyball training for boys and girls from kindergarten through 12th grade and provides adult beach league opportunities.

In 2024, Wave Volleyball was named the top youth volleyball club in California for the second-straight year by USA Volleyball. In addition, Wave was named a top 5 club in the entire nation for the second-straight year.

Wave's growth led to an expansion of its facilities in 2024 through the purchase of a tent from another inactive volleyball operator that formerly rented space from 22nd DAA at Surf & Turf Recreation Center. Wave was already the only club using the facility at that time.

Wave then reached a second agreement with the 22nd DAA addressing its acquisition of the tent structure. This agreement was set to expire August 31, 2025, to coincide with the expiration of Wave's original agreement, which initially ran from September 1, 2015, through August 31, 2019, with three (3) additional two (2) year terms. The Board previously voted to exercise all options, which are now exhausted.

Recommendation:

The relationship between Wave and 22nd DAA has proven to be mutually beneficial, and the Finance Committee recommends authorizing the CEO to enter into a new single agreement with Wave to continue operating at the Surf & Turf Recreation Center under the negotiated terms outlined on the following page.

Term Sheet for Operator Rental Agreement

Operator:

SET Spike, dba Wave Volleyball

Premises:

Asphalt Lot, measuring approximately 140' x 90' located at the north-east corner and Dirt Lot located south of the tennis courts, and north of the golf center, measuring approximately 350' x 130' of the Surf & Turf Recreation Center

1. Premises Use:

Indoor and outdoor volleyball, training, and education programs.

2. Term:

Five (5) years, commencing on September 1, 2025 and expiring on August 31, 2030

3. Monthly Base Rent:

\$14,088.75, payable on the first day of each month.

4. Rent Escalations:

Commencing on September 1, 2026, and on each September 1 thereafter during the Term, the Base Rent shall be increased annually by an amount equal to the greater of:

- (a) 2.5% of the then-current Base Rent, or
- (b) The percentage increase, if any, in the Consumer Price Index for All Urban Consumers (CPI-U), U.S. City Average, All Items, Not Seasonally Adjusted, published by the U.S. Bureau of Labor Statistics, measured over the trailing twelve-month period ending on the immediately preceding June 30.

5. Facility Usage Fee:

Operator shall pay a pro rata monthly Facility Usage Fee to cover costs incurred by 22nd DAA for utilities, maintenance, and other shared operational expenses.

6. Option to Extend:

Operator shall have one (1) five-year option to extend the Term on the same terms and conditions as the original Term, including rent escalations.

7. Special Conditions – Relocation During Extension Term:

In the event 22nd DAA adopts a Master Site Plan during the option period that requires the Operator to relocate the Premises, either to another location owned by 22nd DAA or off-site, 22nd DAA shall provide the Operator with not less than twenty-four (24) months' prior written notice of such relocation.



Item 7-A-3, Finance Committee Report, Consideration and vote on Amendment to Operator Rental Agreement # 24-905 AM1 DMGC Golf Management, Inc.

Background:

Since 2002 DMGC Golf Management, Inc. (DMGC) has operated the miniature golf and driving range on the Surf & Turf Recreation Center campus, which is owned by the 22nd District Agricultural Association. DMGC has long shared the building that houses its office and pro shop with a separate operator, retail outlet The Golf Mart.

DMGC has been a leader in the golf range industry for over 15 years and has been a Golf Range Association of America top 50 Stand-Alone Driving range for 12 consecutive years. In 2017, it was the third location in the United States to introduce Toptracer ball tracking technology. Similar ball tracking technology has now become standard in the industry.

In 2024, DMGC reported nearly 246,000 visitors to its facility. DMGC also invested more than \$500,000 in upgrades to remain competitive in the market — especially in light of recent investments in nearby entertainment and shopping options and planned Topgolf expansions in the market — and to enhance customer experience.

The 22nd DAA Board of Directors received a briefing on these upgrades from DMGC General Manager Matt Clay at the April 2025 Board meeting.

Process/Approach:

Recently, The Golf Mart secured a new location just over 4 miles away and gave notice to 22nd DAA on June 25 that it intends to vacate its 5,000-square-foot space at the Surf & Turf Recreation Center campus by July 31, 2025.

DMGC has proposed taking over this space and converting into a retail area and state-of-the-art Golf Performance Center. DMGC would also upgrade the restrooms and create a storage area for its food-and-beverage operation. DMGC's proposed floor plan would unify both sides of the building and allow the 22nd DAA to have a single operator for golf-related activities.

DMGC anticipates investing \$600,000 in the building to make the upgrades and is not requesting any investment from 22nd DAA. In addition, the 22nd DAA has

negotiated a similar financial arrangement as the prior agreement with The Golf Mart.

Recommendation:

The Finance Committee recommends authorizing the CEO to enter into a financially beneficial agreement with DMGC to unify the existing facility under the negotiated terms outlined on the following page.

Term Sheet for Amendment - Operator Rental Agreement

Operator:

DMGC Golf Management, Inc.

Premises:

Surf & Turf Recreation Center
Golf Complex
15555 Jimmy Durante Blvd., Del Mar, CA 92014

Amendment To:

Existing Rental Agreement between 22nd District Agricultural Association (22nd DAA) and DMGC Golf Management, Inc. (Operator)

1. Additional Premises:

Approximately 5,845 square feet located in the building adjacent to the golf driving range and miniature golf facility.

2. Premises Use:

Golf Retail Shop and Performance Center

3. Term:

Concurrent with the remaining term of the existing DMGC Agreement, which ends January 31, 2029, with five additional one-year renewal options.

4. Rent Structure:

Operator shall pay to 22nd DAA the greater of:

- Six percent (6%) of all gross retail sales up to \$2,000,000 annually generated within the Golf Retail Shop, plus an additional one-half percent (0.5%) on all retail sales exceeding \$2,000,000 annually;
- And (2) Twenty percent (20%) of all other gross revenue generated from the operation;

or

- (3) \$600,000 per year,

Operator will pay the additional amount of rent due monthly on the terms of the existing agreement, subject to annual reconciliation based on total gross retail sales and all other gross revenue at the end of the calendar year.

5. Facility Usage Fee:

Operator shall pay a pro rata monthly Facility Usage Fee to cover costs incurred by 22nd DAA for utilities, maintenance, and other shared operational expenses (excluding those paid directly by Operator). This fee shall be reviewed and adjusted annually.



Item 7-B, Master Site Plan Environmental Stewardship Committee Report

Background:

The Environmental Stewardship Committee (the Committee) of the 22nd District Agricultural Association (22nd DAA) is charged by the Board Chair with the following:

- Review environmental requirements and regulations to determine the feasibility of uses on District property.
- Consider the potential impacts of climate change and sea-level rise, as well as any mitigating actions needed to complete the master site plan.
- Review and discuss potential funding opportunities for environmental initiatives and mitigation required by a new master site plan.
- Engage with relevant environmental thought leaders, master site planning consultant, and other key figures as necessary to determine long-term sustainability planning needs as well as compatibility with potential uses in a future master site plan and make recommendations to the Board.

The Committee consisted of former Board member Don Mosier and current Board member Kathlyn Mead.

Environmental stewardship is important to 22nd DAA's present and future. In the past two decades, 22nd DAA has made major investments in environmental mitigation, least tern monitoring, a highly complex stormwater filtration system, coastal cleanup efforts, and traffic reduction strategies.

The Fairgrounds, the Surf & Turf Recreation Center, and the Del Mar Horsepark are all located in environmentally sensitive areas within the jurisdiction of the California Coastal Commission. Nearby wetlands are home to myriad species and ecosystems. The Fairgrounds campus is also surrounded by water and is subject to the potential perils of its natural, water-surrounded environment on the coastline, including flooding, liquefaction, and sea-level rise, all of which will be considerations for the new master site plan.

Process/Approach:

On May 15, the Committee met for a discussion with strategic communications consultant Southwest Strategies about ways to engage environmentally focused organizations and leaders regarding master site planning discussions.

The Committee provided feedback about individuals and groups who should and could be included in the outreach process in the coming months as 22nd DAA staff and Southwest Strategies consultants continue to brief and discuss the master site planning process with City Councils, other community organizations, and the public.

The Committee was also briefed on the Technical Advisory Coalition's (TAC) next steps and membership as the TAC was scheduled to tour the Fairgrounds on May 27.

Next steps:

The Committee recommends that 22nd DAA staff move forward with a high-level engagement and feedback meeting with environmental groups and leaders and continue to engage with the Committee on environmental considerations.

Item 8: Executive Report

Response to SANDAG's NOP for the
LOSSAN Rail Realignment Project



June 30, 2025

SANDAG
ATTN: LOSSAN comments
1011 Union Street, Suite 400
San Diego, CA 92101

Re: Updated Notice of Preparation (NOP) Comments for the Preparation of a Draft Environmental Impact Report (EIR) for the San Diego-Los Angeles-San Diego-San Luis Obispo (LOSSAN) Rail Realignment (SDLRR) Project

To LOSSAN SDLRR Project Team,

Thank you for providing the 22nd District Agricultural Association (22nd DAA) an opportunity to comment on the Notice of Preparation (NOP) for the San Diego-Los Angeles-San Diego-San Luis Obispo (LOSSAN) Rail Realignment (SDLRR) Project.

The 22nd DAA — a self-funding state institution that has existed since 1891 — owns and operates the Del Mar Fairgrounds (Fairgrounds), the Surf & Turf Recreation Center, and the Del Mar Horsepark properties. The Fairgrounds, which opened in 1936, and the other 22nd DAA properties serve as iconic cultural and community gathering places that host the annual San Diego County Fair, summer and fall live horse race meets, and hundreds of other events and activities throughout the year. In total, live events attracted more than 2 million people to 22nd DAA properties in 2024, generating economic opportunities for small businesses, livelihoods for thousands of workers, tax revenue for critical local and state services, and cultural enrichment for San Diego County's communities. In addition, the 22nd DAA's properties also serve as a mega-evacuation center for San Diego County in times of emergencies, and the Fairgrounds is home to the City of Del Mar's Fire Station. It is also worth noting that the 22nd DAA recognizes its role as a steward of an environmentally sensitive area and has invested tens of millions of dollars in environmental mitigation and ecosystem monitoring over the past 15 years. The 22nd DAA continues to maintain and monitor those investments annually.

The 22nd DAA fully understands the regional impact and need for the LOSSAN SDLRR project. In the second half of 2024, the 22nd DAA was an active participant with other jurisdictions in SANDAG's Value Analysis (VA) process. This process was important to refining the goals of the project and identifying reasonable and feasible alternatives for the future of the LOSSAN Corridor in San Diego. The potential alignments that SANDAG ultimately identified through the VA process minimized negative impacts and merited further environmental study and analysis.

However, the 22nd DAA was very surprised to learn about the mention and inclusion of a potential “more northerly design concept of the San Dieguito to I-5 alternative alignment” (“more northerly design concept”) as called out in Figure 3 of the NOP. The NOP’s mention of this “more northerly design concept” — and it is simply a vague mention of an entirely new project with no description, no alignment shown, and zero details on what areas may or may not be impacted — makes it impossible to provide meaningful comments on potential environmental impacts. Currently, the only level of detail shared about this idea has come from a handful of public speakers at meetings. The concept presented is simply a crude drawing that has no business being suggested in the NOP of a multi-billion-dollar infrastructure project of national importance from a regional planning entity. The drawing, like others that have preceded it, shows an alignment that would necessitate the probable destruction and taking of the 22nd DAA’s property, including portions of the Surf & Turf Recreation Center campus, the Del Mar Fire Station, and the Facilities operations warehouse that is important to the events and activities at the Fairgrounds. On its face, such a plan is neither thoughtful nor feasible, and the concept once again relies entirely on bringing people *through* the Fairgrounds rather than *to* the Fairgrounds.

The inclusion of this “more northerly design concept” was especially disappointing after the thorough VA process that involved engineers, technical experts, political leaders, and highly qualified staff evaluating myriad proposals in a serious and fact-based discussion. The “more northerly design concept” flies directly in the face of the VA study goal to “Minimize impacts to existing homes, businesses, tourism, and major economic generators, including the Del Mar Fairgrounds, and transportation facilities during and after construction.” It is equally difficult to see how the concept meets the criteria established by the other project goals, such as improving rail service reliability and demonstrating good public stewardship. In addition, the concept, as vaguely presented, demands two consecutive 90-degree turns for all trains using the corridor, which would almost certainly cause a significant slowdown in rail service. To put it plainly, this concept is not serious, and it is not deserving of serious consideration from SANDAG. The “more northerly design concept” is fantasy, and it does not meet any reasonable threshold for inclusion in the NOP. Legitimizing the idea by including a mention of it in the new NOP without any analysis, description, or detail is an insult to the work that went into the VA process.

The mention of this “more northerly design concept” in the official NOP also leaves the 22nd DAA in an awkward position. With no other information to base comments on, the 22nd DAA must instead make assumptions regarding specific potential environmental impacts. As such, the 22nd DAA incorporates by reference, all comments made in the 22nd DAA’s NOP Comment letter dated July 19, 2024. This letter addresses potential environmental impact concerns of the 22nd DAA on the former Alternative A Alignment of the June 4, 2024 NOP issued by SANDAG. It appears that the “more northerly design concept” could result in environmental impacts similar to those that would be caused by Alternative A.

To be clear: the “more northerly design concept” would cause a great deal of harm to the 22nd DAA and to the entire region during its years-long disruptive construction and subsequent operations. As haphazardly suggested, the “more northerly design concept” could jeopardize the 22nd DAA’s ability to produce the Fair and host the hundreds of events that draw visitors from across the San Diego region and around the world, creating an estimated \$682 million annual economic impact (in 2019 dollars) for the County. Therefore, the proposed “more northerly design concept” — or any subsequent variation thereof — threatens the 22nd DAA’s ability to financially survive and could effectively end current operations at the Fairgrounds. This means livelihoods would be obliterated and activities and events enjoyed by generations of San Diegans would be no more.

In addition, the continued consideration of the “more northerly design concept” severely impacts the 22nd DAA’s ability to plan and improve the Fairgrounds property. The 22nd DAA’s recent investments in its properties — including investments in environmental initiatives — could be rendered moot and destroyed by the construction of the “more northerly design concept.” Even the consideration of the “more northerly design concept” at this point makes ongoing strategic and master planning more difficult for the 22nd DAA. Continued capital improvements could be deferred or canceled if the “more northerly design concept” consideration moves forward.

Accordingly, the 22nd DAA urges SANDAG to remove the “more northerly design concept” from consideration or issue a new NOP that provides detailed plans and a full description of the concept.

In addition, the 22nd DAA hereby submits the following detailed comments on the scope of work, analysis, and mitigation measures to be included in the draft Environmental Impact Report (EIR) for the project.

Project Understanding

The proposed SDLRR project is the improvement and potential relocation of the existing single-track alignment where the rail line runs along a terrace on the coastal bluff in the Cities of Del Mar and San Diego. This includes double tracking the alignment between the future Special Events Platform that will be constructed as part of the San Dieguito Double Track Project in the City of Del Mar and the north end of Sorrento Valley in the City of San Diego. The project may include removal of existing stabilization infrastructure (consistent with the California Coastal Commission’s requirements) and may include aerial structures and berms.

The project description included in the Updated NOP consists of four alternative alignments, including three “tunnel alternatives” and one “non-tunnel alternative.” The three tunnel alternative alignments are (1) San Dieguito Bridge to I-5 Alternative Alignment; (2) Under Crest Canyon Alternative Alignment; and (3) Under Camino Del Mar Alternative Alignment. Each tunnel

alternative would require a north and south portal, a bored tunnel connecting the portals, and double tracking of the rail line. The non-tunnel alternative, referred to as the Del Mar Bluffs Double Track Reinforced Alternative Alignment, requires construction of a second railroad track adjacent to the existing line on the Del Mar bluffs, retaining walls, bluff stabilization, bridge structures, and associated operational facilities.

Comments

Project Description

The 22nd DAA acknowledges and appreciates the change in alignment of the San Dieguito Bridge to I-5 Alternative Alignment to south of the Fairgrounds when compared to the 2024 NOP (previously known as Alternative A). However, the Updated NOP's Figure 3 map includes a fine-print asterisk stating that a "more northerly design concept of the San Dieguito to I-5 alternative alignment will be explored during the environmental process." The project description should clearly describe this design concept and its location. In accordance with the CEQA Guidelines Section 15082, a Notice of Preparation, at a minimum, shall include a description of the project and location of the project (CEQA Guidelines Section 15082(1)(a) and (b)). The inclusion of this asterisk of a possible northern alignment does not meet the criteria of CEQA Guidelines Section 15082, as it does not fully describe the project or its location. By not disclosing any further information about a "more northerly design concept," the public and responsible agencies are not supplied with sufficient information to comment or make meaningful responses regarding the potential environmental effects of this alignment. Should SANDAG move forward with project-level analysis within the EIR on a more northern alignment, the NOP would be considered inadequate and should be re-released detailing this alignment to allow for meaningful comments.

The project description should also clarify the plans for the future Special Events Platform. The 22nd DAA appreciates the partnership and communication with SANDAG on the platform project and construction logistics. The project will help take vehicles off the road and therefore reduce greenhouse gas emissions as it brings visitors to Fairgrounds in the future. But the project description should be clearer. As currently planned, the Platform would only be used during special events and not operate as a regular "station." The project description should confirm that future use of the platform would operate in the same manner. For the proposed alternative alignment, the project description should also discuss the potential demolition and removal of existing rail segments that will no longer be used upon completion of the proposed project and how the demolition and removal process could impact resources. Further, the project description should discuss the project's schedule and the effect on operation of the 22nd DAA activities. Additionally, the project description should further describe the project objectives regarding minimizing impacts to major economic generators, including the Del Mar Fairgrounds.

Air Quality

The proposed project includes construction that will result in air pollutant emissions. The analysis within the draft EIR should discuss how the proposed project will address air quality impacts, including any mitigation measures that would ensure compliance with the San Diego County Air Pollution Control District.

Biology

The San Dieguito Bridge to I-5 Alternative Alignment runs through San Dieguito Lagoon and the surrounding open space area of Los Peñasquitos Lagoon. Therefore, construction and operation activities of the project could result in a significant impact on sensitive upland and wetland vegetation communities, movement of wildlife species, and sensitive habitat and special status species development, specifically in the lagoons where federally and state-protected plant and wildlife species occur. This Alternative would run through estuarine and marine deepwater, estuarine and marine wetland, freshwater forested/shrub wetland, and freshwater emergent wetland habitats. The analysis within the draft EIR should discuss how the proposed project will coordinate with the U.S. Army Corps of Engineers, including any mitigation measures that would ensure compliance with the Clean Water Act. Further, the draft EIR should include a discussion about project related impacts to existing long term wetland mitigation projects.

Additionally, the analysis within the draft EIR should discuss compliance with the City of San Diego Multi-Habitat Planning Area that encompasses both lagoon areas, as well as some surrounding areas.

Cultural Resources

Due to the proposed project's location within and surrounding water sources, there is potential for archaeological resources to be unearthed during construction activities. The draft EIR should discuss project related impacts to potential historical or archaeological resources.

Energy

The draft EIR should discuss how much additional energy would be required for operation of the San Dieguito Bridge to I-5 Alternative Alignment compared to the existing rail.

Geology and Soils

The 22nd DAA is concerned that the nature of construction could result in significant impacts related to geology and soils; in particular, soil erosion and risks associated with seismic ground shaking. The draft EIR should include discussion of how the surrounding land uses, including the Del Mar Fairgrounds, will be affected by noise and vibration resulting from construction and operation of the project alternatives, including discussion of the seismic safety of Fairgrounds and 22nd DAA buildings with the addition of vibration sources from construction and operation of the

project. Further, a geotechnical study should be completed to determine project related impacts to geology and soils.

Greenhouse Gas Emissions

Construction and operation of the proposed project will result in greenhouse gas emissions. The analysis within the draft EIR should discuss greenhouse gas emissions resulting from construction and operation of the project.

Hazards

The proposed project would use heavy equipment for construction activities. Both construction and operations-related hazardous materials could include fuel, solvents, paints, oils, and grease. During construction activities, there is also the potential for hazardous materials to be identified during demolition, excavation, and grading activities. The analysis within the draft EIR should discuss how the proposed project will comply with all applicable existing laws, regulations, and policies related to hazards.

Hydrology and Water Quality

The 22nd DAA is concerned with impacts related to watershed and drainage characteristics, flood-related hazards, and water quality issues. Effects on hydrology and water quality from the proposed underground platform should be further analyzed. The draft EIR should discuss project compliance with applicable regulatory standards (Federal Clean Water Act/National Pollutant Discharge Elimination System, Regional Water Quality Control Board Basin Plan, Coastal Resilience Master Plans, etc.). The draft EIR should also discuss project compliance with the proposed living levees planned for at the north and south banks of the San Dieguito River, in accordance with the Del Mar's Sea Level Rise Adaptation Plan of 2018.

Land Use

The 22nd DAA is concerned that the San Dieguito Bridge to I-5 Alternative Alignment will conflict with the existing land use at the Fairgrounds. Construction of the proposed project may affect operation at 22nd DAA properties, depending on construction scheduling and construction staging locations. Further, the draft EIR should discuss the San Dieguito Bridge to I-5 Alternative Alignment's (and the to be determined proposed alternative alignment) impacts to land use regarding the following proposed projects within the project site: living levees planned for at the north and south banks of the San Dieguito River in accordance with the Del Mar's Sea Level Rise Adaptation Plan of 2018, and the Coast to Crest Trail segment planned from the Fairgrounds to Jimmy Durante Boulevard. The impacts to the Fairgrounds will result in significant conflicts with various elements/components of the City of Del Mar Community Plan and the 22nd DAA 2008 Master Plan. A complete and thorough evaluation of how the proposed project is or is not compatible with the following plans is needed: City of Del Mar Community Plan, 22nd DAA 2008

Master Plan, City of Del Mar Local Coastal Program and Amendments, City of Del Mar Sea-Level Rise Adaptation Plan, and San Dieguito River Park Concept Plan.

Noise

The City of Del Mar is subject to a fairly stringent noise ordinance. The analysis within the draft EIR should discuss how the proposed project will adhere to the noise ordinance including any mitigation measures that would ensure compliance. Each alternative would generate construction noise near sensitive land uses (residential). Additionally, the effect of vibration from trains in the tunnel segments on residents, wildlife, and Fairgrounds visitors and domesticated animals (horses during horse races and livestock during the San Diego County Fair) should be fully evaluated and include any needed mitigation measures that would reduce impacts to less than significant levels. The equipment to be used for construction and operation, along with their associated decibel levels, should be further described to discuss the project related impacts to noise and vibration in the draft EIR.

Recreation

As discussed above, construction of the project would affect operation at the Fairgrounds and 22nd DAA properties depending on construction scheduling and construction staging locations. The impacts to the Fairgrounds would result in significant conflicts with various elements/components of the City of Del Mar Community Plan and the 22nd DAA 2008 Master Plan. The draft EIR should also discuss project compliance with the proposed living levees planned for at the north and south banks of the San Dieguito River in accordance with the Del Mar's Sea Level Rise Adaptation Plan of 2018. Additionally, the draft EIR should also discuss the San Dieguito Bridge to I-5 Alternative Alignment's impacts to recreation regarding the Coast to Crest Trail segment planned from the Del Mar Fairgrounds to Jimmy Durante Boulevard within the project site. The "more northerly design concept," in particular, could have an extraordinary impact on this segment of the Coast to Crest Trail.

Transportation

The proposed project has the potential to result in significant impacts to several local street segments, signalized and un-signalized intersections, freeway ramps, and freeway mainline sections. Specifically, construction and demolition haul trips would impact traffic throughout the construction of the proposed project. A Transportation Impact Study, Circulation and Parking Analysis, and a Local Mobility Analysis should be completed to define project-related impacts to transportation and traffic.

Tribal Cultural Resources

A record search should be conducted during the EIR process to determine if any Tribal Cultural Resources are present within the project area. Consultation with California Native American Tribes should also be conducted during the EIR process.

Utilities and Service Systems

The proposed project includes the relocation of utilities as needed, which would require connections to the existing water supply system, wastewater infrastructure, and existing stormwater infrastructure. The analysis within the draft EIR should discuss how the proposed project would impact existing utilities and service systems, and what is planned for existing utilities that will no longer be used with the new rail alignments. Additionally, the draft EIR should include will-serve letters from existing utilities and service systems to analyze existing capacity to support the project.

Cumulative Impacts

The cumulative analysis prepared for the proposed project should include a complete listing of all projects used in the analysis (past, present and reasonably anticipated future projects). Specifically, the draft EIR should include a discussion about project related impacts to existing long term wetland mitigation projects.

The 22nd DAA suggests communication/coordination on cumulative impacts so that the cumulative analysis includes an accurate listing of reasonably anticipated future projects that the 22nd DAA has identified in its 2008 Master Plan and those that may be included in the 2026 Master Plan Update.

The 22nd DAA is hopeful that the draft EIR prepared will be a thorough and comprehensive evaluation of the proposed project's individual and cumulative impacts — and that it will not include any further mention of an unvetted “more northerly design concept.” We look forward to reviewing the draft EIR. If you have any questions about the comments contained in this letter, please don't hesitate to contact 22nd DAA Supervising Environmental Planner Dustin Fuller at 858.792.4212 or via email at dfuller@sdfair.com.

Sincerely,



Carlene Moore
Chief Executive Officer
22nd District Agricultural Association



Item 8, Executive Report, Facilities Condition Assessment Report Update

Background:

In recent years, the 22nd District Agricultural Association (22nd DAA) has been working to reinvest in its facilities. In late 2024, the Board of Directors approved a Capital Expenditures budget of nearly \$8.3 million worth of facilities and equipment investments.

California Construction Authority (CCA) is the Inspector of Record and Project Manager for all 22nd DAA construction projects. An Individual Project Agreement (IPA) is executed between CCA and the 22nd DAA for each project.

To help guide future decisions, the 22nd DAA engaged CCA in 2023 to contract with a firm to conduct a comprehensive assessment of current facility conditions at the 212-acre Del Mar Fairgrounds campus. CCA issued an IPA for this project with Bureau Veritas at a cost of \$347,975.63.

The Facilities Condition Assessment report is meant to provide the 22nd DAA with a detailed planning tool to guide staff and the Board regarding future capital planning needs. The final report should include information about existing conditions; useful life expectancy estimations of structures, finishes, and fixtures; repair and placement schedules and costs; and cost-escalation projections. This will help shape the next capital expenditures budget, short-term capital improvement planning, and, in some cases, long-term master site planning considerations.

Update:

22nd DAA has received several drafts of the report from CCA. Rounds of reviews of these drafts by the 22nd DAA's Facilities Director have revealed inadequacies and incomplete information — such as cost inaccuracies, unnecessary scopes of work, and a lack of detail regarding some of the 22nd DAA's key buildings — that could result in ill-informed planning decisions or public misperceptions about facilities.

22nd DAA staff has provided corrected information to Bureau Veritas and sought additional information on parts of the property that were not included in the original draft. However, some of the 22nd DAA's revisions were omitted on subsequent drafts, requiring additional reviews and edits.

The latest version of the report, which is nearly 1,400 pages in length, was provided to the 22nd DAA on Thursday, July 17.

Next Steps:

22nd DAA staff is reviewing the report and will provide a presentation to the Board in September.



Item 8, Executive Report – California Construction Authority JPA Annual Update

Background:

California Fairs Financing Authority dba California Construction Authority (CCA) is a joint powers authority formed through the "Joint Exercise of Powers Agreement Among the County of Solano, the County of El Dorado, the 22nd District Agricultural Association (22nd DAA), the 32nd District Agricultural Association, and the 46th District Agricultural Association" (JPA) on July 1, 1988, and amended November 22, 1989. These five entities represent the Member Entities of the JPA.

Business and Professions Code provides for the ability to issue revenue bonds to pay the cost and expense of acquiring or constructing land, buildings, structures, facilities or any improvements to California fairgrounds for the purpose of conducting fairs, parimutuel wagering, and other activities, but prior to the formation of CCA there was not a mechanism outside of the Department of General Services for California fairgrounds to take advantage of the opportunity to issue revenue bonds to fund major capital projects.

The primary purpose of CCA is to provide a central administration for the common interests of the Member Entities and Associate Members (District, County, Citrus Fruit Fair, nonprofit corporation, Cal Expo, and/or CDFA) to implement the relevant portions of Article 9 of Chapter 4, Division 8 of the Business and Professions Code, for financing and construction of satellite wagering facilities and any other project or projects authorized therein. Projects are defined within the JPA as "any land, buildings, structures or facilities or any improvements, including repairs, personal property, betterments or additions to any of the foregoing of any [California fairground] which are financed by [CCA] and which facilitate agricultural, livestock, cultural, or other types of fairs or exhibitions, parimutuel wagering or satellite wagering, together with parking, site development, landscaping, utilities, furnishing, improvements and all appurtenant and related facilities...equipment and off-site work, including, but not limited to, environmental mitigation."

CCA's mission is to facilitate timely, cost-effective construction on California fairgrounds, ensuring public health and safety. And it is the vision that, in response to the ever-evolving needs on California fairgrounds, CCA will be the preeminent resource and facilitator for construction projects on California fairgrounds by delivering high standards of project management; timely and cost-effective service; superior quality control, compliance with California codes; and providing access to current, relevant information and education. CCA provides construction project management, code compliance plan review, and construction inspection services to California fairgrounds.

The CCA Board is composed of five voting members, one appointed from each Member Entity and a sixth non-voting ex-officio member appointed by the California

Department of Food and Agriculture (CDFA). CCA Board members serve for a term of five years, or until appointment of a successor, at the pleasure of the appointing Member Entity. An alternate member is also appointed to serve by the Member Entity in the absence of the primary member appointed.

The 22nd DAA is one of the founding Member Entities of CCA. Since 2019, CEO Moore has served as the 22nd DAA's representative on the CCA Board. In March 2024, the 22nd DAA Board appointed Director Gelfand as the alternate representative.

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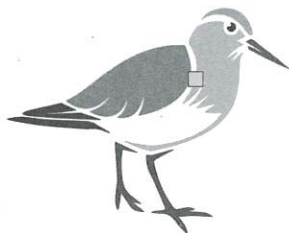
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FAIR BOARD REFLECTIONS

by Don Mosier | Rimini Road

I was recently informed by Governor Newsom's Appointment Secretary that my term on the Board of Directors of the 22nd District Agricultural Association would end the following day. The almost 7 years I served on the Board included some of most challenging times ever to face the Del Mar Fairgrounds, and I am pleased to report that Board decisions helped to meet and overcome these challenging events.

First, a little information about the Fair Board and fairgrounds operations:

- The Board has 9 Directors, each appointed by the Governor for a term of 4 years. Terms are automatically extended until a replacement is appointed.
- The Board provides policy direction to the CEO of the fairgrounds.
- Board Directors receive no compensation, but they are subject to state regulations regarding open public meetings and training required of management level state employees.
- The fairgrounds has two state-owned properties, the main campus in Del Mar and Horse Park one mile east.
- Since 2011, the state has provided no funding to the fairgrounds. The primary sources of income are the annual San Diego County Fair and the revenue from horse racing.

The challenges:

- The COVID pandemic caused the cancellation of the 2020 fair. The loss of fair revenues caused the layoff of 2/3 of the fair's 156 permanent staff, which was implemented after a 6-month delay because of regulations for state employees.
- Horse racing continued in 2020 but with no patrons. Revenue was down over 90% for the

year. Securing state funds and a federal PPP loan helped essential operations survive.

- Tim Fennell resigned as CEO and was replaced by Carlene Moore in 2020. Carlene and then Board President Richard Valdez worked tirelessly to obtain funding to keep the fairgrounds afloat.
- The 2021 Fair was cancelled and replaced with a much smaller event called "Home Grown Fun." The fairgrounds also hosted a COVID vaccine Superstation in 2021.
- The fairgrounds was faced with significant litigation challenges resulting from the E. coli-related death of a child attending the 2019 fair and ride operators contesting contracts for the cancelled 2021 fair. Both of these cases have been settled.
- The PPP loan received in 2020 had to be repaid in 2025 because the federal government asserted that the 22nd DAA was a state agency, even though it is not funded by the state.
- The \$15M water reclamation project was completed on time and on schedule in spite of all the turmoil listed above.

The good news is that the fairgrounds has recovered, has a new CEO who has led the recovery, and is on sound financial footing. Key senior personnel have been recruited, and the satellite wagering facility has been replaced by The Sound, a successful music venue. The strategic planning effort has resumed with public outreach being conducted in partnership with Southwest Strategies.

I am proud to have been on the Board during these trying times, and I am pleased that the Del Mar Fairgrounds is in much better place than when I joined the board in 2018. ▣

Del Mar supports Our Neighborhood Voices ballot initiative

DEL MAR — The Del Mar City Council adopted a resolution on Monday in support of the proposed Our Neighborhood Voices state ballot initiative, joining other cities that aim to restore local control over housing development and land use.

Council members approved the resolution in a 3-0 vote, with Councilmember Dan Quirk absent, formalizing the city's support for the initiative to be placed on the 2026 ballot. It has been endorsed by over 40 cities throughout the state, including the North County cities of San Marcos, Oceanside and Encinitas.

While state statutes currently supersede local laws regarding land use planning and zoning, the initiative aims to amend the state constitution so that local housing laws would take precedence.

The initiative has gained traction in response to the slew of approximately 450 new housing laws passed in the state over the past eight years, particularly those focused on increasing density, such as SB 9 and laws limiting local control like SB 330.

Councilmember Tracy Martinez said the state has implemented a one-size-fits-all model that does not work for Del Mar and many other coastal communities. Many of the laws also conflict with other state regulations under the Coastal Act.

“By signing this, we say we’d like local control,” Martinez said. “I think it’s really important that local governments get their power back, and not an overreach by Sacramento.”

Martinez emphasized that she and Mayor Terry Gaasterland support the development of affordable housing but that current state laws offer few incentives or requirements for developers to produce low-income housing.

In the end, it’s developers that benefit from these laws, they said.

“We do believe in affordable housing, so I don’t want that to be misunderstood by anybody. But, we also know what’s happening now is not working. We’re not getting more affordable housing; we’re getting more high luxury apartments that are raising the price of all rents, because that becomes the new norm,” Martinez said.

Gaasterland and Martinez also specifically expressed their frustration with the Regional Housing Needs Assessment (RHNA) process, which allocates housing units that municipalities are required to produce during a specific Housing Element period.

The most recent RHNA process analyzed job data to help determine the number of needed housing units in local municipalities, with SANDAG designating 163 units for the city of Del Mar to produce by 2029.

However, the city determined last year that the city’s job data was largely overinflated, as around half of the 4,484 jobs included in the calculation were for part-time or seasonal employees of the Del Mar Fairgrounds.

“It’s an arbitrary number depending on transient jobs at the summer fair,” said Gaasterland.

The ballot initiative is sponsored by the nonprofit Our Neighborhood Voices. The organization's website states that it will need 874,641 valid petition signatures from registered California voters for the measure to appear on the ballot.

Del Mar resolution supports proposed 2026 local control ballot measure

Encinitas and Oceanside are among the other cities that have publicly supported the measure



Karen Billing

Del Mar City Hall (Karen Billing)



Del Mar became the latest city to support a proposed 2026 ballot measure that would limit state lawmakers from passing legislation that overrides local zoning.

A city agenda report from the council's July 7 meeting mentions "over 400 laws in the last eight years alone, stripping away local control over development and allowing large developers to bypass nearly all local rules."

"This takes all local authority away from city councils, boards of supervisors, planning departments, among others," Del Mar City Councilmember Tracy Martinez said.

The state legislature has been passing laws to streamline housing production as a way to alleviate multiple statewide crises related to housing production that has lagged population growth, including affordability and homelessness. Local leaders throughout the state have criticized those laws for undermining local housing regulations and for not doing enough to encourage affordable housing.

Encinitas and Oceanside are among the other cities that have already adopted resolutions in support of the ballot measure, which would amend the state's constitution. It is being sponsored by an organization called Our Neighborhood Voices, which is working on getting the ballot measure qualified. According to its website, the group is trying to gather 1.2 million signatures to ensure it meets the threshold of more than 800,000 eligible signatures needed to make the ballot.

The Del Mar agenda report also cites the 175 new housing units that Del Mar has to provide across all income levels as part of the state's sixth-cycle Regional Housing Needs Allocation, which runs from 2021 to 2029. Coastal communities in San Diego received relatively higher RHNA numbers compared to past cycles because the San Diego Association of Governments, which was responsible for assigning a number to each community, decided on a methodology to distribute them near jobs and transit.

AD

In 2019, Del Mar council in place at the time supported that methodology and accepted the city's 175-unit assignment. The latest iterations of the council have been more intent on fighting state housing regulations that weaken local control.

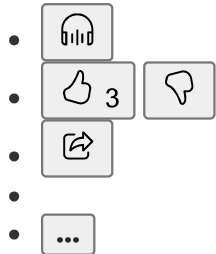
Del Mar residents and council members have said it's not fair that the RHNA assignment was based in part on part-time jobs at the Del Mar Fairgrounds.

Del Mar Times: Get top headlines on the local news that matters most to Carmel Valley, Del Mar and Solana Beach.

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Breeders' Cup Forum: Josh Rubinstein, President And Chief Operating Officer Of Del Mar Thoroughbred Club



Story by Ray Paulick

• 1d •

7 min read

The 86th season of racing at Del Mar begins this Friday, July 18, and the seaside track north of San Diego, Calif., will be in the international horse racing spotlight this fall when for the fourth time and second year in a row it plays host to the Breeders' Cup championship races on Oct. 31-Nov. 1.

The 31-day meet, which runs through Sept. 7, will offer overnight purses of about \$15.7 million – an 8 percent increase from 2024 – and features 38 stakes races valued at \$7,825,000.

The most noticable change at the upcoming summer meeting will be in the announcer's booth, with Larry Collmus succeeding Trevor Denman, the popular South African native who announced his retirement earlier this year after calling all but one summer meet at Del Mar since 1984. It was Collmus, the longtime voice of the Breeders' Cup, who pinch hit for Denman in that one year, 2020, when he also began calling the fall race meet.

One of the many constants at the track is Josh Rubinstein, who has served in an executive position for the Del Mar Thoroughbred Club since 1997 and was named president and chief operating officer in 2018. A native New Yorker, Rubinstein moved with his family to San Diego at age 11, graduated from San Diego State University after working summers at Del Mar, then worked for ABC Sports for several years before returning to Del Mar on a full-time basis.

Rubinstein was interviewed by Paulick Report publisher Ray Paulick.

What is your level of optimism going into Del Mar's summer meet?

Josh Rubinstein: The start of the summer meeting is always exciting for us and it's hard not to be optimistic. The barn area is filling up and we expect to be at full capacity of around 1,900 horses. Owners and trainers are enthusiastic about racing here. As we've seen at Santa Anita, the single-circuit has been a real positive for field size, purse generation and wagering. In addition, we increased the purse and shipping incentives for our well-established "Ship and Win" program which continues to supplement the horse population - not just at Del Mar but also at Santa Anita and Los Alamitos - throughout the year.

Some special events and promotions were dropped because of COVID, including concerts and giveaways. Has there been any thought to bringing some of those marketing programs back to

generate higher attendance? Is attendance no longer an important metric?

Attendance is, of course, always important but it's just one of several metrics. Our concert program had a very successful run and, while we're not closing the door on offering shows moving forward, music talent fees and production costs skyrocketed after COVID and we were essentially priced out of the market. But Del Mar has always prioritized getting people who might not otherwise have an interest in racing, or have just a limited interest, to sample the facility and enjoy the experience that makes Del Mar so special. That priority continues today under the direction of Erin Bailey, our VP of Marketing. Erin and her team are very focused on social and digital media efforts designed to get people out to the track, with significant resources allocated to our highly successful influencers program.

Will there be any changes or enhancements to the physical plant?

While they may not jump off the page at first glance, we did a significant amount of flooring and painting work during the off-season, including improvements to the jockey's room.

The Del Mar Thoroughbred Club is essentially a tenant that leases the track from the state, or the 22nd District Agricultural Association (DAA). What's the process for acquiring funds needed for capital improvements - things like new display boards or repairing the stables?

Like most racetracks, at over 300 acres Del Mar is a huge facility. Where Del Mar is different is that, unlike most racetracks, this facility has a multitude of events in the off season, such as the San Diego County Fair and horse shows, that put wear and tear on the facility, especially in the stable area. So, in collaboration with the 22nd DAA significant funding gets allocated each year for repairs and maintenance. We have a very positive relationship with the 22nd DAA and I believe their Board has never been more supportive of DMTC and horse racing. This spring, I accompanied two of their Directors - Lisa Barkett and Mark Arabo who comprise of the DMTC Liaison Committee - to Keeneland to see that facility, especially the paddock renovation and the Red Mile HHR property. They were both extremely impressed and are very supportive of finding ways to allocate funding for capital improvement projects at Del Mar.

This fall Del Mar will be hosting the Breeders' Cup for the fourth time and in back-to-back years. Now that Belmont is being rebuilt, Keeneland is doing extensive renovations, and Churchill Downs proves each year how well it handles big events, do you believe Del Mar will remain in the regular rotation as host?

While host-site selection ultimately rests with the Breeders' Cup, I believe our track record makes a strong case for Del Mar to continue to be considered as a future host site. In addition to recording two of the highest handle days in Breeders' Cup history, post-event research ranked the 2024 event at Del Mar as delivering the highest level of fan satisfaction in the event's history. Del Mar is a very appealing destination for the people who travel to the event – both participants and fans – and coupled with the strong support the event gets from the local community. Del Mar has been a wonderful choice for the Breeders' Cup each time they've chosen us as the host site. We've gotten positive feedback on our racing surfaces both for safety and fairness. In addition to record handle and substantial participation from international horsemen and horsewomen, you can always count on the weather. This will be our fourth year hosting the World Championships and I feel we've gotten better on all levels each year. The Breeders' Cup and Del Mar teams work very well together and we're looking forward to another stellar event this fall.

Computer assisted wagering (CAW) is a polarizing development in recent years. What can be done to satisfy the concerns of retail horseplayers without chasing away the significant handle the CAW operations generate?

This is a complicated topic and, for sure, there needs to be a fair balance between professional and recreational players. We continue to take steps to try to find that sweet spot. It is not unreasonable for the highest volume players to expect some consideration on the rates that they are paying in exchange for the volume of their wagers, especially if they are going to guarantee their wagering levels, which contribute to a significant portion of our purse funding. We have added measures to reduce the late odds fluctuations that are frustrating to bettors. And, at the request of the TOC (Thoroughbred Owners of California), we have further modified our pricing policies for this year. This will significantly reduce the volume of CAW handle in our pools for the upcoming meet. So, while we should get some benefit in the handle from having a single circuit, we could see eight-figure reductions in wagering due to increased CAW rates.

If a doomsday scenario comes to California and Santa Anita is no longer a live racing venue, how much additional racing would Del Mar be able to absorb?

The short answer is some, but clearly not all. We remain optimistic that there are paths forward for racing to continue at Santa Anita well into the future and we continue to work with California racing stakeholders on ensuring that future. Again, the single-circuit will help over the short-term, but we have a long-term commitment to racing.

Is there any hope for something like historical horse racing to be approved, either through the California Horse Racing Board (CHRB) or the legislature? Has the industry worked to improve relations with state government, or do the tribes have too much sway in Sacramento?

It has been very clear for a few years that supplemental forms of purse revenue are going to be crucial for California racing. The CHRB has indicated their willingness to listen to proposals for alternative forms of gaming that could provide stimulus for racing. Working with Santa Anita, TOC and Los Alamitos, we continue to make the case in Sacramento that the California racing industry's contributions to the state's economy – jobs, tourism, taxes, hundreds of small businesses and family farms – deserve to be protected. I believe we have a real opportunity to make something happen here with a supplemental revenue source to increase purses and funding for track improvements. Stakeholders are allocating significant time and resources to help get this done

With immigration issues so prevalent under the current administration, what is DMTC doing to prepare for a possible Immigration and Customs Enforcement raid of the stables?

Like many local businesses, we're aware and concerned about the potential impacts on our workforce and community. We have protocols in place and have reviewed these with the CHRB, backstretch personnel and our staff. Access to the facility is regulated by the CHRB and only licensed personnel have access to the barn area.

On a macro-level we support the NTRA's efforts to expand visa programs like H-2B, which are important to the racing and agricultural industries.

Despite 'Transitional' Season, Santa Anita Reports Gains In Handle, Field Size, Attendance; Safety Record Sparkles



Benoit photo

The six-month Winter/Spring meeting at Santa Anita Park in Arcadia, California, closed Sunday, June 15, with 'encouraging' gains in handle, field size and on-track attendance, according to a release from the track. With over 6,800 horses having raced during the meet and more than 375,000 training sessions on the main and synthetic tracks having taken place, track officials report a safety mark of 99.98%, cementing its status as the safest track in North America among those with a comparable volume of racing and training.

“This year was a transitional one for the California racing community and it was a success by every measure,” said Nate Newby, SVP and General Manager of Santa Anita Park. “We are thankful for the continued support of the owners, trainers, jockeys, veterinarians, the horsemen and women who provide outstanding care for the horses; for the horseplayers who back our product; and for our staff for putting on a great show. Horses based at Santa Anita, including Journalism, Raging Torrent and Kopion, won major races around the country, underlining the excellence we experience every day.

“Between the Eaton fire and the ongoing recovery, 2025 has been a challenging year for our neighbors and many of our own Santa Anita family, but we hope 'The Great Race Place' has provided some sense of continuity.”

The season kicked off on Dec. 26, 2024, with the third-largest opening-day handle in track history and all-sources handle over the course of the Classic Meet (Dec. 26-Apr. 6) and the just-concluded Hollywood Meet (Apr. 18-June 15) nearly eclipsed three-quarters of a billion dollars (\$745.9 million). Total handle on Santa Anita races alone increased 10% from the previous year.

The gains in handle were attributable to some extent to a 5% increase in field size, due in part to the consolidation of California racing into a single circuit. Many races restricted to those horses that were relocated from the Northern California circuit were written by the racing office, allowing those horses to compete against each other during the season.

The Pick Six wager resulted in no fewer than 17 carryovers over the course of the season, more than double the number in 2023-2024 and turf racing was also seen to have increased in popularity, with handle on the Santa Anita Pick Three leaping by 31%.

On-track attendance (541,592) was ahead by 4% fueled by the largest opening-day crowd in eight years and the largest audience to witness Santa Anita Derby Day in person in seven years.

“We have witnessed increases in every key category, including 70 additional races and improvements in field sizes, which could only happen through the move to a single circuit,” said Bill Nader, President of the Thoroughbred Owners of California (TOC). “This has helped drive handle increases and reverse the downward trend in overnight purses to restore our foundation and bring renewed life to California racing. We will now carry this momentum into the second half of the year as racing moves to Los Alamitos and then the much anticipated Del Mar summer.”

The addition of horses from Northern California pushed the Santa Anita stable area to its capacity of 2,000 horses, a population increase of more than 10% over last year, making the safety improvements even more remarkable, according to the release.

“More than 5,000 pre-work examinations were performed by Santa Anita Park veterinarians since Sept. 1 of last year,” said Dionne Benson, Chief Veterinary Officer for 1/ST Racing. “It is impossible to overestimate the importance this played in collaborating with owners, trainers and private veterinarians to provide additional opportunities for intervention for the best interest of the horse and providing a model for the rest of the country.”

Live racing will return to Santa Anita Park on Friday, Sept. 26 for the five-week Autumn meet. Seven Breeders' Cup Challenge “Win and You're In” races will highlight the first two weeks of the season.

1st Major Immigration Sweep of a Racetrack under Trump Admin #2

From Martha Sullivan <[REDACTED]>

Date Tue 6/17/2025 12:35 PM

"The descriptions I'm getting, it was a raid. They had drones out,' said Fenasci, who added that members of his staff weren't permitted onto the property.'"Nobody was allowed in or out,' he said.

"The immigration raid came as a surprise to the Delta Downs backstretch, said Hamelback, who added that he has heard second-hand reports of horses being left unattended on wall-ties and on horse-walkers.

"I was told of one rider that was told to get off the horse and let it go,' said Hamelback, who added that the 'lack of concern for equine wellbeing is also a major concern.' ...

"The raid has occurred in the midst of the Trump administration's increasingly aggressive immigration enforcement tactics, hitting hard those sectors that rely heavily on an immigrant labor force.

"In February, immigration enforcement officers descended upon the Frontera Training Center in Sunland Park, New Mexico, in a targeted visit for specific individuals. Similar targeted visits have also involved Oaklawn Park and other tracks in recent months, according to several sources.

"Tuesday's raid at Delta Downs, however, is believed to be the first major immigration sweep of a racetrack since the new administration regained power in January."

<https://www.thoroughbreddailynews.com/immigration-enforcement-descend-upon-delta-downs/>

Pls Share w/ Board Members & Mgt Team/Ferndale Sacrificed for the Hope of Saving California

From Martha Sullivan <[REDACTED]>

Date Mon 6/23/2025 11:54 AM

To Donna O'Leary <doleary@sdfair.com>; Molly Arnold <marnold@sdfair.com>; Carlene Moore <cmoore@sdfair.com>

Greetings! I know you are all very busy with the ongoing Fair, but please share this with the Members and Management Team of the 22nd DAA Board, the Del Mar Race Track Authority and the State Race Track Leasing Commission.

Thank You for your assistance,

Martha Sullivan
Imperial Beach

"The voting focused more on which entity—Ferndale or the Southern California tracks—would get to reap the simulcast-revenue privileges that go with any dates allotment that the CHRB grants.

"TSG also owns Santa Anita Park. That prominent SoCal track, along with Del Mar Thoroughbred Club and the Thoroughbred Owners of California (TOC), has lobbied hard for centralizing all of the state's racing and simulcast revenues in the South on a single circuit that also includes Los Alamitos Race Course.

"That plan, they argue, is the last, best hope to try and salvage statewide racing before California slides completely off the Thoroughbred grid.

"They allege that there aren't enough horses and that there is too little NorCal customer interest and money for purses to keep the two-tiered regional approach viable.

"NorCal supporters have cited the denial of dates to the last remaining tracks that want to cater to smaller outfits as a long-term blow to the overall health of the sport in the state and a possible death knell to the fairs themselves.

"They are firm in their belief that it's a mistake to concentrate the entirety of the state's racing in one, largely urban geographic area in the South, and they contend that if NorCal racing goes dark for good, the state's already thinning foal crop will dwindle even further, because the North is where the bulk of the breeding farms are. ...

"Let's put aside for the moment whether or not you think trying to kick-start NorCal again is a cogent or viable endeavor for California as a whole.

"Looking at the bigger picture, there's no escaping that Thoroughbred racing in America is mired in an era of contraction in which tracks, many of them corporately controlled, are either slashing race dates or attempting to completely get out from under the burden of subsidizing horses running around in circles. ...

"The chief takeaway is that at a time when corporations and conglomerates like CDI (which in the past 20 years has closed Arlington and Calder and unloaded Hollywood Park to the land developer that later razed it) and TSG (which has ended racing at Golden Gate and Portland Meadows and this year [threatened to do the same at Gulfstream](#)), are putting into place exit strategies, it's amazing that there are still individuals out there who want to make a go of running racetracks."

<https://www.thoroughbreddailynews.com/week-in-review-ferndale-sacrificed-for-the-hope-of-saving-california/>

Pls Share with 22nd DAA, DMRTA & SRTLCL Boards & Officers

From Martha Sullivan <[REDACTED]>
Date Wed 7/16/2025 2:02 PM
To Donna O'Leary <doleary@sdfair.com>; Molly Arnold <marnold@sdfair.com>
Cc Carlene Moore <cmoore@sdfair.com>

Greetings! Please share the following with the Boards, Officers and Senior Staff of the 22nd DAA, Del Mar Race Track Authority and State Race Track Leasing Commission.
Thank You for your assistance.

Martha Sullivan
Imperial Beach

"Last year, handle at the summer meeting exceeded \$502.9 million, down from more than \$527.6 million in 2023. The 2022 meeting had a handle of \$579.8 million. ...

"Del Mar Racing is still paying for declines in handle in recent years, however. **The track begins the summer meeting with a debt of 'a little over a million dollars' in its purse account**, Ernst said.

"Ernst said simulcast revenue from Northern California, and a solid summer meeting, will help reduce the debt."



Del Mar looks set for strong start to meet
drf.com

They're already bracing people for another drop in handle, with President Josh Rubenstein saying THIS in recent interview:

"while we should get some benefit in the handle from having a single circuit, **we could see eight-figure reductions in wagering due to increased CAW rates.**"

<https://paulickreport.com/features/the-breeders-cup-forum/breeders-cup-forum-josh-rubinstein-president-and-chief-operating-officer-of-del-mar-thoroughbred-club>

June 20, 2025

Carlene Moore, CEO – General Manager
San Diego County Fair
2260 Jimmy Durante Blvd.
Del Mar, CA 92014-2216

Dear Ms. Moore and Board of Directors:

It was exciting to be able to participate and compete in the 2025 Open Sheep Show in the Livestock Department. It was such a professional and well-organized show. We had several sheep in the barn and it was a very busy week.

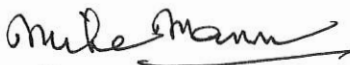
In addition, we want you to know how professional the entire Livestock staff was to us and the other exhibitors. All the staff were extremely cooperative and always willing to accommodate our requests and needs. Everybody was extremely helpful and courteous to us and others. Bringing back Jaime Mendoza, Ralph Mosqueda and the entire experienced staff met all our needs and ensured that our stay was a pleasant one. In fact, of all the fairs we attend, we can always count on Jaime and his staff at the San Diego County Fair to be the most exhibitor friendly and 'first class' all the way! Thank you for the support you provide them and Mary Martineau to host such a great show and ensuring that the Open Sheep exhibitors can always count on the San Diego County Fair for a positive experience! Providing the bedding for our sheep and cleaning out pens is always appreciated. Everything was set up in advance and ready for our arrival and departure. The staff members were extremely helpful in everything necessary for a successful week.


Thanks again for a great experience and we look forward to seeing you next year!



Michael Clifford


Greg Beard


Mike Mann


Mary Jean Abatti

cc: Jaime Mendoza
Mary Martineau

From: Herta Salzmann [REDACTED]
Subject: Fair
Date: July 15, 2025 at 10:37 AM
[REDACTED]

To the dear people of the San Diego Fair,

It must be a tremendous task to put it all together. Thank you all, professional people and volunteers.

It was my 90th birthday on June 12th. One of the big presents was the "Blue Ribbon" for my entry painting "Charlie", plus "Best of Devision". I'm fortunate to be able to go on many road trips, sitting on the back seat of the car with Charlie, seeing the beautiful landscapes of the US. I tried to capture it all in my painting.



I appreciate you recognition and thank you very much,

Thank you,

Herta Salzmann

ITEM 5 – CONSENT CALENDAR

July 2025

Expense Contracts

Standard Agreements Exercising Option Years						
Contract #	Contractor	Purpose	Acquisition Method	Effort Type	Term	Not to Exceed
22-015 AM3	Orange County Custom Vinyl Graphics & Signs, Inc.	Fair sign production	IFB	Fair	4/13/2022 - 7/31/2027	\$350,000 AM3 (total contract value \$1,025,000.00)
22-021 AM3	Stage-Tech	LED walls	IFB	Fair	6/1/2022 - 7/31/2026	\$182,790.40 AM3 (total contract value \$865,550.40)
22-031 AM3	William Scotsman	Trailer rentals	IFB	Fair	5/23/2022 - 7/23/2026	\$109,065.84 AM3 (total contract value \$465,614.39)

Revenue Contracts

Standard Agreements from Competitive Solicitation - Revenue						
Contract #	Contractor	Purpose	Acquisition Method	Effort Type	Term	Revenue Share
25-036	New Leaf Bio Fuel	Used oil collection	Revenue	Fair	6/11/2025 - 7/7/2025	\$0.20 per gallon collected

Sponsorship Agreements					
Contract #	Contractor	Purpose	Effort Type	Term	Amount
SPO-25-032 AM1	Evo Turf USA	Landscaping services – extending through 2027 Fair	Fair	6/11/2025 - 7/10/2027	\$78,000.00

STANDARD AGREEMENT - AMENDMENT

STD 213A (Rev. 4/2020)

☐ CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED _____ PAGES

AGREEMENT NUMBER

22-015

AMENDMENT NUMBER

3

Purchasing Authority Number

GL #: 600100-30

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

Orange County Custom Vinyl Graphics & Signs, Inc.

2. The term of this Agreement is:

START DATE

April 13, 2022

THROUGH END DATE

July 31, 2027

3. The maximum amount of this Agreement after this Amendment is:

\$1,025,000.00

One Million Twenty Five Thousand Dollars and Zero Cents

4. The parties mutually agree to this amendment as follows. All actions noted below are by this reference made a part of the Agreement and incorporated herein:

The purpose of this Amendment is to exercise the second two-year option, extending the term end date by two years and increasing the contract dollar amount by \$350,000.00. The maximum amount of this Agreement is hereby increased from \$675,000.00 to \$1,025,000.00 The Through End Date is hereby amended from July 31, 2025 to July 31, 2027.

Amendment Effective Date: July 31, 2025

*All other terms and conditions shall remain the same.**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.)

Orange County Custom Vinyl Graphics and Signs Inc.

CONTRACTOR BUSINESS ADDRESS

908 E. Orangethorpe Ave #E

CITY

Anaheim

STATE

CA

ZIP

92801

PRINTED NAME OF PERSON SIGNING

Scott Norton

TITLE

President

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

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

STANDARD AGREEMENT - AMENDMENT

STD 213A (Rev. 4/2020)

☒ CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED 2 PAGES

AGREEMENT NUMBER

22-021

AMENDMENT NUMBER

3

Purchasing Authority Number

GL #: 550100-40

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

Stage-Tech

2. The term of this Agreement is:

START DATE

June 1, 2022

THROUGH END DATE

July 31, 2026

3. The maximum amount of this Agreement after this Amendment is:

\$865,550.40

Eight Hundred Sixty-Five Thousand Five Hundred Fifty Dollars and Forty Cents

4. The parties mutually agree to this amendment as follows. All actions noted below are by this reference made a part of the Agreement and incorporated herein:

The purpose of this Amendment is to exercise the third option year, extending the term end date by one year and increasing the contract dollar amount by \$182,790.40. The maximum amount of this Agreement is hereby increased from \$682,760.00 to \$865,550.40. The Through End Date is hereby amended from July 31, 2025 to July 31, 2026.

The Scope of Work (Exhibit A) is hereby revised and replaced in its entirety. Revisions are formatted as bold and underlined font for additions and strikethrough font for deletions.

Amendment Effective Date: July 31, 2025

*All other terms and conditions shall remain the same.**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.)

Stage-Tech

CONTRACTOR BUSINESS ADDRESS

14523 Marquardt Avenue

CITY

Santa Fe Springs

STATE

CA

ZIP

90670

PRINTED NAME OF PERSON SIGNING

Charley Guest

TITLE

Chief Executive Officer

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

EXHIBIT A SCOPE OF WORK

A. SERVICES OVERVIEW

1. The Contractor agrees to provide to the 22nd District Agricultural Association ("District") / Del Mar Fairgrounds ("Fairgrounds") rental of LED Walls for the duration of the San Diego County Fair. The Contractor shall be responsible for set- up, maintenance, and take-down of all equipment encompassed within this Scope of Work. All LED walls must be of Pixel Pitch 7.00mm or below. Actual LED wall dimensions need to be within 8" of requested specifications.
2. The services shall be performed at the Del Mar Fairgrounds, 2260 Jimmy Durante Blvd, Del Mar CA 92014.
3. The Project Representatives during the term of this Agreement will be:

22 nd District Agricultural Association	Stage-Tech
Name: Oscar Mendoza Henry Rivera	Name: Robert Lance
Address: 2260 Jimmy Durante Boulevard Del Mar, CA 92014	Address: 14523 Marquardt Avenue Santa Fe Springs, CA 90670
Phone: 858-792-2345 858-792-4281	Phone: 562-407-1133
e-mail: omendoza@sdfair.com hrivera@sdfair.com	e-mail: robertlance@stage-tech.com

The parties may change their Project Representative upon providing ten (10) business days written notice to the other party. Said changes shall not require an Amendment to this Agreement.

B. WORK TO BE PERFORMED

Contractor agrees that all equipment rented must be in good working condition, generally less than five (5) years old. District shall not pay for down time due to defective equipment. The Contractor shall provide repair or replacement of any faulty equipment within at least 6 hours of being notified by the District. All delivered equipment is subject to the acceptance of District Management. Contractor shall provide the following:

1. Grandstand Stage Left and Right LED Walls

- **Option A: Two 16' wide by 9' tall LED Walls hanging on each wing of the grandstand stage**
- **Option B: Two 16' wide by 21' tall LED Walls hanging on each wing of the grandstand stage**

Both options must include motors and all necessary rigging and electrical equipment. District's Grandstand Stage Roof Rigger will be onsite to hang points and consult. Both options must include SDI video Tie in (feeds both walls) location up to 200' from Stage Right LED wall position. Must include 100' of electrical distribution for each wall.

2. Grandstand Upstage Center LED Wall

- **26' wide by 14' tall LED wall.**

**EXHIBIT A
SCOPE OF WORK**

Must include motors and all necessary rigging and electrical equipment. District's Grandstand Stage Roof Rigger will be onsite to hang points and consult. Must include SDI video Tie in location up to 200' from Stage Right LED wall position. Must include 100' of electrical distribution for each wall.

3. Generic LED Wall + Structure

- **20' wide by 12' tall LED wall**
- **Supporting Truss Structure approximately 22' wide by 20' tall by 10' deep capable of supporting LED wall.**

Must include motors and all necessary rigging and electrical equipment. Must include 50' of electrical distribution. Must include SDI video tie in within 100'.

STD 213A (Rev. 4/2020)

☐ CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED _____ PAGES

AGREEMENT NUMBER

22-031

AMENDMENT NUMBER

3

Purchasing Authority Number

GL#: 550100-40

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

Williams Scotsman, Inc.

2. The term of this Agreement is:

START DATE

May 23, 2022

THROUGH END DATE

July 23, 2026

3. The maximum amount of this Agreement after this Amendment is:

\$465,614.39

Four Hundred Sixty Five Thousand Six Hundred Fourteen Dollars and Thirty Nine Cents

4. The parties mutually agree to this amendment as follows. All actions noted below are by this reference made a part of the Agreement and incorporated herein:

The purpose of this Amendment is to exercise the third one-year option, extending the term end date by one year and increasing the dollar amount by \$109,065.84. The maximum amount of this Agreement is hereby increased from \$356,548.55 to \$465,614.39. The Through End Date is hereby amended from July 23, 2025 to July 23, 2026.

Amendment Effective Date: July 23, 2025

All other terms and conditions shall remain the same.

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.)

Williams Scotsman, Inc.

CONTRACTOR BUSINESS ADDRESS

4646 E. Van Buren St. Suite 400

CITY

Phoenix

STATE

AR

ZIP

85008

PRINTED NAME OF PERSON SIGNING

John Searcy

TITLE

Manager

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

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

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-036

GL ACCOUNT NUMBER (If Applicable)

GL#: 600100-10

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

New Leaf Biofuel, LLC

2. The term of this Agreement is:

START DATE

June 11, 2025

THROUGH END DATE

July 7, 2025

3. The maximum amount of this Agreement is:

\$0

Zero 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 C	General Terms and Conditions (February 2025)	5
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

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.)

New Leaf Biofuel LLC

CONTRACTOR BUSINESS ADDRESS

2285 Newton Avenue

CITY

San Diego

STATE

CA

ZIP

92113

PRINTED NAME OF PERSON SIGNING

Gary Tanashian

TITLE

Director of Restaurant Services

CONTRACTOR AUTHORIZED SIGNATURE

Gary Tanashian

Gary Tanashian (Jun 9, 2025 09:39 PDT)

DATE SIGNED

Jun 9, 2025

EXHIBIT A SCOPE OF WORK

1. SERVICES OVERVIEW

- A. New Leaf Biofuel, LLC, hereinafter referred to as the Contractor, agrees to provide to the 22nd District Agricultural Association / Del Mar Fairgrounds, hereinafter referred to as District, with services as described herein:

Contractor shall provide containers and used cooking oil (UCO) collection and disposal services for District's food service vendors during the 2025 San Diego County Fair, running from June 11, 2024, through July 6, 2025 (the fair will be closed Mondays and Tuesdays in June).

- B. Contractor must hold valid California Department of Food and Agricultural (CDFA) Meat, Poultry, and Egg Safety Branch licenses and ensure that all services performed under this contract adhere to the county and state regulations.
- C. The Project Representatives during the term of this Agreement will be:

22 nd District Agricultural Association	New Leaf Biofuel, LLC
Name: Jason Warrensburg, Concessions Supervisor	Name: Gary Tanashian, Director of Restaurant Services
Address: 2260 Jimmy Durante Boulevard Del Mar, CA 92014	Address: 2285 Newton Avenue San Diego, CA 92113
Phone: 858-792-4208	Phone: 619-236-8588
e-mail: jwarrensburg@sdfair.com	e-mail: gary@newleafbiofuel.com

The parties may change their Project Representative upon providing ten (10) business days written notice to the other party. Said changes shall not require an Amendment to this Agreement.

2. WORK TO BE PERFORMED:

A. Tasks and Deliverables

- Contractor shall provide approximately one hundred (100), fifty-five (55) gallon, grease collection barrels (with lids) for the 2025 Fair food concessionaires at no charge to the State.
- Contractor shall perform a minimum of two (2) collections per week of used cooking oil and additional pick-ups as needed and/or requested at no charge to the state.
- Contractor shall document the amount collected at each pick-up time and provide the documentation and final totals to States Concessions Supervisor at the conclusion of the Fair.
- During the contract term, District will be paid a rebate for UCO retrieved from the container(s) by the Contractor based upon Jacobsen Index Price per pound for the Yellow Grease Market (Index Price). District shall be paid for UCO collected by the

EXHIBIT A
SCOPE OF WORK

Contractor at the rate as indicated below. The qualification for a rebate will be based on produced volume. Contractor will pay District for net UCO only, not any water, solids or other contaminants in the Container. Should the Index Price change (whether up or down), so may the rate paid to District.

- e. New Leaf Biofuel will compensate District \$0.20 per each gallon of Used Cooking Oil (UCO) collected from the Del Mar Fairgrounds subject to a standard 25% deduction for MIU deduction for moisture and insoluble content. This compensation will be paid after the total UCO collected reaches a minimum threshold of 6,000 gallons. Once the 6,000 gallon threshold is met, the rebate will apply to all UCO collected.
- f. Contractor agrees to provide collection containers and lids, used cooking oil collection, disposal, and pumping services, at no charge to state.
- g. Contractor shall deliver and distribute the grease collection barrels on June 10, 2025, and collect all barrels no later than July 8, 2025.
- h. Contractor must follow storm water pollution prevention requirements in accordance with Exhibit F, Preventing Storm Water Pollution

STANDARD AGREEMENT AMENDMENT

STD. 213 A (Rev 9/01)

<input type="checkbox"/>	CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED	Pages _____	AGREEMENT NUMBER	AMENDMENT NUMBER
			SPO-25-032	AM1

- This Agreement is entered into between the State Agency and Sponsor named below:
 STATE AGENCY'S NAME
22nd District Agricultural Association
 SPONSOR'S 'S NAME
Evo Turf USA
- The term of this Agreement is June 11, 2025 – July 10, 2027
- The amount of this Agreement after this amendment is: **\$ 78,000.00 Cash-in-Kind**
- The parties mutually agree to this amendment as follows. All actions noted below are by this reference made a part of the Agreement and incorporated herein:

This amendment adds the following:

This amendment adds a third year to the existing agreement. For this, the sponsor will provide additional landscaping services to the west end of the area outside Bing Crosby hall. All benefits provided by the 22nd will extend to this third year.

Except as amended herein, all terms and conditions remain as previously agreed by the parties.

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.

SPONSOR		
SPONSOR'S NAME <i>(If other than an individual, state whether a corporation, partnership, etc.)</i> Evo Turf USA		
BY <i>(Authorized Signature)</i> 	DATE SIGNED <i>(Do not type)</i>	
PRINTED NAME AND TITLE OF PERSON SIGNING Mike Mulder		
ADDRESS 8990 Miramar Road, Ste. 170, San Diego, CA 92126		
22nd DISTRICT AGRICULTURAL ASSOCIATION		
AGENCY NAME 22nd District Agricultural Association		
BY <i>(Authorized Signature)</i> 	DATE SIGNED <i>(Do not type)</i>	
PRINTED NAME AND TITLE OF PERSON SIGNING Carlene Moore, CEO/General Manager		
ADDRESS 2260 Jimmy Durante Blvd., Del Mar, CA 92014		

ITEM 9 – MATTERS OF INFORMATION

July 2025

Expense Contracts Executed per President Schenk's Delegated Authority

Standard Agreements Exempt from Competitive Solicitation						
Contract #	Contractor	Purpose	Categorical Exemption / Exception	Effort Type	Term	Not to Exceed
25-005	County of San Diego Sheriff's Office	Sheriff services	Interagency	Fair	6/1/2025 - 5/31/2030	\$2,871,369.00

Sole Source Standard Agreements						
Contract #	Contractor	Purpose	Sole Source Justification	Effort Type	Term	Not to Exceed
25-031	Hands On Labor, Inc.	Production technical specialist	Lack of competition	Fair	6/1/2025 - 8/31/2025	\$65,000.00
25-035	Diamond Environmental Services, LP	Sanitary services	Public exigency	Fair	6/3/2025 - 7/15/2025	\$100,000.00

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-005

GL ACCOUNT NUMBER (If Applicable)

GL#: 600100-20

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

County of San Diego Sheriff's Office

2. The term of this Agreement is:

START DATE

June 1, 2025

THROUGH END DATE

May 31, 2030

3. The maximum amount of this Agreement is:

\$2,871,369.00

Two Million Eight Hundred Seventy-One Thousand Three Hundred Sixty-Nine 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	5
Exhibit B	Budget Detail and Payment Provisions	4
Exhibit C	General Terms and Conditions	4
Exhibit D	Special Terms & Conditions	4
Exhibit D Attachment I	Insurance Requirements	1

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.)

County of San Diego Sheriff's Office

CONTRACTOR BUSINESS ADDRESS

9621 Ridgehaven Court

CITY

San Diego

STATE

CA

ZIP

92123

PRINTED NAME OF PERSON SIGNING

Andrew Potter

TITLE

Clerk of the Board

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

6/6/25

Approve as to Form and Legality Mark Day, Sr. Deputy County Counsel

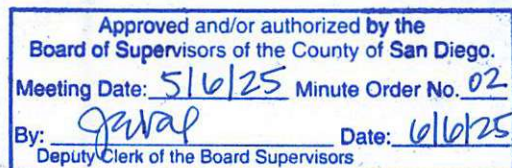



EXHIBIT A
SCOPE OF WORK

1. SERVICES OVERVIEW

- A. County of San Diego – Sheriff's Office, hereinafter referred to as "Contractor", agrees to provide to the 22nd District Agricultural Association / Del Mar Fairgrounds, hereinafter referred to as "District," with services as described herein:

The Contractor shall provide deputies, supervisors and related equipment and vehicles to deliver law enforcement services for the District and Del Mar Thoroughbred Club (DMTC) at the Del Mar Fairgrounds, in accordance with the scheduling and staffing document mutually agreed upon.

- B. The services shall be performed at the District property located 2260 Jimmy Durante Blvd., Del Mar, CA 92014.
- C. The services shall be provided during the San Diego County Fair, the DMTC Race Meets, and mutually agreed upon other events.
- D. The Project Representatives during the term of this Agreement will be:

22 nd District Agricultural Association Public Safety Department	Contractor: County of San Diego Sheriff's Office
Name: Mark Elvin	Name: Dane Gapuz, Contracts & Grants Manager
Address: 2260 Jimmy Durante Boulevard Del Mar, CA 92014	Address: 9621 Ridgehaven Court San Diego, CA 92123
Phone: 858-792-4282	Phone: 619-851-4943
e-mail: melvin@sdfair.com	e-mail: Dane.Gapuz@sdsheriff.org

The parties may change their Project Representative upon providing ten (10) business days written notice to the other party. Said changes shall not require an Amendment to this Agreement.

2. WORK TO BE PERFORMED BY CONTRACTOR:

A. Background and Goals

The annual San Diego County Fair is open to the public and runs for approximately 4 weeks which is anticipated to begin in June and ends in July, utilizing the entire Fairgrounds property. The San Diego County Fair is typically closed to the public on Mondays and Tuesdays, except when July 4th and its observed holiday falls on one of these days; however, Sheriff services are required at a reduced capacity on those days and a week prior to the start of the Fair.

**EXHIBIT A
SCOPE OF WORK**

The estimated attendance during Fair-Time is approximately 1,000,000 patrons over these 4 weeks. The average attendance per day is approximately 45,000 patrons. Weekday attendance could be as low as 30,000 patrons per day, particularly in the early days of the Fair, and often on weekend days, particularly later in the Fair, attendance could be as high as 70,000 patrons or more per day. Attendance varies depending on weather, entertainment, promotions, and day of the week. During the Fair, the District hosts various types of events and exhibits including agricultural education, food stands, bars, festivals, concerts, animal shows, entertainment, and sporting events.

In addition to the San Diego County Fair, the District's property is home to live horse race meets operated by DMTC. The Del Mar racetrack is the second-largest horse-racing venue in the Western United States, with a capacity of 44,000. The race meets spans two seasons: Summer, from mid-July through early September, and Fall, in November. Furthermore, Del Mar racetrack is the site for the Breeders' Cup World Championships in 2025, one of the sport's most anticipated events, attracting competitors and fans from around the world.

The goal of the law enforcement services contract is to ensure that Contractor – the law enforcement agency serving the county and the City of Del Mar – assists District in maintaining public safety and order, enforcing laws, and ensuring the safety of large crowds during events on District property that attract tens of thousands of San Diego County visitors and residents each day. This includes responsibilities such as crowd control, patrol, implementing safety checks, collaborating with District to uphold local regulations, and responding to emergency situations during the San Diego County Fair, DMTC Race Meets, and other events hosted on the District's property.

B. Contractor Responsibilities

- a. Contractor shall provide law enforcement for the annual San Diego County Fair, DMTC Race Meets, and other events at the Fairgrounds, as requested by the District and DMTC, as mutually agreed upon in the scheduling/staff document.
- b. Contractor agrees to provide a supervisor to meet and confer each shift with the Public Safety Director, or their designee, to coordinate, place, and maintain security and traffic patrols.

The Contractor Supervisor or Designee will serve as the primary point of contact and be responsible for all aspects of this Agreement, including but not limited to:

- Coordinating and scheduling contractor personnel;
- Overseeing personnel check-in and check-out;
- Maintaining time and attendance records;
- Attending District events meetings as requested;
- Ensuring proper invoicing;
- Communicating with District's Public Safety Director;
- Relaying information to their staff; and
- Posting procedures and instructions for their staff on specific events.

The Contractor Supervisor or Designee shall also ensure that all of the District's requirements are met. This includes ensuring all personnel are properly assigned to their respective tasks, adequately equipped to perform their duties, and fully informed of their duties and responsibilities. Contractor Supervisor or Designee shall also ensure

EXHIBIT A
SCOPE OF WORK

that all staff members are present and punctual for their assignments.

Contractor agrees to provide the District with the regulation of crowd conduct, appropriate and necessary public safety services and to arrest law violators as appropriate

- c. Contractor agrees that Sheriff's personnel shall be subject to the normal rules and regulations governing contract employees of the District with respect to admission and parking requirements.
- d. Contractor shall be responsible for supplying all necessary equipment for the temporary office modular trailer provided by the District for operational purposes during the San Diego County Fair.
- e. Contractor further agrees to provide law enforcement services at other events for the same Safety Director will provide service requests as least-thirty (30) days in advance. Contractor shall invoice the District for the actual cost of the services provided.
- f. During scheduled events, the Contractor Supervisor or Designee of the Contractor shall be responsible for daily communication with specified District personnel. Contractor shall immediately notify the District of any personnel issues that may impact safety.
- g. Contractor shall communicate and provide updates to District personnel as necessary and without limitation, to ensure the timely exchange of information and effective coordination. Contractor shall immediately notify the District if anyone uses any level of force.
- h. As requested, the District's Public Safety Director will meet with the Contractor Supervisor or Designee to discuss any necessary arrangements for security, facility management, medical, and traffic support for the San Diego County Fair and the DMTC Race Meets. Contractor's personnel will be requested as needed for other event meetings; other event meetings may include coordination or briefings with District Security, event management, and event promoters.
- i. When and if possible, Contractor shall offer shift opportunities to Sheriff Reserves to help staff events. It shall be Contractor's responsibility to ensure all Contractor personnel have visible Identification Card or Badge, identification badge or card shall be present at entry points designated by District Management.

C. Staffing Requirements

Staffing Request Approval - District shall submit a proposed staffing request to the Contractor for review and approval. The Contractor shall evaluate the proposed staffing levels to ensure they align with safe staffing practices and standards. Staffing requests must meet safety requirements appropriate to the size, nature, and anticipated attendance of the event and adhere to levels consistent with past practices for similar events. The Contractor reserves the right to reject or request modifications to any staffing proposals that do not meet acceptable safety standards. This process is to ensure public safety and event security while balancing cost considerations responsibly.

EXHIBIT A
SCOPE OF WORK

Fairtime - The District anticipates Contractor's Fairtime responsibilities to be very broad-based to provide law enforcement service over a 30-day period. Staffing shall consist of maintaining two (2) rotating shifts per day noted as "day" and "night" shifts, with the possibility of a third shift between day and night shift depending on events happening at the San Diego County Fair. Estimated hours for the annual San Diego County Fair is 3,000. Staff assignments would include, but is not limited to, exhibit security, roving patrols, access control, parking lot security, no-alcohol control points, concert security, parking enforcement and other security/crowd management functions. Specific staffing requirements will be provided in advance by the District's Public Safety Director.

Other District Events – On an as needed basis, Contractor shall provide law enforcement service for any part, or all of the positions listed in paragraph "Fairtime". In addition, Contractor may be required to staff other events. District agrees to provide staffing needs for other events at least thirty (30) days prior to start of other events. Yearly estimated hours for other events are 500.

Del Mar Thoroughbred Race Events – Contractor shall also provide law enforcement services for the Summer and Fall Live Race Meets, as well as the Breeder's Cup at the Fairgrounds. The race meets and related hospitality events are organized by DMTC and are the sole responsibility of DMTC. Contractor shall work with DMTC to coordinate law enforcement duties and service requirements during the race meets.

D. Fire Regulations

All fire regulations as prescribed by the State of California Fire Marshal must be strictly observed.

E. Gratuities

Contractor is prohibited from offering any gift or gratuity to employees and/or officers of District, as these employees and officers are not permitted to accept them. Contractor employees while performing duties for the District are prohibited from accepting any gift or gratuity from any customer, contractors or promoters.

F. Uniforms

While on duty for the District, all personnel employed by Contractor shall be dressed in the Sheriff Office uniform that is easily identifiable unless pre-approved by District for events that request inconspicuous uniforms. Personnel uniforms shall be provided by the Contractor at no expense to District.

G. Hourly Rates

District will pay the Contractor for the services rendered for the annual San Diego County Fair, the DMTC Race Meets, and mutually agreed upon other events. The hourly "Unit Cost" for each Deputy by classification is stipulated on Exhibit B. Attachment 2, Law Enforcement Services Unit Cost Estimate and are incorporated by reference. The rates charged for said services by the Contractor pursuant to this contract shall approximate the actual cost to the Contractor and shall be determined annually by the Contractor. Any rate adjustment by the Contractor shall be submitted to the District in writing and shall be effective upon distribution, subject to termination.

EXHIBIT A
SCOPE OF WORK

District will reimburse the Contractor for actual costs incurred for the services provided, including overtime and overhead.

3. DISTRICT RESPONSIBILITIES

- A. District's Public Safety Director shall provide the Contractor with a schedule of services required for the San Diego County Fair at least thirty (30) days prior to the Fair's opening date.
- B. Contractor shall be provided with limited parking for official Sheriff vehicles only and admission credentials for management staff only.
- C. District shall provide the Contractor with a temporary office modular trailer for operational purposes during the San Diego County Fair. District shall locate the temporary office in suitable area on District property for Contractor to conduct operations.
- D. District shall provide appropriate contacts with DMTC to coordinate services and payment for live racing events.
- E. District shall maintain good communication and collaboration and work to keep Contractor informed of potential public safety issues.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-031

GL ACCOUNT NUMBER (If Applicable)

GL#: 600100-40

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

Hands On Labor, Inc.

2. The term of this Agreement is:

START DATE

June 1, 2025

THROUGH END DATE

August 31, 2025

3. The maximum amount of this Agreement is:

\$65,000.00

Sixty Five 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	9
Exhibit B	Budget Detail and Payment Provisions	3
Exhibit C	General Terms and Conditions	5
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

*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.)

Hands On Labor, Inc

CONTRACTOR BUSINESS ADDRESS

1244 Knoxville Street

CITY

San Diego

STATE

CA

ZIP

92110

PRINTED NAME OF PERSON SIGNING

Paul Yahnke

TITLE

Director of Labor Sales and Business
Development

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

EXHIBIT A SCOPE OF WORK

1. SERVICES OVERVIEW

- A. Hands On Labor, Inc., hereinafter referred to as the Contractor, agrees to provide to the 22nd District Agricultural Association / Del Mar Fairgrounds, hereinafter referred to as District, with services as described herein:

Contractor shall provide the following temporary personnel services as directed by the Production and Entertainment Director for the 2025 San Diego County Fair. The District anticipates a need for temporary employees with skills and expertise in the following job classifications and areas.

1. Production Manager
2. Audio Engineer, Front of House (FOH)
3. Audio Engineer, Monitors.
4. Lighting Designer

- B. The services shall be performed at District, Del Mar Fairgrounds located at 2260 Jimmy Durante Blvd. Del Mar, CA 92014.

- C. Services shall be provided June 11 through July 6, 2025.

- D. The Contractor must be able to respond to the District's staffing requirements at a flat rate, as outlined in the Exhibit B.

- E. The contractor is responsible for tracking and reporting the actual hours worked by its employees through a sign-in timesheet, which will be subject to review and approval by District Management.

- F. The contractor is responsible for tracking and reporting the actual hours worked by its employees through a sign-in timesheet, which will be subject to review and approval by District Management.

- G. Overtime will be authorized solely at the District's discretion and only for employees of the Contractor who perform overtime work at the District's request, specifically in connection with District events. Overtime shall not include any time worked at other locations. Work performed outside of standard business hours, including evenings, weekends, or holidays shall not be considered overtime. If overtime extends beyond the hours specified in the original work request, the Contractor must obtain prior written and signed approval from the District's Production Director. This approval must be submitted along with the corresponding invoice for the overtime charges to be considered eligible for payment. Failure to obtain the required written approval will result in non-payment of any additional overtime charges.

- H. An 8-hour shift shall include one (1) unpaid 30-minute meal break. A 12-hour shift shall include two (2) unpaid 30-minute meal breaks. Approved overtime shall be compensated at one and one-half (1.5) times the contracted hourly rate.

- I. Contractor documents may not have conditions that are counter to or in conflict with this Scope of Work. Where the terms of this Agreement or District documents are more specific, or are inconsistent or in conflict with the provisions, terms, and conditions set forth in the Contractor's documents or Contractor's documents, both parties agree that the terms set forth in District/State's documents shall supersede and take precedence over Contractor's documents or other Contractor's documents.
- J. The project representatives during the term of this agreement will be:

22 nd District Agricultural Association	Contractor: Hands On Labor, Inc.
Name: Henry Rivera	Name: Paul Yahnke
Address: 2260 Jimmy Durante Boulevard Del Mar, CA 92014	Address: 1244 Knoxville St. San Diego, CA 92110
Phone: 858-792-4281	Phone: Mobile: 619-843-2055 Direct: 619-814-5576 Fax: 619-814-5599
e-mail: hrivera@sdfair.com	e-mail: paul@handsonlabor.com

The parties may change their Project Representative upon providing ten (10) business days written notice to the other party. Said changes shall not require an Amendment to this Agreement.

2. WORK TO BE PERFORMED BY CONTRACTOR:

I. Estimated Dates and Hours for Temporary Staffing During the San Diego County Fair

The following is District's projected schedule for the 2025 San Diego County Fair: From June 11, 2025 to July 6, 2025. These dates are provided for planning purposes only and are not guaranteed. All scheduled dates and hours are subject to change at the sole discretion of the District.

District shall not be held liable for any costs, damages, or payments arising from changes to the projected schedule. No obligation for payment shall arise from any modification, postponement, or cancellation of the estimated dates and hours.

Schedule	Production Manager, (Hours)	Audio Engineer FOH, (Hours)	Audio Engineer Monitor, (Hours)	Lighting Designer, (Hours)
June 11 Taylor Shine	12	12	12	12
June 12 Taylor Shine	12	12	12	12
June 13 Pink Floyd	12	12	12	12
June 14 Pink Floyd	12	12	12	12
June 18 Hyprov	12	12	12	12

June 20 Rocky Horror	12	12	12	12
June 21 Ceasar	12	12	12	12
June 28 Big Gigantic	12	12	12	12
July 2 Tumua	12	12	12	12

The Production Manager, in addition to Show Days, shall be expected to spend approximately six (6) hours on Pre-Production Planning prior to the scheduled start time of each new band performance. This time is required to complete all necessary preparations to ensure the event is ready to proceed as scheduled.

II. Safety Equipment

Personal safety equipment such as but not limited to specialty clothing, boots, harnesses, and hard hats, shall be the responsibility of the contractor or the contractor's employee.

III. Selection

1. Contractor shall provide up to three (3) qualified potential candidates for each of the following temporary job classification upon request. District shall have the right to review and select candidates from those submitted.
2. Contractor shall provide a resume for each qualified potential candidate, along with references and contact information, for the District to review and verify credentials.
3. Replacing selected staff will only be allowed by written approval from the District's Director of Production and Entertainment, and the potential replacement resource would be required to meet the Minimum Qualifications for the specific position, outlined in the IFB Section 8 Bidder Minimum Qualification.

IV. Technical Specialist Services for live concert Production:

Contractor shall provide technical specialists who possess expertise and knowledge in the following areas.

1. Pre-Production Planning:
 - Site Surveys: Assess the venue for technical requirements and logistics.
 - Technical Design: Develop detailed plans for audio, lighting, video, and staging setups.
 - Coordination: Collaborate with artists, management, and other stakeholders to finalize technical needs.
2. Load-In and Setup:
 - Stage Construction: Build and secure the stage and any additional structures.
 - Rigging: Install overhead equipment such as lighting trusses and speakers.
 - Audio Setup: Position and test sound systems, including PA systems, monitors, and microphones.
 - Lighting Setup: Install and program lighting fixtures and control systems.

- Video Setup: Set up screens, projectors, and video playback systems.
- Power Distribution: Ensure adequate power supply and distribution for all equipment.
- 3. Rehearsals and Sound Checks:
 - Technical Rehearsals: Conduct full technical run-throughs to ensure all systems are functioning correctly.
 - Sound Checks: Adjust audio levels and monitor mixes to meet the artists' requirements.
- 4. Show Operation:
 - Live Mixing: Manage audio levels and effects during the performance.
 - Lighting Operation: Control lighting cues and effects in sync with the show.
 - Video Playback: Operate video content and ensure seamless transitions.
 - Stage Management: Coordinate stage movements and ensure smooth transitions between acts.
- 5. Load-Out and Teardown:
 - Dismantling: Safely take down all equipment and structures.
 - Packing: Ensure all gear is properly packed and ready for transport.
 - Venue Restoration: Return the venue to its original condition.
- 6. Post-Production:
 - Equipment Maintenance: Inspect and maintain equipment for future use.
 - Debriefing: Review the event with the team to identify areas for improvement.

V. Detailed Job Classification and Qualification Descriptions:

Contractor shall provide technical specialists for each of the following classifications.

1. Production Manager

The Production Manager is responsible for overseeing all technical and logistical aspects of live concert production, ensuring that each event runs smoothly and meets the highest standards of quality.

a. Key Responsibilities:

1. Pre-Production Planning:

- Collaborate with artists, management, and other stakeholders to determine technical requirements.
- Develop detailed production schedules and budgets.
- Conduct site surveys to assess venue capabilities and constraints.

2. Technical Coordination:

- Oversee the setup and operation of sound, lighting, video, and staging equipment.
- Coordinate with audio-visual technicians, lighting designers, and stagehands to ensure seamless integration of all technical elements.
- Ensure compliance with safety regulations and industry standards.

3. Logistics Management:

- Arrange for the transportation and storage of equipment.
- Manage load-in and load-out schedules to optimize efficiency.
- Coordinate with venue staff to ensure all logistical needs are met.

4. **Team Leadership:**

- Hire, train, and supervise production staff, including stagehands, technicians, and riggers.
- Foster a collaborative and efficient working environment.
- Conduct regular team meetings to review progress and address any issues.

5. **On-Site Management:**

- Serve as the primary point of contact for all production-related matters during the event.
- Monitor the setup, rehearsal, and performance to ensure everything runs according to plan.
- Troubleshoot any technical or logistical issues that arise during the event.

6. **Post-Production:**

- Oversee the teardown and packing of equipment.
- Conduct post-event evaluations to identify areas for improvement.
- Prepare detailed reports on the production process and outcomes.

b. **Qualifications:**

- **Education:** Bachelor's degree in Event Management, Music Production, or a related field is preferred but not necessary.
- **Experience:** Minimum 2 years of experience in live event production, with a proven track record of managing large-scale concerts.
- **Skills:** Strong organizational, communication, and leadership skills. Proficiency in technical aspects of live production, including audio, lighting, and video systems.

c. **Working Conditions:**

- **Hours:** Irregular hours, including nights, weekends, and holidays, depending on the event schedule.
- **Environment:** Fast-paced and dynamic, requiring the ability to adapt quickly to changing circumstances.

2. **Audio Engineer, Front of House**

An Audio Engineer for live concerts is responsible for ensuring the highest quality of sound during live performances. This role involves setting up, operating, and maintaining audio equipment, as well as collaborating with performers and other technical staff to create optimal auditory experience for the audience.

a. **Key Responsibilities:**

1. **Pre-Event Preparation:**

- **Collaborate with Performers:** Understand the specific sound requirements and preferences of the performers.

- **Equipment Setup:** Set up microphones, speakers, mixing consoles, and other audio equipment.
 - **Testing:** Test all equipment to ensure it is functioning correctly before the event.
2. **Sound Checks:**
- **Conduct Sound Checks:** Perform sound checks with the performers to adjust levels and ensure everything is set for the live performance.
 - **Adjustments:** Make necessary adjustments based on feedback from performers and the venue's acoustics.
3. **Live Event Operation:**
- **Monitor Sound Quality:** Continuously monitor sound feeds to ensure high-quality audio throughout the performance.
 - **Mixing:** Mix sound inputs from various sources (e.g., instruments, vocals) to produce a balanced and clear output.
 - **Real-Time Adjustments:** Adjust sound levels and controls in real-time based on the performers' needs and audience feedback.
4. **Troubleshooting:**
- **Technical Issues:** Quickly identify and resolve any technical issues that arise during the event.
 - **Equipment Maintenance:** Maintain and repair audio equipment as needed to ensure reliability.
5. **Post-Event Tasks:**
- **Teardown:** Dismantle and pack up audio equipment after the event.
 - **Review:** Conduct a post-event review to identify any areas for improvement and ensure all equipment is accounted for and in good condition.
- b. **Qualifications:**
- **Education:** Bachelor's degree in Audio Engineering, Sound Design, Music Production, or a related field is preferred but not necessary.
 - **Experience:** Minimum 2 years of experience in live sound engineering, with a strong portfolio of past live events.
 - **Skills:** Proficiency in using audio mixing consoles, digital audio workstations (DAWs), and other sound equipment. Strong understanding of acoustics and sound design principles. Excellent problem-solving and communication skills.
- c. **Working Conditions:**
- **Hours:** Irregular hours, including nights, weekends, and holidays, depending on the event schedule.
 - **Environment:** Fast-paced and dynamic, requiring the ability to adapt quickly to changing circumstances.

3. Audio Engineer, Monitors

An Audio Engineer for live concerts is responsible for ensuring the highest quality of sound during live performances. This role involves setting up, operating, and maintaining audio equipment, as well as collaborating with performers and other technical staff to create optimal auditory experience for the audience.

a. Key Responsibilities:

1. **Pre-Event Preparation:**
 - **Collaborate with Performers:** Understand the specific sound requirements and preferences of the performers.
 - **Equipment Setup:** Set up microphones, speakers, mixing consoles, and other audio equipment.
 - **Testing:** Test all equipment to ensure it is functioning correctly before the event.
2. **Sound Checks:**
 - **Conduct Sound Checks:** Perform sound checks with the performers to adjust levels and ensure everything is set for the live performance.
 - **Adjustments:** Make necessary adjustments based on feedback from performers and the venue's acoustics.
3. **Live Event Operation:**
 - **Monitor Sound Quality:** Continuously monitor sound feeds to ensure high-quality audio throughout the performance.
 - **Mixing:** Mix sound inputs from various sources (e.g., instruments, vocals) to produce a balanced and clear output.
 - **Real-Time Adjustments:** Adjust sound levels and controls in real-time based on the performers' needs and audience feedback.
4. **Troubleshooting:**
 - **Technical Issues:** Quickly identify and resolve any technical issues that arise during the event.
 - **Equipment Maintenance:** Maintain and repair audio equipment as needed to ensure reliability.
5. **Post-Event Tasks:**
 - **Teardown:** Dismantle and pack up audio equipment after the event.
 - **Review:** Conduct a post-event review to identify any areas for improvement and ensure all equipment is accounted for and in good condition.

b. Qualifications:

- **Education:** Bachelor's degree in Audio Engineering, Sound Design, Music Production, or a related field is preferred but not necessary.
- **Experience:** Minimum 2 years of experience in live sound engineering, with a strong portfolio of past live events.
- **Skills:** Proficiency in using audio mixing consoles, digital audio workstations (DAWs), and other sound equipment. Strong understanding of acoustics and sound design principles. Excellent problem-solving and communication skills.

c. Working Conditions:

- **Hours:** Irregular hours, including nights, weekends, and holidays, depending on the event schedule.
- **Environment:** Fast-paced and dynamic, requiring the ability to adapt quickly to changing circumstances.

4. Lighting Designer

A Lighting Designer for live concerts is responsible for creating and implementing lighting designs that enhance the visual experience of live performances. This role involves collaborating with the production team, selecting appropriate lighting equipment, and ensuring the safe and effective operation of all lighting systems.

a. Key Responsibilities:

1. Design and Planning:

- **Concept Development:** Collaborate with directors, producers, and other team members to understand the artistic vision and requirements of the concert.
- **Lighting Design:** Create detailed lighting plots, plans, and schedules using specialized software.
- **Equipment Selection:** Choose appropriate lighting fixtures, control systems, and other equipment based on the project's needs and budget.

2. Setup and Programming:

- **Installation:** Oversee the installation and focusing of lighting fixtures.
- **Programming:** Program lighting control consoles to create desired effects and transitions.
- **Testing:** Ensure all lighting equipment is functioning correctly and safely before the event.

3. Live Event Operation:

- **Show Control:** Operate lighting consoles during live performances, executing lighting cues and effects in sync with the show.
- **Adjustments:** Make real-time adjustments to lighting as needed based on the performance and audience feedback.

4. Maintenance and Troubleshooting:

- **Equipment Maintenance:** Maintain and repair lighting equipment to ensure reliability.
- **Troubleshooting:** Quickly identify and resolve any technical issues that arise during the event.

5. Post-Event Tasks:

- **Teardown:** Supervise the dismantling and packing of lighting equipment.
- **Review:** Conduct post-event evaluations to identify areas for improvement and document the lighting design for future reference.

b. Qualifications:

- **Education:** Bachelor's degree in Theatrical Design, Event Production, or a related field is preferred but not necessary.
- **Experience:** Minimum 2 years of experience in lighting design for live events, with a strong portfolio of past projects.
- **Skills:** Proficiency in lighting design software, knowledge of lighting equipment and fixtures, strong creative and artistic abilities, excellent communication and collaboration skills, and the ability to work under pressure and meet tight deadlines.

c. Working Conditions:

- **Hours:** Irregular hours, including nights, weekends, and holidays, depending on the event schedule.
- **Environment:** Fast-paced and dynamic, requiring the ability to adapt quickly to changing circumstances.

IV. District Rights and Responsibilities

1. District reserves the right to discontinue the use of contractor personnel who are unable to perform assigned duties to District's satisfaction.
2. District reserves the right to request a new pool of qualified candidates from which to select personnel, at no cost to the District, if the request is due to dissatisfaction with the work performed.
3. The District reserves the right to remove any contractor personnel from the District's property for any reason and discontinue their participation in any project. Furthermore, such removal will result in the disqualification of the individual from consideration for any and all future District assignments.
4. District will provide appropriate access and parking credentials for the temporary personnel. In the event that the credentials are lost by the temporary personnel, additional access credentials will be available for purchase.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-035

GL ACCOUNT NUMBER (If Applicable)

GL Account #: 550100-10

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

Diamond Environmental Services, LP

2. The term of this Agreement is:

START DATE

June 3, 2025

THROUGH END DATE

July 15, 2025

3. The maximum amount of this Agreement is:

\$100,000.00

One Hundred 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	5
Exhibit B	Budget Detail and Payment Provisions	2
Exhibit B, Attachment I	Pricing Table	1
Exhibit C	General Terms and Conditions (February 2025)	5
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

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.)

Diamond Environmental Services, LP

CONTRACTOR BUSINESS ADDRESS

807 E. Mission Road

CITY

San Marcos

STATE

CA

ZIP

92069

PRINTED NAME OF PERSON SIGNING

Tanno Gomolka

TITLE

Director of Government Contracts

CONTRACTOR AUTHORIZED SIGNATURE

Tanno Gomolka

Tanno Gomolka (Jun 19, 2025 13:40 PDT)

DATE SIGNED

Jun 19, 2025

EXHIBIT A SCOPE OF WORK

1. SERVICES OVERVIEW

- A. Diamond Environmental Services, LP, hereinafter referred to as the Contractor, agrees to provide to the 22nd District Agricultural Association / Del Mar Fairgrounds, hereinafter referred to as District, with services as described herein:

The Contractor shall provide qualified labor, materials/supplies, and equipment to provide portable restroom and pumping services for the 2025 San Diego County Fair (Fair).

- B. The services shall be performed at the Del Mar Fairgrounds located at 2260 Jimmy Durante Boulevard, Del Mar, CA 92014; Del Mar Horsepark, located at 14550 El Camino Real Del Mar, CA 92014; and Canyon Crest Academy, located at 5951 Village Center Loop Rd, San Diego, CA 92130.
- C. The services shall be provided during the duration of the Fair. The Fair typically occurs over a three to four-week period, beginning in early to mid-June and concluding after the Fourth of July weekend. The 2025 Fair is scheduled from June 11 through July 6, 2025. The services include setup of equipment before the Fair begins and removal of equipment after the Fair ends.
- D. The Project Representatives during the term of this Agreement will be:

22 nd District Agricultural Association	Diamond Environmental Services, LP
Name: Brad Mason, Facilities Director	Name: Staci Sigmon, Project Representative
Address: 2260 Jimmy Durante Boulevard Del Mar, CA 92014	Address: 807 E Misson Rd San Marcos, CA 92069
Phone: 858.792.4285	Phone: 760.744.7191
e-mail: bmason@sdfair.com	e-mail: stacis@diamondprovides.com

The parties may change their Project Representative upon providing ten (10) business days written notice to the other party. Said changes shall not require an Amendment to this Agreement.

2. WORK TO BE PERFORMED BY CONTRACTOR:

- a. Contractor must have the ability to respond to emergency calls for repairs within three (3) hours of notification and must be available during non-peak attendance and use hours for emergency.
- b. Contractor agrees to be “proactive” and communicate in a professional and effective manner.
- c. Contractor shall be responsible for the initial setup of all equipment before the Fair begins and removing all equipment after the Fair concludes, as directed by the District. All setup must be completed prior to the Fair’s opening, and equipment removal must occur after the Fair ends.

EXHIBIT A
SCOPE OF WORK

- d. Contractor shall deliver equipment approximately 3 days before the start of the Fair and complete final removal approximately 2 days after the Fair ends. All delivery and pick-up equipment shall be directed by the District.
- e. Contractor shall provide portable restrooms, holding tanks, sinks, and showers in high quality or “like new” condition as well as providing daily cleaning, pumping and restocking services during the Fair, to maintain public safety and aesthetic values as the Fair expects 50,000 visitors daily. Therefore, service-related issues will not be tolerated; should any problems occur, Contractor shall resolve the problem immediately. The Contractor shall provide prompt repair or replacement of any faulty equipment as directed by District Management.
- f. District is not financially liable for normal wear, tear and cleaning, maintenance, or repair of portable restrooms, holding tanks, sinks and showers rented by District. However, District may be invoiced for repairs of Contractor portable restrooms, holding tanks, sinks and showers, due to excessive wear and tear during rental as determined by the District.
- g. At the direction of District Management, the Contractor shall provide the following portable restroom and pumping services in accordance with the specifications herein for the annual Fair. The inventory of equipment detailed below reasonably anticipates specific quantities of equipment for the 2025 Fair. The quantities and types of equipment, as well as the services required, may vary based on the District’s needs. Additional equipment requested should be subject to the same equitable and reasonable Fair time costs associated with equipment rental fees and service fees. Contractor shall be required to verify the actual inventory scheduled with District Facilities Department prior to commencing services. On-site refers to the property housing the Fair. Off-site refers to Horse Park, and Canyon Crest Academy; however, off-site locations as well as type and amount of equipment for on-site and off-site locations are subject to change by the District.
 - i) Standard portable toilets shall be 3’8” wide x 3’8” deep x 8’ high, with toilet, urinal, toilet tissue, and sanitary seat covers.
 - ii) Wheelchair accessible portable toilets shall be ADA approved, 7’ square x 8’ high, with toilet and ramp and without urinal.
 - iii) Holding tanks shall be approximately 250-gallon capacity and 6’ long x 3’5” wide x 18” high.
 - iv) Free-standing sink units shall be 2’6” wide x 2’10” long x 3’9” high, 30-gallon capacity fresh water holding tank, 2 washing station pumps, 2 soap dispensers, and 1 paper towel dispenser.
 - v) Free-standing double sanitizer stand units shall be standard size of approximately 8” square x approximately 4’ high with sanitizer dispensers on opposing sides, one at approximately 3’6” high and the other at standard ADA height.
 - vi) All standard and ADA restrooms shall be delivered with doors locked, using plastic zip ties.
 - vii) On-site equipment includes the following:

**EXHIBIT A
SCOPE OF WORK**

- a. Forty-Seven (47) standard-size portable toilet units with containment tray (no sink).
 - b. Nineteen (19) wheelchair accessible (ADA compliant) portable toilet units.
 - c. Forty-Six (46) free-standing portable double sinks (two faucets each sink)
 - d. Two (2) hot & cold 3-basin sinks
 - e. Six (6) VIP premier restroom
 - f. Twelve (12) double sanitizer hand-sanitizing stands
 - g. Twenty-Eight (28) 250-gallon holding tanks (used for sewer collection), with *side input lines*, to be hooked-up by the District and serviced by Contractor.
- viii) All equipment shall be delivered as directed by the District.
- ix) On-site services during the Fair include the following:
- a. Contractor shall provide daily service for all portable toilet units to include pumping, cleaning inside of unit, making any necessary repairs, adding disinfectant and chemicals and stocking with paper goods and hand soap. ***All portable restrooms must be fully stocked, sanitized, pumped, and cleaned on a daily basis, or as directed by the District.***
 - b. Contractor shall provide daily service for all free-standing sink units shall include cleaning the washing station, making any necessary repairs, stocking and replenishing with hand soap and hand towels. ***All hand washing sinks must have towel & soap dispensers, be fully stocked, sanitized, and cleaned on a daily basis, or as directed by the District.***
 - c. Contractor shall provide daily pumping services for all holding tanks.
 - d. Contractor shall provide daily service for all other sanitary equipment rentals as directed by the District.
 - e. Servicing shall be completed, and driver and servicing equipment shall be off the Fairgrounds by 8:00 am each day during the annual Fair. Drivers shall deliver daily service tickets to the District's Facilities Department.
 - f. Contractor shall commit all weekday services to the same driver and provide driver's cellular phone to District.
 - g. Contractor shall commit all weekend services to the same driver and provide driver's cellular phone to District.
 - h. Contractor may only use manhole as directed by District staff, located by Pump Station #1 for on-site dumping needs.
- x) Off-site equipment includes the following:
- a. Eight (8) standard-size portable toilet units with containment trays (no sink)
 - b. Five (5) wheelchair accessible (ADA compliant) toilet units to be placed at Del Mar Horse park.

**EXHIBIT A
SCOPE OF WORK**

- c. Three (3) free-standing portable double sinks (two faucets each sink).
- xi) Off-site service during the Fair includes the following:
 - a. Services and service quality shall be the same as on-site units, for all portable toilet units including: pumping, cleaning inside of unit, making any necessary repairs, adding disinfectant and chemicals, and stocking with paper goods and hand soap.
 - b. Servicing shall be completed, and driver and servicing equipment shall be off the sites by 9:30 am, each day, during the annual Fair. Drivers shall deliver daily service tickets to the District's Facilities Department.
 - c. Contractor shall commit all weekday services to the same driver and provide driver's cellular phone to District.
 - d. Contractor shall commit all weekend services to the same driver and provide driver's cellular phone to District.
- h. **The quantities of equipment are estimates only and they represent what the District anticipates it may require for the 2025 Fair. These estimates are not guaranteed and the actual quantities may be more or less than estimated. District reserves the right to adjust the quantities of equipment and services based on District's actual requirements.**
- i. The District reserves the right of final approval for all equipment to be rented.
- j. During the annual Fair, all equipment cleaning/maintenance/servicing shall occur during non-public hours in the early morning: sanitizing, cleaning, pumping, restocking, etc. All portable restrooms must be fully stocked, sanitized, pumped, and cleaned on a daily basis. All hand washing sinks must have towel & soap dispensers, be fully stocked, sanitized, and cleaned on a daily basis. All holding tanks must be pumped on a daily basis. Contractor will coordinate the storage of hand towels, toilet paper, and soap products at the District's Livestock Office for the hand washing sinks to be restocked as needed by District staff during Fair operating hours. Contractor shall be deemed fully notified and knowledgeable of the importance of such services to the District. Not only is the recreational and economic value of this event significant to Southern California, the public's health and safety is also of primary concern. Therefore, service-related issues will not be tolerated; should minor problems occur, Contractor shall resolve the problem immediately. The Contractor shall provide prompt repair or replacement of any faulty equipment as directed by District Management.
- k. The total rental cost of all equipment for Fair-time events shall include any and all costs associated with delivery, set up, tear down and removal of the equipment, servicing (cleaning/maintenance), repairs as well as taxes, supplies (paper, soap, towels, etc.), insurance, environmental, disposal, pumping, installation fees, qualified labor, transportation and or other incidental costs. Delivery and pick-up of equipment will be required only for the initial setup and final removal, or as otherwise directed by District. Daily delivery and pick-up of equipment are not required.
- l. District may also require portable restrooms, holding tanks, sinks, and showers not initially listed. However, Contractor agrees to provide such portable restrooms, holding

EXHIBIT A
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tanks, sinks, and showers at costs similar to the rental costs provided and/or providing credit for portable restrooms, holding tanks, sinks and showers not used. Contractor agrees to provide a written quote for approval by District Management, prior to the initiation of any additional portable restrooms, holding tanks, sinks and shower services.

- m. Any additional costs billed by Contractor not initially listed will be rejected and may cause the District to terminate contract. Furthermore, the District shall not pay for travel time or down time (labor or equipment), due to defective equipment or lack of qualified labor.
- n. Contractor understands and agrees that the District, at its sole discretion, may determine that a person or agent (subcontractor) utilized by the Contractor in the performance of this Scope of Work is detrimental to District operations. Determination by the District regarding attire and conduct shall be final and the Contractor agrees to remove such person or agent from operations arising out of this Scope of Work.
- o. The Contractor shall be fully responsible for all acts and omissions of its Subcontractors, and of persons and organizations directly or indirectly employed by them, and of persons and organizations for whose acts any of them may be liable to the same extent that the Contractor is responsible for the acts and omissions of persons directly employed by the Contractor. Nothing in the Scope of Work and the executed Agreement shall create any contractual relationship between the District and any Subcontractor, or other person or organization having a direct contract with the Contractor, nor shall it create any obligation on the part of the District to pay or require the payment of any funds due any Subcontractor or other persons or organizations, except as may otherwise be required by law.
- p. Approval of the Contractor's insurance by the District shall not diminish or alter the extent to which the Contractor or any Subcontractor(s) may be held responsible for payment of any and all damages resulting from its operations.
- q. The Del Mar Fairgrounds and Horse park are located within environmentally sensitive wetlands. Therefore, any equipment/machinery that is leaking fluid (battery, coolant, diesel, gas, hydraulic, motor oil, power steering, transmission, etc.) must immediately either be repaired or removed from District property by Contractor. Furthermore, Contractor agrees to dispose of/recycle all waste according to State and local laws and regulations.
- r. Contractor shall have all current licenses/certifications required by law to provide all services and shall perform this work in accordance with all applicable laws and codes. Contractor will provide District with copies of licenses and certifications within 48 hours, upon District's written request, including electronic email requests by District.

Expense Contracts Executed per CEO's Delegated Authority

Standard Agreements up to \$50,000						
Contract #	Contractor	Purpose	Acquisition Method	Effort Type	Term	Not to Exceed
25-030	Finest City Entertainment	Fair-tastic Food Competition video production	Categorically Exempt – Marketing & Media	Fair	5/15/2025 - 6/30/2025	\$5,000.00
25-032	San Diego College of Continuing Education Foundation – Employee Training Institute	Civilian traffic control training	Categorically Exempt – Professional Development Services	Fair	5/31/2025 - 12/31/2025	\$7,650.00
25-033	Rudi Stockalper Fertilizer Services, Inc.	Hauling and recycling wood shavings	Categorically Exempt – Informal Procurement Process	Fair	6/2/2025 - 7/15/2025	\$16,000.00
25-034	Tiffinie Macias	Concessions auditor	Personal service contract	Fair	6/7/2025 - 7/7/2025	\$10,000.00
25-037	Paul Davis Restoration of North County San Diego	Fire station remediation services	Categorically Exempt – Informal Procurement Process	Fair	6/9/2025 - 6/27/2025	\$10,326.05
25-038	We Are Kingdom Pro	Drone and video production	Categorically Exempt – Marketing & Media	Fair	6/18/2025 - 8/15/2025	\$10,000.00
25-PW-02	Seaside Heating & Air Conditioning Inc.	Caballo Hall HVAC replacement	Categorically Exempt – Informal Procurement Process	Fair	6/3/2025 - 6/10/2025	\$12,200.00

Funding Contracts with California Construction Authority (CCA)			
Project #	Purpose	Term	Not to Exceed
022-22-124 FCO #002	The Sound floor infill		\$174,240.90
022-25-889929	Solana ramp asphalt repair	3/21/2025 - 1/1/2026	\$1,525,000.00

2025 San Diego County Fair – Grandstand Entertainment Agreements

Contract #	Entertainer / Agency	Summary / Genre	Date	Amount
25-1045	Melle Kiet Stomp f/s/o Mesto	EDM	6/14/2025	\$7,500.00

2025 San Diego County Fair – Grounds Entertainment Agreements

Contract #	Entertainer / Agency	Amount
25-1139	Justin Froese	\$600.00
25-1140	Kyle Bomstad f/s/o Cornelius Blue Band	\$1,200.00
25-1141	Burn Institute	\$5,000.00
25-1142	Price Bernard	\$500.00
25-1143	Trevor Plume	\$500.00
25-1144	Ron Boncian f/s/o The Red Fox Tails	\$2,000.00
25-1145	Dulce Perez	\$550.00

2025 San Diego County Fair Agreements

Contract #	Contractor	Purpose	Term	Amount
25-1204 AM1	San Diego Garden Railway	Railroad display	5/20/2025 - 7/11/2025	\$0.00 AM1 (\$8,000.00 total contract value)
25-1213 AM1	Lindsey K. Mebane	Livestock auction photographer	6/21/2025 - 6/22/2025	\$0.00 AM1 (\$4,800 total contract value)
25-1216 AM1	Barbara Davies dba A Simpler Time	Alpaca exhibit	6/10/2025 - 7/7/2025	\$0.00 AM1 (\$3,000.00 total contract value)
25-1221	GFWC / Mira Mesa Women's Club, Inc.	Student Showcase volunteer group	5/23/2025 - 6/21/2025	\$912.00
25-1222	Aaron Dolgin	FairBotics technical advisor	6/18/2025 - 6/20/2025	\$1,068.00
25-1223	Ramona Valley Olive Oil	Olive oil display	6/8/2025 - 7/7/2025	\$1,000.00 revenue
25-1224	Lisa's Leaves	Pressed flower presentation and sales	6/8/2025 - 7/9/2025	\$1,000.00 revenue
25-1225	Aviara Parkway Farms, Inc. dba Carlsbad Strawberry Company	Strawberry display and sales	6/8/2025 - 7/7/R2025	\$1,000.00 revenue

2025 San Diego County Fair Agreements (continued)

Contract #	Contractor	Purpose	Term	Amount
25-1226	Margaret Alice Tyler	Wool demonstrations by San Diego County Spinners	6/8/2025 - 7/7/2025	\$750.00
25-1227	Green Acres Nursery, Inc.	Plant display and sales	6/8/2025 - 7/9/2025	\$1,000 revenue
25-1228	KM Creative Solutions	Bug display	6/4/2025 - 7/10/2025	\$15,850.00
25-1229	TS Aerial Media LLC	Drone soccer demonstration	6/14/2025 - 6/19/2025	\$0.00
25-1232	Paint Box Studio Art	Drawing and painting demonstration and fashion show	6/11/2025 - 6/21/2025	\$0.00
25-1233	Joey's Wings Foundation	Origami demonstration	6/14/2025 - 7/6/2025	\$0.00
25-1234	Charity Wings	Make & Take and painting demonstration	6/21/2025 - 6/22/2025	\$0.00
25-1235	Palomar Handweavers & Spinners Guild	Weaving and spinning demonstration	7/2/2025 - 7/6/2025	\$0.00
25-1236	Silvergate Lacers	Lace making demonstration	6/11/2025 - 7/6/2025	\$0.00
25-1237	San Diego Bead Society	Beading demonstration	6/11/2025 - 6/15/2025	\$0.00
25-1238	The Machine Knitters' Guild of San Diego	Machine knitting demonstration	6/11/2025 - 6/15/2025	\$0.00
25-1239	El Camino Quilters	Quilting and sewing demonstration	6/11/2025 - 7/6/2025	\$0.00
25-1239 AM1	El Camino Quilters	Quilting and sewing demonstration	6/11/2025 - 7/6/2025	\$0.00
25-1240	Coin Collector Clubs	Coin collection	6/25/2025 - 7/6/2025	\$0.00
25-1242	Poway Stamp Club	Stamp collection	6/11/2025 - 7/6/2025	\$0.00

2025 San Diego County Fair Judging Agreements

Contract #	Judge	Purpose	Term	Amount
25-190J	John Thomas	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-191J	Suzanne Stebelski Johnson	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-192J	Dawn Standke	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-193J	Kathryn Blankinship	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-194J	Keylee Graeiner	Livestock judge	7/5/25 – 7/5/25	\$100.00
25-195J	Karen England	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-196J	Mary Bradley	Livestock judge	7/5/25 – 7/5/25	\$100.00
25-197J	Kenny Anderson	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-198J	Rebbeca Doughty	Livestock judge	6/12/25 - 6/12/25	\$1,250.00
25-199J	Taylor Farrer	Livestock judge	6/19/25 - 6/21/25	\$2,000.00
25-200J	Carrie Seeman	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-201J	Diane Rexin	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-202J	Linda Jones	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-203J	Kathleen Logsdon	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-204J	Marilyn Cornell	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-205J	Betty Corvey	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-206J	Carol Silva	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-207J	Min Shan	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-208J	Alva Rivera	Garden Show judge	6/5/25 - 6/5/25	\$0.00
25-209J	Rachel Bradley	Livestock judge	7/5/25 - 7/5/25	\$100.00
25-210J	Denise Fraser	Livestock judge	7/5/25 - 7/5/25	\$100.00
25-211J	Elizabeth South	Livestock judge	6/11/25 - 6/15/25	\$2,750.00
25-212J	Kevin Stanford	Livestock judge	6/12/25 - 6/13/25	\$1,250.00
25-213J	Sharon Clark	Student Showcase judge	6/8/25 - 6/8/25	\$0.00
25-214J	Toni Green	Student Showcase judge	6/8/25 - 6/8/25	\$0.00
25-215J	Tiffany Lynne Hatch	Livestock judge	6/27/25 - 6/27/25	\$1,200.00
25-216J	Deborah Weiss-Calamar	Student Showcase judge	5/31/25 - 5/31/25	\$0.00
25-217J	Kim Signoret Paar	Student Showcase judge	5/20/25 - 5/22/25	\$0.00

2025 San Diego County Fair Judging Agreements (continued)

Contract #	Judge	Purpose	Term	Amount
25-218J	Andrea Chiba	Student Showcase judge	5/31/25 - 5/31/25	\$0.00
25-219J	Nagaranjan Akshay	Student Showcase judge	5/31/25 - 5/31/25	\$0.00
25-220J	Beth VanBoxtel	Flower Show judge	6/11/25 - 7/5/25	\$480.00
25-221J	Tacie Lynne Hatch	Livestock judge	6/27/25 - 6/27/25	\$750.00
25-222J	Erin Coogan	Livestock judge	6/27/25 - 6/27/25	\$750.00
25-223J	Pat Wisler	Livestock judge	6/27/25 - 6/27/25	\$100.00
25-224J	Tobin Weight-Carter	Livestock judge	6/27/25 - 6/27/25	\$100.00
25-225J	Richard Pereyra	Flower Show judge	6/11/25 - 7/5/25	\$0.00
25-226J	Kathryn Keitzer	Flower Show judge	6/14/25 - 6/14/25	\$30.00
25-227J	Sharon Lowry	Flower Show judge	6/14/25 - 6/18/25	\$0.00
25-228J	Laura Crenshaw	Flower Show judge	6/14/25 - 6/14/25	\$30.00
25-229J	Carvil Veech	Flower Show judge	6/11/25 - 6/21/25	\$60.00
25-230J	Amanda Wick	Livestock judge	6/14/25 - 6/15/25	\$1,500.00
25-231J	Melissa Cefalu Magee	Livestock judge	7/2/25 - 7/3/25	\$1,000.00
25-232J	Lena Magee	Livestock judge	7/2/25 - 7/2/25	\$250.00
25-233J	John DeCarlo, Jr.	Livestock judge	6/27/25 - 6/28/25	\$1,000.00
25-234J	Donna Elkins	Livestock judge	6/14/25 - 6/15/25	\$1,500.00
25-235J	Tammi Josephson	Livestock judge	6/14/25 - 6/15/25	\$1,500.00
25-236J	Lynne Batchelor	Flower Show judge	7/2/25 - 7/2/25	\$30.00
25-237J	MargaretAnn Mary McCay	Flower Show judge	6/28/25 - 6/28/25	\$30.00
25-238J	George Speer	Flower Show judge	6/14/25 - 7/5/25	\$90.00
25-239J	Jennifer Kennedy	Flower Show judge	6/18/25 - 6/21/25	\$60.00
25-240J	Deborah Magnuson	Flower Show judge	6/18/25 - 6/25/25	\$60.00
25-241J	Sue Streeper	Flower Show judge	6/11/25 - 7/2/25	\$120.00
25-242J	Christine Allan	Flower Show judge	6/18/25 - 7/2/25	\$60.00
25-243J	Rand Allan	Flower Show judge	6/18/25 - 7/2/25	\$60.00
25-244J	Barbara Norcross	Livestock judge	6/25/25 - 6/29/25	\$2,750.00
25-245J	Linda Clark dba Roseworks	Flower Show judge	6/11/25 - 6/11/25	\$30.00

2025 San Diego County Fair Judging Agreements (continued)

Contract #	Judge	Purpose	Term	Amount
25-246J	Diana Ruiz	Flower Show judge	6/25/25 - 7/2/25	\$60.00
25-247J	Natalie Stout	Flower Show judge	6/25/25 - 6/28/25	\$60.00
25-248J	Kathleen Hider	Flower Show judge	6/28/25 - 6/28/25	\$60.00
25-249J	James N. Price	Flower Show judge	7/5/25 - 7/5/25	\$30.00
25-250J	Joan Sieber	Flower Show judge	7/5/25 - 7/5/25	\$30.00
25-251J	Alice Brown	Flower Show judge	6/21/25 - 6/28/25	\$60.00
25-252J	Elizabeth J. Basin	Flower Show judge	6/21/25 - 6/21/25	\$30.00
25-253J	Linda Clark dba Roseworks	Flower Show judge	6/14/25 - 6/14/25	\$120.00
25-254J	Audrey Greenwood	Livestock judge	6/27/25 - 6/27/25	\$1,050.00
25-255J	Virginia West	Flower Show judge	6/18/25 - 7/2/25	\$90.00
25-256J	Rachel Bradley	Livestock judge	7/2/25 - 7/2/25	\$250.00
25-257J	Tobin Weight-Carter	Livestock judge	7/5/25 - 7/5/25	\$100.00

Revenue Contracts Executed per Delegated Authority
2025 San Diego County Fair Commercial Vendor Agreements

Contract #	Vendor	Product Category	Rental Fee
25-1236	The Caricature Entertainment	Caricatures	\$3,050.00
25-1241	Happy Cheeks Face Painting	Happy Cheeks Face Painting	\$3,500.00
25-1242	Sunny West	Clothing	\$5,797.50
25-1243	Yurivilca's Made	Clothing	\$9,510.00
25-1244	Wimsico	Jewelry	\$8,240.00
25-1245	ELAUN	Clothing	\$8,450.00
25-1246	Fay Brothers Inc dba Granite Transformations	Home Improvement	\$4,385.00
25-1247	Ocean Sales Ltd.	Cookware	\$8,295.00
25-1248	Rosemary and Sage	Jewelry	\$4,880.00
25-1249	Visions Bedrooms & Swings	Visions Bedrooms & Swings	\$8,240.00
25-1250	JCD Enterprises	Butterflies	\$11,100.00

2025 San Diego County Fair Commercial Vendor Agreements (continued)

Contract #	Vendor	Product Category	Rental Fee
25-1253	Child Evangelism Fellowship	Bible Stories	\$3,150.00
25-1254	Crystal Psychic Reader	Crystal Psychic Reader	\$3,610.00
25-1255	Happy Day Pony Ride	Happy Day Pony Ride	\$34,440.00
25-1256	West Coast Innovations Int'l	Garlic Grater	\$8,805.00
25-1257	Refreshed Enterprise	Hat Cleaner	\$8,290.00
25-1258	Refreshed Enterprise	Shoe Cleaner	\$3,915.00
25-1259	International Gift	International Gift	\$3,915.00
25-1260	F & R Body Art	Tattoo	\$13,000.00
25-1261	O'Ryan LLC	Sunglasses	\$2,110.00
25-1262	Puzzle Light Co.	Novelty	\$3,770.00
25-1263	O'Shun's Orchard LLC	Honey	\$3,050.00
25-1264	Ultra Dzolik	Cork Hats	\$9,435.00
25-1265	Florida's Best Inc.	Florida's Best Inc.	\$11,340.00
25-1266	TLM International Inc	Mobility Scooter	\$4,430.00
25-1269	Yambala Designs	Jewelry	\$3,470.00
25-1270	3P Enterprise	Jewelry	\$8,795.00
25-1271	Rama Handicraft	Handmade Products	\$4,835.00
25-1273	Avalon Scott	Avalon Scott	\$3,050.00
25-1274	Branch and Vine	Olive Oil	\$5,365.00
25-1275	M & E SALES	Patio Solutions	\$8,300.00
25-1276	AH Studio	Jewelry	\$3,050.00
25-1281	Hortencia Purses	Novelty	\$5,300.00
25-1282	Hortencia Purses	Novelty	\$5,797.50
25-1283	OG Images	Photos	\$6,050.00
25-1284	Farm Fresh To You	Farm Fresh To You	\$1,000.00
25-1286	Switch Your Fixture, INC. dba Trimlight of SB	Home Improvement	\$8,200.00
25-1287	BBrews LLC	Airbrush	\$3,678.00
25-1289	MCS Jewelry	MCS Jewelry	\$5,847.50
25-1290	Amahu LLC	Skin Care	\$3,060.00

2025 San Diego County Fair Concessions Agreements			
Contract #	Vendor	Main Menu Item	Commission Rate
25-1278	Fun Biz Concessions Inc.	Between the Buns	25%
25-1285	Refreshed Enterprise	Licorice ropes	25%
25-1288	B and E Concessions LLC	Photo booths	25%

Event Agreements				
Contract #	Entertainer / Agency	Event Name	Term	Rental Fee
26-1084	SB HUB, Inc	The Art of Banksy	1/15/26 - 4/29/26	\$96,000.00
26-1093	Jiu Jitsu World League, LLC	Jiu Jitsu Tournament	3/27/26 - 3/29/26	\$11,160.00
26-1094	Villain Arts, Inc	Tattoo Arts Festival	2/11/26 - 2/16/26	\$16,020.00
26-1237	Gem Faire	Gem Faire	1/6/26 - 1/12/26	\$13,470.00
26-1238	Gem Faire	Gem Faire	2/24/26 - 3/2/26	\$14,910.00
26-1239	Jurassic Quest Holdings, LLC	Dinosaur Exhibit	1/14/26 - 1/20/26	\$39,320.00
26-1240	Goodguys Rod & Custom, Inc	Del Mar Custom Hot Rod Show	4/7/26 - 4/13/26	\$70,830.00
26-1253	TC's Rockets	Collections, Comic Book & Toy Show	3/12/26 - 3/15/26	\$9,940.00
26-1267	Koi Club of San Diego	Koi Show	3/5/26 - 3/8/26	\$8,980.00
26-1277	Plumbing Heating Cooling Contractors	PHCC Trade Show	1/29/26 - 1/31/26	\$8,980.00
26-1280	Del Mar Trade Shows, Inc	Del Mar Electronics Trade Show	4/20/26 - 4/23/26	\$27,340.00
26-1291	Westward Expos	Home Show	4/22/26 - 4/27/26	\$10,680.00
26-1292	Happy Shows, Inc	Bridal Bazaar	4/24/26 - 4/27/26	\$8,980.00

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-030

GL ACCOUNT NUMBER (If Applicable)

600100-30

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

Finest City Entertainment

2. The term of this Agreement is:

START DATE

May 15, 2025

THROUGH END DATE

June 30, 2025

3. The maximum amount of this Agreement is:

\$5,000.00

Five 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	4
Exhibit B	Budget Detail and Payment Provisions	1
Exhibit C*	General Terms and Conditions (February 2025)	5
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.)

Finest City Entertainment

CONTRACTOR BUSINESS ADDRESS

7540 Metropolitan Drive, Suite 111

CITY

San Diego

STATE

CA

ZIP

92108

PRINTED NAME OF PERSON SIGNING

Lindsay Scroggins

TITLE

Managing Director

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

EXHIBIT A SCOPE OF WORK

1. SERVICES OVERVIEW

- A. Finest City Entertainment, hereinafter referred to as the Contractor, agrees to provide to the 22nd District Agricultural Association / Del Mar Fairgrounds, hereinafter referred to as the District, with services as described herein:

In coordination with District's Marketing Director, Contractor will provide audio/video production services and associated pre- and post-event short form promotional videos for the Fair-tastic Food Competition.

- B. Post-production services shall be performed primarily at the Contractors' place of business, however Contractor will be required to shoot video on site at the Del Mar Fairgrounds, 2260 Jimmy Durante Boulevard, Del Mar, CA, 92014 and may be required to attend pre-production planning meetings.
- C. The services shall be provided beginning May 15, 2025 through June 30, 2025.
- D. The Project Representatives during the term of this Agreement will be:

22 nd District Agricultural Association	Finest City Productions
Names: Jennifer Hellman, Marketing Director	Name: Lindsay Scoggins, Managing Director
Address: 2260 Jimmy Durante Boulevard Del Mar, CA 92014	Address: 7540 Metropolitan Drive San Diego, CA 92108
Phone: 858-792-4227	Phone: 760-672-3403
e-mail: jhellman@sdfair.com	e-mail: lindsay@finestcityentertainment.com

The parties may change their Project Representative upon providing ten (10) business days written notice to the other party. Said changes shall not require an Amendment to this Agreement.

2. WORK TO BE PERFORMED

A. Tasks

Task 1 – Project Management and Administration

The Contractor shall be responsible for the performance of tasks, and for the preparation of deliverables as specified in the attached estimates.

- 1.1 Contractor shall provide all technical and administrative services as needed for Agreement completion, including monitoring, supervising, and reviewing all work performed. In addition, the Contractor shall coordinate budgeting and scheduling to ensure that the Agreement is completed within budget, on schedule, and in accordance with approved procedures, applicable laws, and regulations throughout Agreement term.
- 2.2 Contractor shall ensure that the Agreement requirements are met through completion of weekly progress reports submitted to the District, and through regular

EXHIBIT A SCOPE OF WORK

communication with the District. The progress reports shall describe activities undertaken and accomplishments of each task, milestones achieved, and any problems encountered in the performance of the work under this Agreement.

- 2.3 Incorporating footage and work previously recorded and completed in 2024 by Contractor, as well as footage obtained during the 2025 San Diego County Fair, contractor shall be responsible for providing full production and post-production services for b-roll, and sizzle videos as outlined on the attached estimate.

B. Deliverables

1. Not later than June 2, 2025, the Contractor shall provide pre-event video using footage from 2024 Fair-tastic event.
2. On June 13, 2025, Contractor will provide full production crew and equipment noted on estimate including camera operator(s) and all equipment for live coverage and recording of the Fair-tastic Food Competition.
3. Not later than June 18, 2025, the Contractor shall provide post-event video featuring footage captured at the 2025 Fair-tastic competition on June 13.
4. Not later than June 30, 2025, the Contractor shall provide full event recording on external drive or through cloud-based download service.
5. Deliverables shall not be considered final until accepted and approved by the District.

3. DISTRICT RESPONSIBILITIES

- A. To ensure execution of the items detailed in Section 2, District shall be responsible for the following:
 - Coordinating Fair-tastic Food Competition event and stage production.
 - Coordinating ingress, egress and access to all locations necessary for contractor to execute production.
 - Providing any feedback, direction, and edits to Contractor in a timely manner.
 - Providing an overview of the 2025 San Diego County Fair Fair-tastic Food Competition events and activities.
 - Provide support graphics for use in live stage production and produced videos.



SAN DIEGO
COLLEGE OF
CONTINUING EDUCATION
FOUNDATION



Agreement Number: 25-032

**EMPLOYEE
TRAINING
INSTITUTE**

EDUCATION AND TRAINING SERVICE CONTRACT

By and Between

**THE SAN DIEGO COLLEGE OF CONTINUING EDUCATION
FOUNDATION
EMPLOYEE TRAINING INSTITUTE**

4343 Ocean View Blvd
San Diego, California 92113
Phone (858) 231-9933

AND

**22nd District Agricultural Association /
Del Mar Fairgrounds**

2260 Jimmy Durante Blvd
Del Mar, CA. 92014

www.delmarfairgrounds.com

May 2025



SAN DIEGO
COLLEGE OF
CONTINUING EDUCATION
FOUNDATION



**EMPLOYEE
TRAINING
INSTITUTE**

The Employee Training Institute, under the auspices of the San Diego College of Continuing Education Foundation, proposes to offer the services described herein to 22nd District Agricultural Association / Del Mar Fairgrounds.

UPON EXECUTION, this PROPOSAL shall constitute an AGREEMENT, entered into by and between 22nd District Agricultural Association / Del Mar Fairgrounds and the San Diego Continuing Education Foundation (SDCCEF) to be delivered through the Employee Training Institute (ETi).

WITNESSETH:

WHEREAS, the San Diego Community College District Board of Trustees has established ETi, to approve and conduct, under the auspices of the SDCCEF, not-for-credit contract education programs and services.

WHEREAS 22nd District Agricultural Association / Del Mar Fairgrounds has requested of the SDCCEF, through ETi, implementation of a training program consisting of "Civilian Traffic Control" to be delivered at a training facility provided by 22nd District Agricultural Association / Del Mar Fairgrounds and located in Del Mar, California.

NOW THEREFORE the following PROPOSAL FOR EDUCATION and TRAINING SERVICES submitted to 22nd District Agricultural Association / Del Mar Fairgrounds for consideration:

ITEM ONE:
SCOPE OF SERVICES

- 1.1 The Employee Training Institute will deliver three (3) training session of Civilian Traffic Control, to 22nd District Agricultural Association / Del Mar Fairgrounds employees, as follows:
 - 1.1.1. This course will be offered as a not-for-credit workshop to any 22nd District Agricultural Association / Del Mar Fairgrounds employee identified for training in Civilian Traffic Control for the purposes of enhancing occupational effectiveness and obtaining certification.
- 1.2 Such instruction shall be available to all employees, hereinafter also referred to as "trainees" designated by 22nd District Agricultural Association / Del Mar Fairgrounds. One course can accommodate up to a maximum of twenty (20) trainees.
- 1.3 The training shall be offered for a total of four (4) hours, to be conducted on the following date and times:

DATE	TIME	TOPIC
Saturday, May 31, 2025	8:00am to 12:00pm 1:00pm to 5:00pm	Civilian Traffic Control
Sunday, June 1, 2025	8:00am to 12:00pm	Civilian Traffic Control



- 1.4 ETi will oversee all services for instruction, workshop development and delivery.
- 1.5 ETi shall provide training materials and the **trainees must bring their own flashlight and whistle.**
- 1.6 22nd District Agricultural Association / Del Mar Fairgrounds shall appoint one (1) representative to act as a liaison between 22nd District Agricultural Association / Del Mar Fairgrounds and the instructor, Roger Hillard, for the purpose of facilitating training delivery.
- 1.7 22nd District Agricultural Association / Del Mar Fairgrounds agrees to submit a participant roster(s), (last name, first name) (5) working days prior or and up to five (5) working days after the onset of training.
- 1.8 22nd District Agricultural Association / Del Mar Fairgrounds may require additional trainings during this proposal period (May 2025-December 2025). The cost will be at the same rate as stated in 4.1.

ITEM TWO:
CANCELLATION AND NOTICES

- 2.1 In the event that the instructor is unavailable to meet with a group as scheduled, ETi may offer to substitute a similarly qualified instructor, subject to the approval of 22nd District Agricultural Association / Del Mar Fairgrounds. If a substitute cannot be provided, the training session will be rescheduled.
- 2.2 Either party, with or without cause, may terminate this agreement by the tendering of written notice of intent to terminate services. Notices shall be mailed to the addresses earlier noted, and will be considered to be effective as of delivery to any U.S. Postal Service depository. Cancellation must include a ten-day Notice of Intent.
 - 2.2.1 If 22nd District Agricultural Association / Del Mar Fairgrounds fails to properly notify ETi of cancellation, ETi reserves the right to charge a service fee equal to 20% of the total contract amount for services being cancelled.
- 2.3 Upon cancellation, all contract services and fees shall be pro-rated for actual delivery through termination date, and may include training development activities conducted prior to the commencement of the program. Such fees will be due and payable upon termination.
- 2.4 ETi expressly prohibits client videotaping or reproduction of instruction in any other media or format.



ITEM THREE:
TERM OF AGREEMENT

- 3.1 All terms specified in this agreement are valid up to 30 days from the date of issuance. Once executed, this agreement shall remain in effect from the date of execution below through the completion of all agreements as specified by both parties, and may be modified at any time by the mutual written consent of both parties.

ITEM FOUR:
CONSIDERATION

- 4.1 This proposal is valid for the three (3) training sessions on May 31, 2025 (2) and June 1, 2025 (1), for a total of **Seven Thousand Six Hundred and Fifty Dollars (\$7,650.00)**.

22nd District Agricultural Association / Del Mar Fairgrounds may require additional trainings during this proposal period (May 2025-December 2025).

The program fee proposed is as follows:

Hourly Rate \$500/hr x 12 hours= \$6,000.00
 Mileage Rate: \$50 per day x 3 days= \$150.00
 15% Admin Rate= \$900.00
 10% Indirect Costs= \$600.00

Payments shall be structured as follows:

- 4.1.1. 22nd District Agricultural Association / Del Mar Fairgrounds shall pay the entire fee for training upon invoice issued at the completion of training (June 1, 2025). Payment can be made to SDCCE Foundation, 4343 Ocean View Blvd, San Diego, CA 92113.
- 4.2.1 If invoices are not paid within 30 days of receipt, a late charge of 1.5% will be assessed.
- 4.3 Certificates of Completion will be issued upon receipt of payment.



SAN DIEGO
COLLEGE OF
CONTINUING EDUCATION
FOUNDATION



**EMPLOYEE
TRAINING
INSTITUTE**

**ITEM FIVE:
EQUAL OPPORTUNITY**

- 5.1 Neither the SDCCEF, ETi nor the Client shall discriminate against any trainee related to the Client or any trainee requesting participation in this program on the basis of ethnicity, national origin, religion, age, sex, gender identity, gender, race, color, medical condition, ancestry, sexual orientation, marital status, physical or mental disability, or because he or she is perceived to have one or more of the foregoing characteristics, or based on association with a person or group with one or more of these actual or perceived characteristics.

**ITEM SIX:
INSURANCE AND INDEMNITY**

- 6.1 22nd District Agricultural Association / Del Mar Fairgrounds shall carry comprehensive general liability and Workman's Compensation Insurance (\$1,000,000 aggregate) sufficient to indemnify the trainees for the duration of this agreement.
- 6.2 The San Diego College of Continuing Education Foundation shall carry public liability and its usual Workman's Compensation coverage for employees and all other representatives of the SDCCEF who are performing services under this contract, to be in effect for the duration of this agreement.
- 6.3 22nd District Agricultural Association / Del Mar Fairgrounds agrees to indemnify and hold harmless the SDCCEF, its representatives, officers, directors, and employees from and against all liability, loss or claim of injury to persons or damage to property (including reasonable attorney's fees) arising out of the performance of this agreement, providing the injury to persons or damage to property is due to the negligence of 22nd District Agricultural Association / Del Mar Fairgrounds or its respective associates or agents.
- 6.4 The SDCCEF agrees to indemnify and hold harmless the 22nd District Agricultural Association / Del Mar Fairgrounds, its representatives, officers, directors, and employees from and against all liability, loss or claim of injury to persons or damage to property (including reasonable attorney's fees) arising out of the performance of this agreement, providing the injury to persons or damage to property is due to the negligence of The SDCCEF or its respective associates or agents.



ITEM SEVEN:
ENTIRE AGREEMENT

7.1 This PROPOSAL FOR EDUCATION and TRAINING SERVICES, when executed below shall constitute the entire agreement between the parties. Both parties must agree to changes to any of the terms or conditions noted in above sections in writing.

7.2 This agreement and subsequent agreements shall be governed and construed pursuant to the Laws of the State of California.

IN WITNESS WHEREOF, the SDCCEF and 22nd District Agricultural Association / Del Mar Fairgrounds have caused this PROPOSAL for Professional Services to become an AGREEMENT for Professional Services:

22nd District Agricultural Association/
Del Mar Fairgrounds
2260 Jimmy Durante Blvd.
Del Mar, CA 92014

Employee Training Institute
through the
SDCCE Foundation
4343 Ocean View Blvd.
San Diego, CA 92113

By: _____
Carlene Moore, CEO

By: _____
Corine Doughty, ETi Director

Date: _____

Date: _____

By: _____
Dr. Tami Foy
Foundation CEO/Executive Director

Date: _____

A FULLY EXECUTED COPY OF THIS AGREEMENT WILL BE ON FILE AT THE SAN DIEGO COLLEGE OF CONTINUING EDUCATION FOUNDATION BUSINESS OFFICE AND AVAILABLE UPON REQUEST

The Employee Training Institute, a division of the San Diego Continuing Education Foundation is a 501 c (3) organization under the Internal Revenue Code.
Federal Identification Number 26-3305140

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-033

GL ACCOUNT NUMBER (If Applicable)

600100-10

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

Rudi Stockalper Fertilizer Services, Inc.

2. The term of this Agreement is:

START DATE

June 2, 2025

THROUGH END DATE

July 15, 2025

3. The maximum amount of this Agreement is:

NTE \$16,000.00

Sixteen 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 B	Budget Detail and Payment Provisions	2
Exhibit C*	General Terms and Conditions (February 2025)	5
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.)

Rudi Stockalper Fertilizer Services, Inc.

CONTRACTOR BUSINESS ADDRESS

PO Box 833

CITY

Ramona

STATE

CA

ZIP

92065

PRINTED NAME OF PERSON SIGNING

Debora Hogervorst

TITLE

Chief Financial Officer

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

EXHIBIT A
SCOPE OF WORK

Rudi Stockalper Fertilizer Service, Inc.
Agreement Number: 25-033
Page 1 of 2

I. SERVICES OVERVIEW

- A. Rudi Stockalper Fertilizer Service, Inc., hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide pick-up, hauling and recycling of wood shavings utilized in District Barn and Livestock Areas, at the Del Mar Fairgrounds, June 2 through July 15, 2025.
- C. Services shall be performed at the District, located at 2260 Jimmy Durante Boulevard, Del Mar, California 92014.
- D. The project representatives during the term of this Agreement will be:

District		Contractor	
Name:	Mary Martineau	Name:	Debra Hogervorst
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	P.O. Box 833 Ramona, California 92065
Phone:	(858) 792-4247	Phone:	(760) 801-5778
Email:	<u>mmartineau@sdfair.com</u>	Email:	<u>rsfsinc@gmail.com</u>

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide pick-up, hauling and recycling of wood shavings utilized in horse stalls, at the Del Mar Fairgrounds, June 2 through July 15, 2025.
- B. Contractor shall provide all materials, labor and equipment necessary for a turn-key service.
- C. Contractor shall provide, at minimum, two (2) roll-off 40 cubic yard dumpsters for waste removal to leave onsite at the District.
- D. Contractor shall provide hauling service to remove and replace dumpsters, as needed, throughout the service.
- E. Contractor shall provide the service three (3) times per week, unless notified by the District that additional pick-up(s) are required.
1. Contractor shall provide services within forty-eight (48) hours after the close of each horse show, and on an as-needed basis.
 2. Contractor shall provide pick-up services on the days and within the timeframes set forth by the District.
- F. Contractor shall provide pick-up services on scheduled days between the following hours:

EXHIBIT A
SCOPE OF WORK

Rudi Stockalper Fertilizer Service, Inc.
Agreement Number: 25-033
Page 2 of 2

1. Wednesday through Sunday: 7:00 a.m. and 10:00 a.m.
 2. Monday and Tuesday: 9:00 a.m. and 3:00 p.m.
- G. Contractor shall dispose of all generated waste in accordance with State and local laws and regulations.
- H. Contractor must maintain all required certifications and/or licenses required by the State and/or local authorities to handle, haul and recycle wood shavings.
- I. Contractor agrees that all removed materials must be taken to an appropriate facility for recycling and not disposed of or taken to a landfill. Any legal action, cost or fine as a result of improper disposal, transport or handling of the shavings, by Contractor, shall be the sole responsibility of Contractor.

III. DISTRICT RESPONSIBILITIES

- A. District personnel shall fill Contractor-delivered dumpsters, with wood shavings material, in preparation for pick-up.
- B. District shall use reasonable efforts to ensure that the compost is free of hay, straw, weeds and trash.
- C. District shall provide schedule to Contractor upon contract execution.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-034

GL ACCOUNT NUMBER (If Applicable)

600100-02

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

Tiffinie Macias

2. The term of this Agreement is:

START DATE

June 7, 2025

THROUGH END DATE

July 7, 2025

3. The maximum amount of this Agreement is:

\$10,000.00

Ten 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 B	Budget Detail and Payment Provisions	1
Exhibit C*	General Terms and Conditions (February 2025)	5
Exhibit D	Special Terms & Conditions	5
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.)

Tiffinie Macias

CONTRACTOR BUSINESS ADDRESS

301 Morongo Drive

CITY

Imperial

STATE

CA

ZIP

92251

PRINTED NAME OF PERSON SIGNING

Tiffnie Macias

TITLE

Owner

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

EXHIBIT A SCOPE OF WORK

1. SERVICES OVERVIEW

- A. Tiffinie Macias (hereinafter referred to as the Contractor) agrees to provide to the 22nd District Agricultural Association ("District")/ Del Mar Fairgrounds ("Fairgrounds") with services as described herein: The Contractor shall assist in auditing concessionaires' sales activity during the 2025 Fair at 22nd District Agricultural Association (22nd DAA).
- B. The services shall be performed at the Del Mar Fairgrounds, located at 2260 Jimmy Durante Boulevard, Del Mar, CA 92014.
- C. The services shall be provided during June 7th 2025 and July 7th, 2025 .
- D. Contractor is considered an independent contractor for the purposes of this Agreement and is not an employee of the District. Contractor is an employee of the 45th District Agricultural Association (DAA). Per Public Contract Code §10413, Contractor may enter into this agreement with the District, and Contractor must secure approval from their supervisor at the 45th DAA per their Incompatible Activities Policy.
- E. The Project Representatives during the term of this Agreement will be:

22nd District Agricultural Association	Tiffinie Macias
Name: Michael Sadegh	Name: Tiffinie Macias
Address: 2260 Jimmy Durante Boulevard Del Mar, CA 92014	Address: 301 Morongo Drive Imperial, CA 92251
Phone: 858-792-4201	Phone: 760-498-7153
e-mail: msadegh@sdfair.com	e-mail: Tiffinie@ivfairgrounds.com

The parties may change their Project Representative upon providing ten (10) business days written notice to the other party. Said changes shall not require an Amendment to this Agreement.

2. WORK TO BE PERFORMED:

- A. At the direction and to the satisfaction of District Management, the Contractor shall be responsible for coordinating the San Diego County Fair audit of the concessionaires.
- B. Contractor, as Coordinator of the concession audit, will assume responsibility for providing and maintaining the following:
- Conducting cash register tagging and validation prior the start of the San Diego County Fair
 - Entering daily concessionaire sales reports in the Rent Calculator workbook
 - Conducting cash register sales audits, cash register tapes audits, and field audits to review sales data and detect errors and inaccuracies

EXHIBIT A
SCOPE OF WORK

- Auditing concession sales daily POS transactions and ensuring accurate record of sales, tender types, and other related activity
 - Validating daily sales reports and monitoring variances
 - Coordinate with concessionaires to collect mid-fair rent payment, and perform a final settlement to collect final rent payment on July 6th and/or 7th
 - Collecting data to detect deficient controls, duplicate effort, fraud, or non-compliance with policies and procedures
 - Assisting in problem solving, researching, investigating, and resolving discrepancies or issues
 - Preparing detailed reports on audit findings
 - Ensuring policies, mechanisms, and guidelines around sales and revenue comply with industry practice and regulatory standards
 - Performing other related duties as assigned or requested when needed
- C. The contractor is required to be on site for the event.
- D. The District will provide computer equipment, workspace, and internet as necessary to perform tasks.
- E. The District will provide a rented trailer for accommodation throughout the term of the agreement. (Estimated value of accommodation is \$4,000).
- F. Travel expenses shall not be included in any of the above, the District will not reimburse for any travel-related costs.
- G. District shall provide all necessary credentials such as parking access and badges.
- H. District agrees to waive the Insurance Requirements per Exhibit D-1 Insurance Requirements for the purposes of this Agreement.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-037

GL ACCOUNT NUMBER (If Applicable)

600100-10

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

Paul Davis Restoration of North County San Diego

2. The term of this Agreement is:

START DATE

June 9, 2025

THROUGH END DATE

June 27, 2025

3. The maximum amount of this Agreement is:

\$10,326.05**Ten Thousand Three Hundred Twenty Six Dollars and Five 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	7
Exhibit B	Budget Detail and Payment Provisions	1
Exhibit C*	General Terms and Conditions (February 2025)	5
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.)

Paul Davis Restoration of North County San Diego

CONTRACTOR BUSINESS ADDRESS

1125 Linda Vista Dr.

CITY

San Marcos

STATE

CA

ZIP

92078

PRINTED NAME OF PERSON SIGNING

Reuben Spilkin

TITLE

General Manager

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

**EXHIBIT A
SCOPE OF WORK**

1. SERVICES OVERVIEW

- A. Paul Davis Restoration of North County San Diego, hereinafter referred to as the Contractor, agrees to provide to the 22nd District Agricultural Association / Del Mar Fairgrounds, hereinafter referred to as District, with services as described herein:

Contractor shall provide remediation services on the Del Mar Fire Station including Cat 3 Mold clean, full building topical remediation, sanitizing and micro-cleaning of all rooms, sanitization of attic space, sanitization of crawlspace, demolition of drywall and floor sections in the shower/toilet on D side of building, and installation of airscrubbers and sanitization of full building by fogger. Please reference the attached Scope of Work for the full breakdown of services.

- B. The Project Representatives during the term of this Agreement will be:

22 nd District Agricultural Association	Paul Davis Restoration of North County San Diego
Name: Brad Mason, Facilities Director	Name: Reuben Spilkin, General Manager
Address: 2260 Jimmy Durante Boulevard Del Mar, CA 92014	Address: 1125 Linda Vista Dr. San Marcos, CA 92078
Phone: 858-792-4285	Phone: 760-840-9081
e-mail: bmason@sdfair.com	e-mail: reuben.spilkin@pauldavis.com

The parties may change their Project Representative upon providing ten (10) business days written notice to the other party. Said changes shall not require an Amendment to this Agreement.

2. WORK TO BE PERFORMED:**A. Tasks and Deliverables**

- a. The following Scope of Work provided by Contractor is incorporated into this Agreement and provides a breakdown of all tasks and deliverables.

Client: DEL MAR FAIRGROUND
Property: 2200 Jimmy Durante Blvd
Del Mar, CA 92014

Home: (858) 864-3144

Operator: REUBEN.S

Estimator: Reuben Spilkin
Company: Paul Davis Restoration of North County San Diego
Business: 1125 Linda Vista Dr
San Marcos, CA 92078

Business: (760) 840-9081
E-mail: reuben.spilkin@pauldavis.
com

Type of Estimate:

Date Entered: 4/21/2025

Date Assigned:

Price List: CASD8X_MAR25

Labor Efficiency: Restoration/Service/Remodel

Estimate: DMFIREMLD

Cat 3 Mold clean. Full building topical remediation. All rooms sanitize and microclean. Sanitize attic space.
Sanitize crawlspace. Demo sections of drywall and floor for Shower/toilet on D side of building. Install airscrubbers and sanitize
fogger full building

DMFIREMLD

Main Level

Main Level

DESCRIPTION	QTY
1. Disinfect building - fog / spray - Attic Space	600.00 SF
2. Disinfect building - fog / spray - Crawl Space	600.00 SF
59. Cleaning Technician - per hour	12.00 HR
Content wipe down with anti microbial	

Open Area

Height: 8'

DESCRIPTION	QTY
3. Disinfect building - fog / spray - per SF	487.85 SF

Elevated Kitchen

Height: 8'

DESCRIPTION	QTY
4. Negative air fan/Air scrubber (24 hr period) - No monit.	3.00 DA
5. Dehumidifier (per 24 hr period)- up to 69 ppd- No monitor.	3.00 EA
6. Containment Barrier/Airlock/Decon. Chamber	141.00 SF
7. Peel & seal zipper	2.00 EA
8. Containment Barrier - tension post (per day)	6.00 DA
9. Clean more than the walls and ceiling	621.22 SF
10. HEPA Vacuuming - Detailed - (PER SF)	621.22 SF
11. Disinfect building - fog / spray - per SF	150.39 SF

Elevated Shwr/toilet

Height: 8'

DESCRIPTION	QTY
12. Dehumidifier (per 24 hr period)- up to 69 ppd- No monitor.	3.00 EA
13. Air mover (per 24 hour period) - No monitoring	6.00 EA
14. Negative air fan/Air scrubber (24 hr period) - No monit.	3.00 DA
15. Containment Barrier/Airlock/Decon. Chamber	30.00 SF
16. Peel & seal zipper	1.00 EA
17. Tear out wet drywall, cleanup, bag - Cat 3	25.00 SF
18. Toilet - Detach	1.00 EA
19. Apply anti-microbial agent to the surface area	25.00 SF
20. Clean stud wall - Heavy	25.00 SF
21. Clean the floor	57.69 SF
22. Clean part of the walls and ceiling	287.36 SF

CONTINUED - Elevated Shwr/toilet

DESCRIPTION	QTY
23. HEPA Vacuuming - Detailed - (PER SF)	370.06 SF
24. Tear out non-salv vinyl, cut & bag - Category 3 water	57.69 SF
25. Disinfect building - fog / spray - per SF	57.69 SF

Office 2	Height: 8'
DESCRIPTION	QTY
26. Disinfect building - fog / spray - per SF	186.27 SF

Office 1	Height: 8'
DESCRIPTION	QTY
27. Disinfect building - fog / spray - per SF	147.05 SF

front hall	Height: 8'
DESCRIPTION	QTY
28. Disinfect building - fog / spray - per SF	65.10 SF

office3	Height: 8'
DESCRIPTION	QTY
29. Disinfect building - fog / spray - per SF	81.38 SF

Hall 1	Height: 8'
DESCRIPTION	QTY
30. Disinfect building - fog / spray - per SF	113.12 SF

Elevated R1	Height: 8'
DESCRIPTION	QTY
31. Disinfect building - fog / spray - per SF	50.11 SF

Elevated R2

Height: 8'

DESCRIPTION

QTY

32. Disinfect building - fog / spray - per SF

63.99 SF

Bedroom 2

Height: 8'

DESCRIPTION

QTY

33. Containment Barrier/Airlock/Decon. Chamber

30.00 SF

34. Negative air fan/Air scrubber (24 hr period) - No monit.

3.00 DA

35. Dehumidifier (per 24 hr period)- up to 69 ppd- No monitor.

3.00 EA

36. Peel & seal zipper

1.00 EA

37. Clean more than the walls and ceiling

446.39 SF

38. HEPA Vacuuming - Detailed - (PER SF)

446.39 SF

39. Disinfect building - fog / spray - per SF

79.86 SF

Bedroom 1

Height: 8'

DESCRIPTION

QTY

40. Containment Barrier/Airlock/Decon. Chamber

30.00 SF

41. Negative air fan/Air scrubber (24 hr period) - No monit.

3.00 DA

42. Dehumidifier (per 24 hr period)- up to 69 ppd- No monitor.

3.00 EA

43. Peel & seal zipper

1.00 EA

44. Clean more than the walls and ceiling

365.22 SF

45. HEPA Vacuuming - Detailed - (PER SF)

365.22 SF

53. Disinfect building - fog / spray - per SF

59.28 SF

General Items

DESCRIPTION

QTY

47. Haul debris - per pickup truck load - including dump fees

1.00 EA

54. Equipment setup, take down, and monitoring (hourly charge)
3 trips

4.50 HR

55. Add for HEPA filter (for canister/backpack vacuums)

1.00 EA

56. Add for HEPA filter (for negative air exhaust fan)

2.00 EA

4 filters 50% usage

57. Respirator - Full face - multi-purpose resp. (per day)

3.00 DA

58. Add for personal protective equipment (hazardous cleanup)

3.00 EA

Grand Total

\$10,326.05

Reuben Spilkin

Grand Total Areas:

4,500.89	SF Walls	1,560.62	SF Ceiling	6,061.51	SF Walls and Ceiling
1,542.09	SF Floor	171.34	SY Flooring	556.83	LF Floor Perimeter
0.00	SF Long Wall	0.00	SF Short Wall	591.50	LF Ceil. Perimeter
1,542.09	Floor Area	1,696.03	Total Area	4,543.56	Interior Wall Area
1,921.50	Exterior Wall Area	213.50	Exterior Perimeter of Walls		
0.00	Surface Area	0.00	Number of Squares	0.00	Total Perimeter Length
0.00	Total Ridge Length	0.00	Total Hip Length		

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-038

GL ACCOUNT NUMBER (If Applicable)

600100-30

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

We Are Kingdom Pro

2. The term of this Agreement is:

START DATE

June 18, 2025

THROUGH END DATE

August 15, 2025

3. The maximum amount of this Agreement is:

\$10,000

Ten 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	4
Exhibit B	Budget Detail and Payment Provisions	1
Exhibit C*	General Terms and Conditions (February 2025)	5
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.)

We Are Kingdom Pro

CONTRACTOR BUSINESS ADDRESS

7258 Margerum Ave

CITY

San Diego

STATE

CA

ZIP

92120

PRINTED NAME OF PERSON SIGNING

Mike Clark

TITLE

Owner

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

EXHIBIT A SCOPE OF WORK

1. SERVICES OVERVIEW

- A. We Are Kingdom Pro, hereinafter referred to as the Contractor, agrees to provide to the 22nd District Agricultural Association / Del Mar Fairgrounds, hereinafter referred to as the District, with services as described herein:

In coordination with District's Marketing Director, Contractor will produce videos that are key to marketing campaigns for the San Diego County Fair. Services include, but are not limited to, completion of the production of various promotional videos and b-roll for the San Diego County Fair.

- B. The videography services shall be performed at the Del Mar Fairgrounds, 2260 Jimmy Durante Boulevard, Del Mar, CA, 92014 and the post production editing services shall be primarily performed at the Contractors' place of business.
- C. The videography services shall be provided beginning June 18, 2025, and as needed through the 2025 San Diego County Fair, which runs through July 11, 2025. Post production will be completed by August 15, 2025.
- D. The Project Representatives during the term of this Agreement will be:

22 nd District Agricultural Association	We Are Kingdom Pro
Names: Jennifer Hellman	Name: Mike Clark
Address: 2260 Jimmy Durante Boulevard Del Mar, CA 92014	Address: 7258 Margerum Ave San Diego, CA 92120
Phone: 858-792-4227	Phone: 619.729.5049
e-mail: jhellman@sdfair.com	e-mail: mike@wearekingdompro.com

The parties may change their Project Representative upon providing ten (10) business days written notice to the other party. Said changes shall not require an Amendment to this Agreement.

- E. All raw and edited footage will be owned by the 22nd DAA with full rights for promotional use across digital and traditional platforms.

2. WORK TO BE PERFORMED

A. Tasks

Task 1 – Fair Overview Videos

Deliverables will capture the vibrancy, diversity, and unique setting of the Fair through both aerial and ground-level footage. Special attention will be given to highlighting the seaside location and dynamic range of daytime, sunset, and evening activity.

EXHIBIT A SCOPE OF WORK

Deliverables to include:

1. **2-4 Days of on-site Videography**
2. **Sizzle Reel Production**
 - Two final sizzle reels formatted in both 9:16 and 16:9 aspect ratios.
3. **Drone Video Footage**
 - Aerial footage capturing key Fairground areas:
 - Carnival
 - Main Avenue
 - Infield / Family Funville
 - Grandstand Stage
 - Paddock Stage
 - Emphasis on the seaside location
 - Footage to include: daytime, sunset, and evening shots
4. **Ground-Level Video Footage**
 - Comprehensive coverage of the following areas:
 - **Exhibits:**
 - Design in Wood
 - Fine Art
 - Flower & Garden
 - Gems & Minerals
 - Home Arts & Hobbies
 - Photography
 - Student Showcase
 - Farm 2U
 - Fairview Farm
 - **Livestock:**
 - Grand Champion Drive
 - Junior Livestock Auction
 - Livestock Barn
 - **Entertainment:**
 - Grandstand
 - Paddock
 - Avenue
 - O'Brien
 - **Animals:**
 - Stunt Dogs
 - Swifty Swine Pig Races
 - Petting Zoo ?
 - **Attractions**
 - **Shopping:**
 - San Diego Marketplace
 - O'Brien Hall
 - Seaside Pavilion
 - Exhibit Hall
 - **Food**
 - **Rides & Games:**
 - Fun Zone

EXHIBIT A SCOPE OF WORK

- Kids Zone
- Sling Shot

5. Completed Video Content

- 2-4 minute overall b-roll highlight reel
- 10-12 short sizzle videos (single-topic), aligned with the categories above

Task 2 – 2026 Fair Theme & Promotions

Deliverables will capture the “story time” theme planned for the 2026 Fair through the inclusion of whimsical characters you can only find at the San Diego County Fair. Characters will be placed in highly identifiable Fair locations to capture footage to be used promotionally for the 2026 marketing campaign.

Deliverables to include:

1. 1-2 Days of On-site Videography

- 1-2 days of on-site video production featuring contracted talent, organized by the 22nd DAA
- Focus: 2026 San Diego County Fair Theme
- Suggested shot list to be provided by the 22nd DAA Marketing Director
- Potential talent: Mark Wilder, Jenn Hodge, Fire & Ice

2. Completed Video Content

- 1-2 minute theme tease video
- 10-12 short sizzle videos (single-topic), aligned with the categories above

3. PROGRESS REPORTS

- A. Not later than July 15, 2025, the Contractor shall provide rough cuts of all deliverables for review and approval.
- B. Not later than August 10, 2025, the Contractor shall provide final deliverables for all spots and footage through digital transfer service and/or hard drive.
- C. Not later than **30 days from the completion of the campaign**, the Contractor shall submit to the District a detailed invoice itemizing services and products provided, hours and hourly rates, and total due.
- D. The report shall not be considered final until accepted and approved by the District.

4. DISTRICT RESPONSIBILITIES

- A. To ensure execution of the items detailed in Section 2, District shall be responsible for the following:
 - Provide any feedback, direction, and edits to Contractor in a timely manner.

EXHIBIT A
SCOPE OF WORK

- Provide an overview of the 2025 San Diego County Fair events and activities and coordinate interviews and appearances of staff, entertainers, exhibitors, concessionaires, and other affiliated parties.
- Provide an overview of the 2026 San Diego County theme, shot list of ideas for theme incorporation, and execute contracts with featured talent to appear in theme-related b-roll and promotional footage.
- Coordinate ingress, egress and access to all locations necessary for production.
- Provide any graphics or branding elements required to be incorporated in promotional videos.



Agreement Number: 25-PW-02

CONSTRUCTION CONTRACT

This Agreement is entered into on June 3, 2025, by and between Seaside Heating & Air Conditioning Inc. ("Contractor"), and the 22nd District Agricultural Association, a California state institution ("District").

The District and the Contractor agree to the following:

1. **SCOPE OF WORK:** By submitting a proposal, Contractor warrants that it has made a site examination as Contractor deems necessary as to the condition of the work site and certifies all measurements, specification and conditions affecting the work to be performed at the site. Proposals are subject to acceptance by the signing of a contract and issuance of an appropriate purchase order. The District reserves the right to accept or reject any and all quotes and reserves the right to waive any informality in any quote. CONTRACTOR PROPOSES TO FURNISH LABOR AND MATERIALS IN ACCORDANCE WITH THE FOLLOWING SPECIFICATIONS:

1.1 Remove and Replace- 3 Ton Heat Pump Split System – Caballo Hall

- 1.1.1 Remove and replace an existing 3-ton heat pump split system with a new carrier M#215SAN03600A 3-ton heat pump split system.
- 1.1.2 Disconnect and reconnect refrigeration lines
- 1.1.3 Disconnect and reconnect power (low and high voltage)
- 1.1.4 Disconnect and reconnect ductwork
- 1.1.5 Condensate with new safety switch

2. **Time for Completion:** It is hereby understood and agreed that the work as outlined in this Agreement for this Remove and Replace 3 Ton Heat Pump Split System is required to be completed no later than June 10, 2025. If Contractor fails to complete the Scope of Work within the contract time, due allowance being made for the contingencies provided for in this Agreement, Contractor shall become liable to District for any and all loss and damage that District may suffer due to Contractor's failure to complete the Scope of Work within the Contract Time. Contractor shall coordinate its Scope of Work

with the work of all other contractors. District shall not be liable for delays resulting from Contractor's failure to coordinate its Scope of Work with other contractors in a manner that allows for timely completion of Contractor's Scope of Work. Contractor shall be liable for delays to other contractors caused by Contractor's failure to coordinate its Scope of Work with the work of other contractors.

3. **Payment:** The Contractor will furnish labor and materials in accordance with the terms of this Agreement for the total contract price of \$12,200. Exhibit B Budget Detail and Payment Provisions is hereof and incorporated herein by this reference and attached.
4. **Classification of Contractor's License:** Contractor hereby acknowledges that it currently holds a valid **C20**. Contractor's license(s) issued by the State of California, Contractor's State Licensing Board, in accordance with division 3, chapter 9, of the Business and Professions Code and in the classification called for in the Agreement
5. **Prevailing Wage:** Contractor and all subcontractors under Contractor shall pay all workers on the Scope of Work performed pursuant to this Agreement not less than the general prevailing wage of per diem wages and the general prevailing rate for holiday and overtime work as determined by the Director of the Department of Industrial Relations, State of California, for the type of work performed and the locality in which the work is to be performed within the District, pursuant to sections 1770 et seq. of the California Labor Code.
6. **Materials:** Contractor warrants good title to all materials, supplies and equipment installed or included in the Scope of Work. Except, as otherwise specifically stated in the Agreement, Contractor shall provide and pay for all materials, labor, tools, equipment, water, lights, powers, and transportation, superintendence, temporary construction of every nature and all other services and facilities of every nature whatsoever necessary to execute and complete this Agreement within the specified time. Unless otherwise specified, all materials shall be new and both workmanship and materials shall be of good quality. Materials shall be furnishes in ample quantities and at such times as to ensure uninterrupted progress of work. Contractor shall be entirely responsible for damage or loss by weather or other causes of materials of work under this contract.
7. **Changes and Change Orders:** Change orders may not cause the total aggregate cost of the project to exceed \$25,000 or the project will become subject to competitive bidding. The District, without invalidating the Agreement, and as provided by law, may

order extra work or make changes by altering, adding to, or deducting from work, the agreed sum being adjusted accordingly. All such work shall be subject to prevailing wage rates and shall be executed under the conditions of the original Agreement except that any claim for extension of time caused by thereby shall be adjusted at the time of order such change. In giving instructions, Contractor agrees that the District shall have authority to make minor changes in work, not involving change in cost, and not inconsistent with the purposes or approvals of the Project. Otherwise, except in emergency endangering life or property, no extra work or change shall be made unless pursuant to a written order from District, and no claim for an addition to the Agreement sum shall be valid unless so ordered.

8. Excavation Deeper than Four Feet: If this Agreement involves digging trenches or other excavations that extend deeper than four (4) feet below the surface, then all of the following apply:

- a. The Contractor shall promptly, and before the following conditions are disturbed, notify the District, in writing of any: (1) Material that the Contractor believes may be material that is hazardous waste, as defined in section 25117 of the Health and Safety Code, that is required to be removed to a Class I, Class II, or Class III disposal site in accordance with provisions of existing laws; (2) Subsurface or latent physical conditions at the site different from those indicated by information about the site made available to proposers prior to the deadline for submitting proposals; and (3) Unknown physical conditions at the site for any unusual nature, different materially from those ordinarily encountered and generally recognized as inherent in work of the character provided for in this Agreement.
- b. Upon receiving any such written notice from the Contractor, the District shall promptly investigate the conditions, and if it finds that the conditions are materially different than those conditions expected by the District, or involve hazardous waste, and cause a decrease or increase in the Contractor's cost of, or the time required for, performance of any part of the work under this Agreement, the District shall issue a change order under the procedures described in this Agreement.
- c. In the event that a dispute arises between the District and the Contractor whether the conditions are materially different than those expected by the District or if the conditions involve hazardous waste, or the conditions cause a decrease or increase in the Contractor's cost of , or time required for, performance of any part of the work, the Contract shall not be excused from any

scheduled completion date required under this Agreement, and Contractor shall proceed with all work to be performed under the Agreement. Contractor shall retain any and all rights provided either by this Agreement or by law, which pertain to the resolution of disputes and protests between the contracting parties.

9. **Exhibits:** Contract shall abide by the additional terms and conditions indicated in the following Exhibits, attached to this Agreement and incorporated and made part of this Agreement through the below references:

- a. Exhibit A: Certification of Contract and Subcontractor Division of Industrial Relations Registration
- b. Exhibit B: Budget Detail and Payment Provisions
- c. Exhibit C: General Terms and Conditions
- d. Exhibit D: Special Terms and Conditions
- e. Exhibit D1: California Fairs Services Authority Insurance Requirements
- f. Exhibit E: Preventing Storm Water Pollution

10. **Authority of Contractor's Representative:** Contractor hereby certifies that its legal representative, as identified below, has the authority to legally bind the Contractor

IN WITNESS WHEREOF, accepted and agreed on the date indicated below:

Taylor Sebring
Seaside Heating & Air Conditioning, Inc.
1359 Rocky Point Dr.
Oceanside, CA 92056
(760)643-1100

Signature

Title

Date

22nd District Agriculture Association

2260 Jimmy Durante Blvd
Del Mar, CA 92014

Signature

Carlene Moore, CEO

Title

Date

**FCO #002**

California Construction Authority
1776 Tribute Road Suite 220
Sacramento, California 95815
Phone: (916) 263-6100

Project: 022-22-124 - Del Mar The Sound Floor Infill
2260 Jimmy Durante Blvd
Del Mar, California 92014

Funding Change Order #002: Funding CO 002- The Sound Floor Infill

TO:	22nd District Agricultural Association 2260 Jimmy Durante Blvd. Del Mar, California 92014	FROM:	California Construction Authority 1776 Tribute Road, Suite 220 Sacramento, California 95815
DATE CREATED:	5/06/2025	CREATED BY:	Krystal Toledo (California Construction Authority)
CONTRACT STATUS:	Approved	REVISION:	0
DESIGNATED REVIEWER:	Kristie Riddlesperger (California Construction Authority)	REVIEWED BY:	
DUE DATE:	05/07/2025	REVIEW DATE:	05/07/2025
INVOICED DATE:		PAID DATE:	
SCHEDULE IMPACT:		EXECUTED:	No
		SIGNED CHANGE ORDER RECEIVED DATE:	
CONTRACT FOR:	1:Funding - The Sound Floor Infill	TOTAL AMOUNT:	\$174,240.90

DESCRIPTION:
CE #003 - Funding CO 001- The Sound Floor Infill

This is a Funding Agreement Change Order 002 for The Sound Floor Infill Project at the 22nd DAA Del Mar Fairgrounds in the amount of **One Hundred Seventy Four Thousand Two Hundred Forty and 90/100 (174,240.90).**

The Funding Agreement CO 002 is to allocate additional cost for added scope of modification of handrails, Inspections, CCA Fees.

All other aspects of the Original Funding Agreement will remain the same.

ATTACHMENTS:

POTENTIAL CHANGE ORDERS IN THIS CHANGE ORDER:

PCO #	Title	Schedule Impact	Amount
002	Funding CO 001- The Sound Floor Infill		\$174,240.90
Total:			\$174,240.90

CHANGE ORDER LINE ITEMS:

PCO # 002: Funding CO 001- The Sound Floor Infill

#	Budget Code	Description	Amount
1	01-100.4. CON Construction Contract.4. Construction	Construction Contract	\$145,005.00
2	01-240-10.4. CON Travel.4. Construction	Travel	\$1,450.05
3	01-110.4. CON Construction Contingency.4. Construction	Contingency	\$14,500.50
4	01-230-30.4. CON Inspections - Construction.4. Construction	Inspections	\$3,000.00
5	01-140.4. CON Construction Project Admin Fee.4. Construction	PM Fees	\$10,285.35
Grand Total:			\$174,240.90


**FCO #002**


The original (Contract Sum)	\$185,424.00
Net change by previously authorized Change Orders	\$0.00
The contract sum prior to this Change Order was	\$185,424.00
The contract sum will be increased by this Change Order in the amount of	\$174,240.90
The new contract sum including this Change Order will be	\$359,664.90
The contract time will not be changed by this Change Order.	


Initial	DS
BM	km

22nd District Agricultural Association
2260 Jimmy Durante Blvd.
Del Mar, California 92014

California Construction Authority
1776 Tribute Road, Suite 220
Sacramento, California 95815

DocuSigned by:

80DEC11CC20A4EB
SIGNATURE 5/21/2025 **DATE**

Signed by:

7B767D59C12A4EC
SIGNATURE 5/21/2025 **DATE**

DocuSigned by:

450188001A5E4AA
SIGNATURE 5/22/2025 **DATE**



California Construction Authority
1776 Tribute Road Suite 220
Sacramento, California 95815
Phone: (916) 263-6100

Funding Contract 1

Project: 022-25-889929 - Del Mar Solana Ramp Asphalt Repair
2260 Jimmy Durante Blvd
Del Mar, California 92014
Phone: 858-792-4285

Funding - Solana Ramp Asphalt Repair

FUNDING SOURCE:	22nd District Agricultural Association 2260 Jimmy Durante Blvd. Del Mar, California 92014	CONTRACTOR:	California Construction Authority 1776 Tribute Road, Suite 220 Sacramento, California 95815
ARCHITECT/ENGINEER:		DATE CREATED:	01/16/2025
CONTRACT STATUS:	Approved	CREATED BY:	Krystal Toledo (California Construction Authority)
EXECUTED:	No	DEFAULT RETAINAGE:	0.0%
		CONTRACT DATE:	03/21/2025
ESTIMATED COMPLETION DATE:	01/01/2026	ACTUAL COMPLETION DATE:	

DESCRIPTION:

This Agreement made between the 22nd DAA Del Mar Fairgrounds ("Fair") and California Construction Authority ("CCA") details the estimated funding requirements and schedule for CCA to provide Construction Management and/or Plan Review and Inspection services to Fair for the abovementioned project.

ATTACHMENTS:

TERMS:

This Funding Agreement, referred to as "Agreement" and previously known as Individual Project Agreement ("IPA"), is entered into on the Contract Date above by and between the California Construction Authority ("CCA"), a Joint Powers Authority, and the 22nd DAA Del Mar Fairgrounds ("Fair"). CCA and Fair are referred to as the "parties" and individually referred to as a "party."

Whereas CCA and Fair desire to enter into this Funding Agreement to specify how CCA will perform certain project services for Fair.

Now, therefore, the parties agree as follows:

- Master Project Agreement Incorporated. All terms and conditions of the Master Project Agreement / MOU between the parties are incorporated herein by this reference.
- Scope of Services. CCA shall perform the services and work set forth in the Scope of Services ("Services"), attached hereto as "Scope of Work" and incorporated herein, for the identified project ("Project").
- Not to Exceed Amount. The total estimated project cost is **One Million Five Hundred Twenty Five Thousand and 00/100 (\$1,525,000.00)**, or as later modified in writing between the parties.
- Project Budget; CCA Fees. The Schedule of Values, including CCA fees, is included and incorporated herein. Fair agrees to pay CCA for the Services in accordance with the Schedule of Values.
- Payment Schedule. Payment will be made in the full amount stated above and shall be paid concurrently with the execution of this Agreement.
- Project Budget Funds. The Fair shall place the Project Budget funds into the Project Fund Account held by CCA. CCA shall administer the Project Fund Account in accordance with the terms of this Agreement and CCA policy.
CCA shall provide the Fair with accounting reports of Project funds, at completion of project following reconciliation, or upon request of the Fair, if required.
- Termination. Either party may terminate this Agreement by giving the other party 30 days prior written notice of termination and completing any non-revocable obligations. Upon termination of this Agreement, Fair shall compensate CCA, in accordance with the Project



Funding Contract 1

Budget, for all Services performed prior to termination including compensation for all non-revocable obligations. Notice of such termination shall be given in accordance with Section 11 (Notice) of the Master Services Agreement.

8. **Third Parties.** The performance of CCA's Scope of Services inures to the benefit of the Fair. To provide these services, CCA may engage third parties. Additionally, known, and unknown third parties may be affected by the performance of this Agreement. Therefore, the Fair agrees to reimburse CCA for all costs and expenses incurred in connection with the Project or arising out of the performance of this Agreement, including, but not limited to, all costs and expenses arising out of claims asserted by third parties against CCA. The Fair shall not reimburse CCA for costs and expenses incurred as a result of CCA's sole, active negligence or willful misconduct.
9. **Disputes.** Should a dispute arise and either party is required to institute any action or proceeding to enforce any provision of this Agreement or for damages by reason of an alleged breach of any provision hereof, the prevailing party shall be entitled to receive all costs and expenses (including reasonable attorneys' fees and disbursements) incurred by such prevailing party in connection with such action or proceeding. CCA will take no further action until the Fair accepts the terms and conditions of this Agreement. CCA represents and warrants that it has the statutory and/or legal authority to enter into contracts with general contractors for the express and specific purpose of performing the work identified in the Agreement. CCA further represents and warrants that it has the statutory and/or legal authority to enter into this Agreement with the Fair.

The Parties hereto agree to the terms of this Agreement.

SCOPE OF WORK: Upon receipt of signed Funding Agreement, CCA will perform the following services and work:

1.
 1. CCA will obtain any required Fire Marshal permit.
 2. CCA will engage a qualified contractor to conduct the construction work in accordance with approved plans and scope.
 3. CCA will inspect the work.
 4. CCA will provide project management and administration services associated with the construction process.

CCA will not provide indemnification or evidence of errors or omissions insurance to the Fair.

#	Budget Code	Description	Amount
1	01-100.4. CON Construction Contract	Construction Contract	\$1,100,000.00
2	01-110-10.1. DD Design Development Contingency (1%)	Design Contingency	\$11,000.00
3	01-110-10.2. CD CD Contingency (1%)	Design Contingency	\$11,000.00
4	01-110-10.3. BD Bidding Process Contingency (0.5%)	Design Contingency	\$5,500.00
5	01-110-20.4. CON Construction Project Contingency	Construction Contingency	\$110,000.00
6	01-140-10.1. DD Project Management (2%)	Construction Project Management Fees (%)	\$22,000.00
7	01-140-10.2. CD Project Management (2%)	Construction Project Management Fees (%)	\$22,000.00
8	01-140-10.3. BD Project Management (1%)	Construction Project Management Fees (%)	\$11,000.00
9	01-140-10.4. CON Project Management (7%)	Construction Project Management Fees (%)	\$77,000.00
10	01-150.4. CON Equipment/Materials/Supplies	Special Purchasing	\$0.00
11	01-200-10.1. DD Professional Services - Architecture (4%)	Architect	\$20,000.00
12	01-200-10.2. CD Professional Services (4%)	Architect	\$20,000.00
13	01-200-10.3. BD Professional Services (0.5%)	Architect	\$5,500.00
14	01-200-10.4. CON Professional Services (2%)	Architect	\$22,000.00
15	01-200-20.1. DD Professional Services - Engineering (4%)	Engineer	\$0.00
16	01-230-10.2. CD Agency Review Fees (0.5%)	Plan Review	\$5,500.00



Funding Contract 1

#	Budget Code	Description	Amount
17	01-230-30.4. CON Inspections (2%)	Inspections - Construction	\$22,000.00
18	01-230-40.4. CON Special Inspections (greater of 2% or \$2,400)	Inspections - Special	\$22,000.00
19	01-240-10.1. DD Travel (.5%)	Travel	\$5,500.00
20	01-240-10.2. CD Travel (.5%)	Travel	\$5,500.00
21	01-240-10.3. BD Travel (.5%)	Travel	\$5,500.00
22	01-240-10.4. CON Travel (1%)	Travel	\$11,000.00
23	01-240-50.1. DD Printing/Misc. Office Supplies (0.25%)	Misc	\$2,750.00
24	01-240-50.2. CD Printing/Misc. Office Supplies (0.25%)	Misc	\$2,750.00
25	01-240-50.3. BD Printing/Misc. Office Supplies (0.25%)	Misc	\$2,750.00
26	01-240-50.4. CON Printing/Misc. Office Supplies (0.25%)	Misc	\$2,750.00
Grand Total:			\$1,525,000.00

Initial DS

22nd District Agricultural Association
 2260 Jimmy Durante Blvd.
 Del Mar, California 92014

California Construction Authority
 1776 Tribute Road, Suite 220
 Sacramento, California 95815

DocuSigned by:

 89DEC11CC2DA4EB
SIGNATURE

5/9/2025
DATE

Signed by:
 Carlene F. Moore
 79787D53C12A45C...
SIGNATURE

5/7/2025
DATE

DocuSigned by:

 456108901A5F4AA...
SIGNATURE

5/12/2025
DATE

STD 213A (Rev. 4/2020)

☒ CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED 1 PAGES

AGREEMENT NUMBER

25-1204

AMENDMENT NUMBER

1

Purchasing Authority Number

N/A

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

San Diego Garden Railway

2. The term of this Agreement is:

START DATE

May 20, 2025

THROUGH END DATE

July 11, 2025

3. The maximum amount of this Agreement after this Amendment is:

\$8,000.00 Eight Thousand Dollars

4. The parties mutually agree to this amendment as follows. All actions noted below are by this reference made a part of the Agreement and incorporated herein:

Standard Agreement No. 25-1204, dated February 18, 2025, between the District and San Diego Garden Railway is hereby amended as follows:

Page1, Section C., "Contractor shall assist in the installation, maintenance and operation of a District-owned model train exhibit in the 'Farm 2 U' exhibit" shall be deleted in its entirety.

Page 2, Section C.1), "Contractor shall assist District staff with the installation of model train exhibit ensuring exhibit is fully functional and operational no later than June 8, 2025" shall be deleted in its entirety.

Page 2, Section C.2), "Contractor shall assist District with any and all required maintenance of the model train exhibits during the 2025 SDCF" shall be deleted in its entirety and in lieu thereof insert, "C. Contractor shall assist District with any and all required maintenance of the model railway exhibit in the Garden Show during the 2025 SDCF."

All other terms and conditions shall remain the same.

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.)

San Diego Garden Railway

CONTRACTOR BUSINESS ADDRESS

4320 Viewridge Avenue, Suite C

CITY

San Diego

STATE

CA

ZIP

92123

PRINTED NAME OF PERSON SIGNING

Chuck Klein

TITLE

President

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STD 213A (Rev. 4/2020)

☐ CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED _____ PAGES

AGREEMENT NUMBER	AMENDMENT NUMBER	Purchasing Authority Number
25-1213	1	N/A

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME
22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME
Lindsey K. Mebane

2. The term of this Agreement is:

START DATE
June 21, 2025

THROUGH END DATE
June 22, 2025

3. The maximum amount of this Agreement after this Amendment is:
\$4,800.00 Four Thousand Eight Hundred Dollars

4. The parties mutually agree to this amendment as follows. All actions noted below are by this reference made a part of the Agreement and incorporated herein:

Standard Agreement No. 25-1213, dated May 13, 2025, between the 22nd District Agricultural Association and Lindsey K. Mebane is hereby amended as follows:

Page1, Section II.B., "Contractor shall be assisted by Contractor's business partner, Heather Rhodes" shall be deleted in its entirety.

Pages 19 - 22, Exhibit F - Insurance Requirements, shall be deleted in its entirety.

All other terms and conditions shall remain the same.

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.) Lindsey K. Mebane			
CONTRACTOR BUSINESS ADDRESS P.O. Box 188	CITY Wasco	STATE CA	ZIP 93280
PRINTED NAME OF PERSON SIGNING Lindsey K. Mebane	TITLE Photographer		
CONTRACTOR AUTHORIZED SIGNATURE	DATE SIGNED		

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME 22nd District Agricultural Association / Del Mar 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		

STD 213A (Rev. 4/2020)

☐ CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED _____ PAGES

AGREEMENT NUMBER	AMENDMENT NUMBER	Purchasing Authority Number
25-1216	1	N/A

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME
22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME
Barbara Davies dba A Simpler Time

2. The term of this Agreement is:

START DATE
06/10/2025

THROUGH END DATE
07/07/2025

3. The maximum amount of this Agreement after this Amendment is:
\$3,000.00 Three Thousand Dollars

4. The parties mutually agree to this amendment as follows. All actions noted below are by this reference made a part of the Agreement and incorporated herein:

Standard Agreement No. 25-1216, dated April 30, 2025, between the District and Barbara Davies dba A Simpler Time is hereby amended as follows:

Page 2, Section H.2., "Contractor shall maintain mortality insurance on any alpaca with a value exceeding THREE THOUSAND DOLLARS (\$3,000.00) housed within the exhibit" shall be deleted in its entirety.

All other terms and conditions shall remain the same.

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.) Barbara Davies dba A Simpler Time			
CONTRACTOR BUSINESS ADDRESS 1802 Alta Place	CITY El Cajon	STATE CA	ZIP 92021
PRINTED NAME OF PERSON SIGNING Barbara Davies	TITLE Owner		
CONTRACTOR AUTHORIZED SIGNATURE	DATE SIGNED		

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME 22nd District Agricultural Association / Del Mar 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		

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1221

GL ACCOUNT NUMBER

515-100-60

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

GFWC / Mira Mesa Women's Club, Inc.

2. The term of this Agreement is:

START DATE

05/23/2025

THROUGH END DATE

06/21/2025

3. The maximum amount of this Agreement is:

\$912.00

Nine Hundred Twelve Dollars

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	1
Exhibit B	Budget Detail and Payment Provisions	2 – 3
Exhibit C	General Terms and Conditions (GTC 02/2025)	4 – 8
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	9 – 12
Exhibit E	Special Terms & Conditions	13 – 17
Exhibit F	Insurance Requirements	18 – 21
Exhibit G	Preventing Storm Water Pollution	22

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.)

GFWC / Mira Mesa Women's Club, Inc.

CONTRACTOR BUSINESS ADDRESS

P.O. Box 26013

CITY

San Diego

STATE

CA

ZIP

92126

PRINTED NAME OF PERSON SIGNING

Candy Mittag

TITLE

President

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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

GFWC / Mira Mesa Women's Club, Inc.
Agreement Number: 25-1221
Page 1 of 22

I. SERVICES OVERVIEW

- A. GFWC / Mira Mesa Women's Club, Inc., hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide volunteer labor services for the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

District		Contractor	
Name:	Judith Toepel, Manager, Agriculture & Education	Name:	Candy Mittag, President
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	P.O. Box 26013 San Diego, California 92126
Phone:	(858) 308-2216	Phone:	(858) 361-8905
Email:	jtoepel@sdfair.com	Email:	candymmjwc@cox.net

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. WORK TO BE PERFORMED BY CONTRACTOR

- A. Contractor shall provide volunteer labor services for the Student Showcase at the 2025 SDCF.
- B. Contractor shall provide volunteer labor in the quantities and on dates and times designated by the District.
 - 1. May 23, 2025 – 11:00 a.m. to 6:00 p.m.: Up to six (6) volunteers to sort projects, carry projects to various tables, assist with attaching entry tags and the distribution of admission tickets.
 - 2. May 24, 2025 – 9:00 a.m. to 4:00 p.m.: Up to six (6) volunteers to sort projects, carry projects to various tables, assist with attaching entry tags and the distribution of admission tickets.
 - 3. June 7, 2025 – 9:00 a.m. to 4:00 p.m.: Up to two (2) volunteers to check off yearbook entries utilizing an iPad.
 - 4. June 21, 2025 – 11:00 a.m. to 3:00 p.m.: Up to four (4) volunteers to handout award certificates to exhibitors.
- C. Contractor's volunteers shall be instructed to report to the Student Showcase, located in the Exhibit Hall, and check-in with Estella Vazquez, Student Showcase Coordinator.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) SDCF admission ticket per volunteer per day of service.
- B. District shall provide necessary equipment to perform each task.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1222

GL ACCOUNT NUMBER

600-100-60

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Aaron Dolgin

2. The term of this Agreement is:

START DATE

06/18/2025

THROUGH END DATE

06/20/2025

3. The maximum amount of this Agreement is:

\$1,068.00

One Thousand Sixty Eight Dollars

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	3 – 4
Exhibit C	General Terms and Conditions (GTC 02/2025)	5 – 9
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	10 – 13
Exhibit E	Special Terms & Conditions	14 – 18
Exhibit F	Preventing Storm Water Pollution	19

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.)

Aaron Dolgin

CONTRACTOR BUSINESS ADDRESS

721 Meehan Street, Apartment 210

CITY

Santa Maria

STATE

CA

ZIP

93454

PRINTED NAME OF PERSON SIGNING

Aaron Dolgin

TITLE

FIRST® Technical Advisor

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

Aaron Dolgin
Agreement Number: 25-1222
Page 1 of 19

I. SERVICES OVERVIEW

- A. Aaron Dolgin, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide technical advisor services for the *FIRST*® FairBotics Competition at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

District		Contractor	
Name:	Judith Toepel, Manager, Agriculture & Education	Name:	Aaron Dolgin, <i>FIRST</i> ® Technical Advisor
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	721 Meehan Street, Apt. 210 Santa Maria, California 93454
Phone:	(858) 308-2216	Phone:	(661) 400-6301
Email:	jtoepel@sdfair.com	Email:	dolgin.aaron@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. WORK TO BE PERFORMED BY CONTRACTOR

- A. Contractor shall act as the *FIRST*® Technical Advisor (FTA) at the *FIRST*® FairBotics Competition at the 2025 San Diego County Fair (SDCF).
- B. Contractor shall ensure *FIRST* Robotics Competition events run smoothly, safely and in accordance with *FIRST* requirements.
- C. Contractor shall collaborate with *FIRST* staff, District staff and event volunteers, and act as a liaison between all Parties.
 - 1. As a liaison, Contractor shall handle all things related to the field, robots and game.
 - 2. Contractor shall act as a team advocate for all teams competing and is a major point of escalation and conflict resolution for the event.
- D. Contractor shall ensure *FIRST* Robotics Competition events provide exceptional team experience and meet or exceed minimum standards for safety, by implementing guidance and guidelines provided by *FIRST* and event staff at *FIRST* Robotics Competition events.
- E. Contractor shall coordinate the efforts of District staff, event staff and volunteers and provide expert opinion, input and troubleshooting as necessary.
- F. Contractor shall maintain communication with *FIRST* and the District at all times to identify issues, report successes and/or failures and to ensure team experience issues are resolved, as needed.

EXHIBIT A
SCOPE OF WORK

Aaron Dolgin
Agreement Number: 25-1222
Page 2 of 19

- G. Contractor shall collaborate with District management, *FIRST* management and audio visual (AV) staff to ensure AV set-up is complete prior to the start of the event and assist with any troubleshooting that may be required.
- H. Contractor shall collaborate with Field Supervisor and *FIRST* Technical Advisor Assistant(s) (FTAA) ensuring a successful field build, including practice field.
 - 1. A successful field build includes all maintenance, troubleshooting, teardown and loadout, as well as mechanical electrical and FMS-related components.
- I. Contractor shall work closely with Lead Robot Inspector, FTAA(s) and Control System Advisors to ensure teams are able to participate to the highest level possible and quickly and effectively troubleshoot, resolve and communicate technical challenges.
- J. Contractor shall collaborate with Head Referee and Scorekeeper(s) to ensure event is carried out effectively, fairly and promptly.
- K. Contractor shall collaborate with the Lead Queuer and Field Supervisor to ensure the queuing and field reset process proceeds smoothly and efficiently.
- L. Contractor shall participate in all FTA training and support programs provided by *FIRST*.
- M. Contractor shall provide written and oral feedback to *FIRST* on event outcomes and any issues that occurred during the event.
- N. Contractor shall wear official and non-official *FIRST* role specific apparel only for events in which Contractor is in the official FTA role capacity.
- O. Contractor shall ensure volunteers only congregate around the scoring table or playing field as is necessary to fulfill the duties of the volunteer position.
- P. Contractor shall ensure that no one wearing official event apparel around the playing field, including volunteer shirt and *FIRST* / Partner staff clothing, is openly cheering for a team.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1223

GL ACCOUNT NUMBER

540-100-60

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Ramona Valley Olive Oil

2. The term of this Agreement is:

START DATE

06/08/2025

THROUGH END DATE

07/07/2025

3. The maximum amount of this Agreement is:

\$1,000.00 One Thousand Dollars Revenue to the District

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

Ramona Valley Olive Oil

CONTRACTOR BUSINESS ADDRESS

2007 Jack N Jill Lane

CITY

Ramona

STATE

CA

ZIP

92065

PRINTED NAME OF PERSON SIGNING

Andrew or Rita Crain

TITLE

Owners

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

I. SERVICES OVERVIEW

- A. Ramona Valley Olive Oil, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide an olive oil display and olive oil sale items in the Farm 2 U exhibit.
- C. Contractor may provide olive oil tastings to District patrons in the Farm 2 U exhibit.
- D. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Mary Martineau, Agriculture Programs Supervisor	Name:	Andrew and Rita Crain, Owners
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	2007 Jack N Jill Lane Ramona, California 92065
Phone:	(858) 792-4247	Phone:	(858) 231-0599
Email:	mmartineau@sdfair.com	Email:	ramonavalleyoliveoil@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. WORK TO BE PERFORMED BY CONTRACTOR

- A. Contractor shall provide an olive oil display in the Farm 2 U exhibit, at the 2025 San Diego County Fair (SDCF).
 - 1. Contractor shall staff the booth Wednesdays through Sundays, 11:00 a.m. through 7:00 p.m., at minimum.
- B. Contractor shall deliver and complete set-up of booth no later than June 10, 2025 at 1:00 p.m.
- C. Contractor shall teardown and remove equipment from District property between the hours of 7:00 a.m. and 10:00 a.m. on July 7, 2025.
- D. Contractor may provide olive oil tastings to District patrons, as agreed upon by the District.
 - 1. Contractor may utilize District's commercial kitchen to prepare bread for tastings.
 - 2. Contractor shall obtain the necessary food permits from the County of San Diego Environmental Health and Quality department at the sole expense of the Contractor.
- E. Contractor is authorized to sell exhibit-related materials that are pre-approved by the District, including olive oil bottle/sets, olive-oil based skincare and dipping bowls.
 - 1. Contractor shall provide own point of sale system.
 - 2. Contractor agrees that all sales shall take place within the confines of the Contractor's exhibit booth and shall not take place anywhere else in the Farm 2 U exhibit or on the District's grounds.

EXHIBIT A
SCOPE OF WORK

3. Contractor agrees the District has the right to audit and/or monitor sales, as well as access the premises, at any time with or without notice.
 4. Contractor agrees that selling, advertising or distributing any product, service or printed material without prior authorization of the District is strictly prohibited.
 5. Contractor shall not heckle District patrons to draw patrons in or to obtain sales.
 6. Contractor acknowledges that District is providing overnight storage for merchandise as an act of cooperativeness.
 - a. Contractor shall be solely responsible for the safety and security of merchandise.
 - b. Contractor shall store merchandise at Contractor's own risk and not hold the District responsible or liable for the loss of any or all merchandise.
 7. Contractor shall follow all applicable state, federal and local laws regarding the sale of merchandise, including but not limited to a valid seller's permit, valid business license and collection and payment of applicable taxes.
- G. Contractor staff and/or volunteers shall maintain a professional appearance at all times and wear Contractor provided uniform or badge to identify each individual as a representative of Contractor.
- H. Contractor shall compensate District in the amount of FIFTY DOLLARS (\$50.00) each day of the SDCF, with a total compensation amount of ONE THOUSAND DOLLARS (\$1,000.00).

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) space no less than 10-feet by 10-feet for demonstration and exhibit purposes in the Farm to U exhibit.
- B. District shall provide tables and chairs to be used in Contractor's booth.
- C. District shall allow pre-approved items to be sold by Contractor. Contractor shall be entitled to all proceeds from the sale of the items.
- D. District shall provide one (1) storage space for overnight storage of Contractor's merchandise and one (1) climate-controlled area for the storage of olive oil.
- E. District shall allow access to District's commercial kitchen to enable bread preparation for olive oil tastings.
- F. District shall provide necessary badges and/or credentials to the Contractor.
 1. Contractor shall provide staffing list to District no later than June 8, 2025, for the entire run of the SDCF.
 2. District shall issue parking and admissions credentials for Contractor staff and/or volunteers in a pre-determined amount set by the District. Number of credentials offered by District shall be non-negotiable.
 3. District shall provide delivery passes to Contractor for days the SDCF is dark.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1224

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Lisa Brown dba Lisa's Leaves

2. The term of this Agreement is:

START DATE

06/08/2025

THROUGH END DATE

07/09/2025

3. The maximum amount of this Agreement is:

\$1,000.00 Revenue

One Thousand Dollars Revenue to the District

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

Lisa Brown dba Lisa's Leaves

CONTRACTOR BUSINESS ADDRESS

1461 Lake Drive

CITY

Encinitas

STATE

CA

ZIP

92024

PRINTED NAME OF PERSON SIGNING

Lisa Brown

TITLE

Owner

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

Lisa Brown dba Lisa's Leaves
Agreement Number: 25-1224
Page 1 of 21

I. SERVICES OVERVIEW

- A. Lisa's Leaves, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide a pressed leaf display, pressed leaf sales and educational presentations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Mary Martineau, Agriculture Programs Supervisor	Name:	Lisa and Steve Brown, Owners
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	1461 Lake Drive Encinitas, California 92024
Phone:	(858) 792-4247	Phone:	(760) 560-7406
Email:	mmartineau@sdfair.com	Email:	brown4lisa@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide a pressed leaf display in the Garden Show, at the 2025 SDCF, June 11 through July 6.
 - 1. Contractor shall staff the display booth Wednesdays through Sundays, 11:00 a.m. through 7:00 p.m.
- B. Contractor shall provide a demonstration and/or educational presentation on the Garden Show Stage, each Wednesday through Sunday of the SDCF.
 - 1. Contractor agrees that each speaking engagement shall be approximately forty-five (45) minutes in length.
 - 2. Contractor agrees that the schedule will be determined by the District.
- C. Contractor shall provide a point-of-sale system.
- D. Contractor shall provide and sell pressed leaf merchandise onsite at the District.
 - 1. Contractor agrees that sales shall stay within the confines of the Contractor's exhibit booth and shall not take place anywhere else in the Garden exhibit or on the District's grounds.
 - 2. Contractor shall not heckle District patrons to draw patrons in or to obtain sales.
 - 3. Contractor shall provide staff for sale of items and collection of monies, with no assistance or profit share with the District.

EXHIBIT A
SCOPE OF WORK

Lisa Brown dba Lisa's Leaves
Agreement Number: 25-1224
Page 2 of 21

4. Contractor agrees District has the right to audit and/or monitor sales, as well as access the premises, at any time with or without notice.
 5. Contractor agrees that selling, advertising or distributing any product, service or printed material without prior authorization of the District is strictly prohibited.
 6. Contractor shall follow all applicable state, federal and local laws regarding the sale of merchandise, including but not limited to a valid seller's permit, valid business license and collection and payment of applicable taxes.
- E. Contractor shall compensate the District in the amount of FIFTY DOLLARS (\$50.00) each day of the SDCF, with a total compensation amount of ONE THOUSAND DOLLARS (\$1,000.00).
- F. Contractor shall deliver and install any and all items requiring set-up to the booth no later than June 10, 2025 at 1:00 p.m.
- G. Contractor shall teardown and remove Contractor-owned supplies from District property between the hours of 7:00 a.m. and 5:00 p.m., July 7 through July 9, 2025.
- H. Contractor staff and/or volunteers shall maintain a professional appearance at all times and wear Contractor provided uniform or badge to identify each individual as a representative of Contractor.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot booth in the Garden Show exhibit for Contractor to utilize.
- B. District shall provide tables and chairs for Contractor's booth.
- C. District shall allow pressed leaf merchandise to be sold by Contractor. Contractor shall be entitled to all proceeds from the sale of the items.
- D. District shall provide up to two (2) admission badges and parking credentials to Contractor. Number of credentials offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1225

GL ACCOUNT NUMBER

540100-60

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Aviara Parkway Farms, Inc. dba Carlsbad Strawberry Company

2. The term of this Agreement is:

START DATE

06/08/2025

THROUGH END DATE

07/07/2025

3. The maximum amount of this Agreement is:

\$1,000.00 Revenue

One Thousand Dollars Revenue to the District

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

Aviara Parkway Farms, Inc. dba Carlsbad Strawberry Company

CONTRACTOR BUSINESS ADDRESS

1901 Camino Vida Roble, Suite 110

CITY

Carlsbad

STATE

CA

ZIP

92008

PRINTED NAME OF PERSON SIGNING

Taylor Reese

TITLE

Operations Manager

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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

I. SERVICES OVERVIEW

- A. Carlsbad Strawberry Company, Inc., hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall sell bowls of fresh strawberries in the Farm 2 U exhibit, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Mary Martineau, Agriculture Programs Supervisor	Name:	Taylor Reese, Operations Manager
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	1901 Camino Vida Roble, Suite 110 Carlsbad, California 92008
Phone:	(858) 792-4247	Phone:	(760) 420-8999
Email:	mmartineau@sdfair.com	Email:	taylor@carlsbadstrawberry.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide fresh strawberries for sale, at the 2025 SDCF, June 11 through July 6.
1. Contractor shall staff the display booth Wednesdays through Sundays, 11:00 a.m. through 6:00 p.m.
- B. Contractor shall provide a *Square*® card reader, as a point of sale system, which will require electricity for usage.
- C. Contractor shall provide and sell fresh strawberry bowls onsite at the District.
1. Contractor agrees that sales shall stay within the confines of the Contractor's exhibit booth and shall not take place anywhere else in the Farm 2 U exhibit or on the District's grounds.
 2. Contractor shall not heckle District patrons to draw patrons in or to obtain sales.
 3. Contractor shall provide staff for sale of items and collection of monies, with no assistance or profit share with the District.
 4. Contractor agrees District has the right to audit and/or monitor sales, as well as access the premises, at any time with or without notice.
 5. Contractor agrees that selling, advertising or distributing any product, service or printed material without prior authorization of the District is strictly prohibited.

EXHIBIT A
SCOPE OF WORK

6. Contractor acknowledges that District is providing storage for merchandise as an act of cooperativeness.
 - a. Contractor shall be solely responsible for the safety and security of merchandise.
 - b. Contractor shall store merchandise and giveaways at Contractor's own risk and not hold the District responsible or liable for the loss of any or all merchandise.
 7. Contractor shall follow all applicable state, federal and local laws regarding the sale of merchandise, including but not limited to a valid seller's permit, valid business license, active status with the California Secretary of State and collection and payment of applicable taxes.
- D. Contractor shall compensate the District in the amount FIFTY DOLLARS (\$50.00) each day of the SDCF, with a total compensation amount of ONE THOUSAND DOLLARS (\$1,000.00).
 - E. Contractor shall deliver and install any and all items requiring set-up to the booth no later than June 10, 2025 at 1:00 p.m.
 - F. Contractor shall teardown and remove Contractor-owned supplies from District property between the hours of 7:00 a.m. and 10:00 a.m. on July 7, 2025.
 - G. Contractor staff and/or volunteers shall maintain a professional appearance at all times and wear Contractor provided uniform or badge to identify each individual as a representative of Contractor.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot booth in the Farm 2 U exhibit for Contractor to utilize.
- B. District shall provide two (2) tables for Contractor's booth.
- C. District shall allow fresh strawberries to be sold by Contractor. Contractor shall be entitled to all proceeds from the sale of the items.
- D. District shall provide one (1) storage space for storage of Contractor's merchandise.
- E. District shall allow Contractor to provide giveaways, pre-approved by the District, to the public.
- F. District shall provide up to three (3) admission badges and parking credentials to Contractor. Number of credentials offered by District shall be non-negotiable.
- G. District shall provide delivery passes for early morning deliveries, as needed.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1226

GL ACCOUNT NUMBER

540100-60

1.3 This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Margaret Alice Tyler

2. The term of this Agreement is:

START DATE

06/08/2025

THROUGH END DATE

07/09/2025

3. The maximum amount of this Agreement is:

\$750.00

Seven Hundred Fifty Dollars

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	3 – 4
Exhibit C	General Terms and Conditions (GTC 02/2025)	5 – 9
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	10 – 13
Exhibit E	Special Terms & Conditions	14 – 18
Exhibit F	Insurance Requirements	19 – 22
Exhibit G	Preventing Storm Water Pollution	23

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.)

Margaret Alice Tyler

CONTRACTOR BUSINESS ADDRESS

4664 4th Street

CITY

La Mesa

STATE

CA

ZIP

91941

PRINTED NAME OF PERSON SIGNING

Margaret Tyler

TITLE

Program Lead

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

Margaret Alice Tyler
Agreement Number: 25-1226
Page 1 of 23

I. SERVICES OVERVIEW

- A. Margaret Tyler, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide an educational wool display, wool sales and educational presentations, on behalf of the San Diego County Spinners, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Mary Martineau, Agriculture Programs Supervisor	Name:	Margaret Tyler, Program Lead
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	4664 4 th Street La Mesa, California 91941
Phone:	(858) 792-4247	Phone:	(619) 462-1723
Email:	mmartineau@sdfair.com	Email:	margaret.tyler3@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide an educational wool display in the Farm 2 U exhibit, at the 2025 SDCF, June 11 through July 6.
 - 1. Contractor shall staff the display booth Wednesdays through Sundays, 12:00 p.m. through 2:00 p.m., with the exception of June 15, 2025.
 - 2. Contractor shall staff the display booth from 12:00 p.m. to 5:00 p.m., at minimum on June 15, 2025.
- B. Contractor shall provide demonstrations and/or educational presentations in Contractor's booth, Wednesdays through Sundays from 12:00 p.m. to 2:00 p.m., with the exception of June 15 when the Contractor will present from 12:00 p.m. to 5:00 p.m., at minimum.
- C. Contractor acknowledges that District is providing overnight storage as an act of cooperativeness.
 - 1. Contractor shall be solely responsible for the safety and security of items stored at the District.
 - 2. Contractor shall store items at Contractor's own risk and not hold the District responsible or liable for the loss of any or all items.
- D. Contractor agrees that selling, advertising or distributing any product, service or printed material without prior authorization of the District is strictly prohibited.

EXHIBIT A
SCOPE OF WORK

Margaret Alice Tyler
Agreement Number: 25-1226
Page 2 of 23

- E. Contractor shall deliver and install any and all items requiring set-up to the booth no later than June 10, 2025 at 1:00 p.m.
- F. Contractor shall teardown and remove Contractor-owned supplies from District property between the hours of 7:00 a.m. and 10:00 a.m. on July 7, 2025.
- G. Contractor staff and/or volunteers shall maintain a professional appearance at all times and wear Contractor provided uniform or badge to identify each individual as a representative of Contractor.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot booth in the Farm 2 U exhibit for Contractor to utilize.
- B. District shall provide two (2) tables and eight (8) chairs for Contractor's booth on June 15, 2025 only.
- C. District shall provide one (1) storage space for overnight storage of Contractor's merchandise.
- D. District shall pay Contractor SEVEN HUNDRED FIFTY DOLLARS (\$750.00) for the use of Contractor's educational booth for display purposes.
- E. District shall provide up to sixty-five (65) admissions tickets, seven (7) admission badges and ten (10) onsite parking credentials to Contractor. Number of credentials offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1227

GL ACCOUNT NUMBER

540100-60

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Green Acres Nursery, Inc.

2. The term of this Agreement is:

START DATE

06/08/2025

THROUGH END DATE

07/09/2025

3. The maximum amount of this Agreement is:

\$1,000.00 Revenue

One Thousand Dollars Revenue to the District

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

Green Acres Nursery, Inc.

CONTRACTOR BUSINESS ADDRESS

2600 Ramona Drive

CITY

Vista

STATE

CA

ZIP

92084

PRINTED NAME OF PERSON SIGNING

Vivian Kish

TITLE

Chief Financial Officer

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

Green Acres Nursery, Inc.
Agreement Number: 25-1227
Page 1 of 21

I. SERVICES OVERVIEW

- A. Green Acres Nursery, Inc., hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide a plant display, plant sales and educational presentations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Mary Martineau, Agriculture Programs Supervisor	Name:	Vivian Kish, Chief Financial Officer
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	2600 Ramona Drive Vista, California 92084
Phone:	(858) 792-4247	Phone:	(619) 851-4009
Email:	mmartineau@sdfair.com	Email:	vivian@greenacresvista.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide a plant display in the Garden Show, at the 2025 SDCF, June 11 through July 6.
 - 1. Contractor shall staff the display booth Wednesdays through Sundays, 11:00 a.m. through 7:00 p.m.
- B. Contractor shall provide a demonstration and/or educational presentation on the Farm 2 U Stage, each Wednesday of the SDCF.
 - 1. Contractor agrees that each speaking engagement shall be approximately thirty (30) minutes in length.
 - 2. Contractor agrees that the schedule will be determined by the District.
- C. Contractor shall provide a point-of-sale system.
- D. Contractor shall provide and sell plants onsite at the District.
 - 1. Contractor agrees that sales shall stay within the confines of the Contractor's exhibit booth and shall not take place anywhere else in the Garden exhibit or on the District's grounds.
 - 2. Contractor shall not heckle District patrons to draw patrons in or to obtain sales.
 - 3. Contractor shall provide staff for sale of items and collection of monies, with no assistance or profit share with the District.

EXHIBIT A
SCOPE OF WORK

Green Acres Nursery, Inc.
Agreement Number: 25-1227
Page 2 of 21

4. Contractor agrees District has the right to audit and/or monitor sales, as well as access the premises, at any time with or without notice.
 5. Contractor agrees that selling, advertising or distributing any product, service or printed material without prior authorization of the District is strictly prohibited.
 6. Contractor shall follow all applicable state, federal and local laws regarding the sale of merchandise, including but not limited to a valid seller's permit, valid business license and collection and payment of applicable taxes.
- E. Contractor shall compensate the District in the amount of FIFTY DOLLARS (\$50.00) each day of the SDCF, with a total compensation amount of ONE THOUSAND DOLLARS (\$1,000.00).
- F. Contractor shall deliver and install any and all items requiring set-up to the booth no later than June 10, 2025 at 1:00 p.m.
- G. Contractor shall teardown and remove Contractor-owned supplies from District property between the hours of 7:00 a.m. and 5:00 p.m., July 7 through July 9, 2025.
- H. Contractor staff and/or volunteers shall maintain a professional appearance at all times and wear Contractor provided uniform or badge to identify each individual as a representative of Contractor.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot booth in the Garden Show exhibit for Contractor to utilize.
- B. District shall provide tables and chairs for Contractor's booth.
- C. District shall allow plants to be sold by Contractor. Contractor shall be entitled to all proceeds from the sale of the items.
- D. District shall provide up to two (2) admission badges and parking credentials to Contractor. Number of credentials offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1228

GL ACCOUNT NUMBER (If Applicable)

600100-60

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

KM Creative Solutions

2. The term of this Agreement is:

START DATE

June 4, 2025

THROUGH END DATE

July 10, 2025

3. The maximum amount of this Agreement is:

\$15,850.00

Fifteen Thousand Eight Hundred Fifty Dollars

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	3 – 4
Exhibit C	General Terms and Conditions (GTC 02/2025)	5 – 9
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	10 – 13
Exhibit E	Special Terms & Conditions	14 – 18
Exhibit F	Insurance Requirements	19 – 22
Exhibit G	Preventing Storm Water Pollution	23

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.)

KM Creative Solutions

CONTRACTOR BUSINESS ADDRESS

3964 South Mission Road

CITY

Fallbrook

STATE

CA

ZIP

92028

PRINTED NAME OF PERSON SIGNING

Karla K. Majewski

TITLE

Owner

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

KM Creative Solutions
Agreement Number: 25-1228
Page 1 of 23

I. SERVICES OVERVIEW

- A. KM Creative Solutions, hereinafter referred to as “Contractor”, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as “District”, with services as described herein.
- B. Contractor shall provide a bug exhibit for the 2025 San Diego County Fair (SDCF).
- C. Contractor shall provide any and all necessary care required to maintain the sculptures and/or exhibit throughout the term of the Agreement.
- D. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		KM Creative Solutions	
Name:	Rachelle Weir, Director of Agriculture, Arts and Education	Name:	Karla K. Majewski, Owner
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	3946 South Mission Road Fallbrook, California 92028
Phone:	(858) 755-1161 Ext. 4211	Phone:	(760) 500-1204
Email:	rweir@sdfair.com	Email:	1kmbrook@gmail.com

Parties may change their project representative upon providing ten (10) business days’ written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. WORK TO BE PERFORMED BY CONTRACTOR

- A. Contractor shall provide an educational bug exhibit, June 11 through July 6, 2025 for the SDCF.
- B. Contractor shall provide seven (7) large scale bug sculptures, exhibit design and set-up in cooperation with District staff and District contractors.
 - 1. Contractor shall utilize District provided plants to be placed throughout the bug exhibit.
 - 2. Contractor shall set-up Bug Land exhibit outside the Garden Show and Farm 2 U exhibit as well as one (1) bug sculpture at Fairview Farm.
 - 3. Contractor shall place educational signage throughout bug exhibit to highlight the crucial role bugs play in the ecosystem.
 - 4. Contractor shall provide daily maintenance of exhibit, from June 11 through July 6, 2025.
- C. Contractor shall provide and set-up one (1) bumble bee sculpture near Beekeeper area in Fairview Farm.
- D. Contractor shall have all bug sculptures set-up and ready for District inspection, no later than June 10, 2025 at 10:00 a.m.

EXHIBIT A
SCOPE OF WORK

KM Creative Solutions
Agreement Number: 25-1228
Page 2 of 23

- E. Contractor shall teardown and remove bug sculptures from District property no later than July 10, 2025 at 3:00 p.m.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide space outside the Garden Show and Farm 2 U exhibit for Bug Land exhibit.
- B. District shall provide space near the Beekeeper area in Fairview Farm for one (1) sculpture.
- C. District shall provide plants from the Garden Show to be incorporated into bug exhibit.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1229

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

TS Aerial Media LLC

2. The term of this Agreement is:

START DATE

06/14/2025

THROUGH END DATE

06/19/2025

3. The maximum amount of this Agreement is:

\$0.00

Zero Dollars

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

TS Aerial Media LLC

CONTRACTOR BUSINESS ADDRESS

517 Seagaze Drive, Suite 364

CITY

Oceanside

STATE

CA

ZIP

92049

PRINTED NAME OF PERSON SIGNING

LaTonya T. Smith

TITLE

Chief Executive Officer

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

TS Aerial Media LLC
Agreement Number: 25-1229
Page 1 of 21

I. SERVICES OVERVIEW

- A. TS Aerial Media LLC, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide drone soccer and drone operation demonstrations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Mike Hogan, Programs Supervisor	Name:	LaTonya (Tonie) Smith, Chief Executive Officer
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	517 Seagaze Drive, Suite 364 Oceanside, California 92049
Phone:	(858) 755-1161 Ext. 2423	Phone:	(619) 940-4425
Email:	mhogan@sdfair.com	Email:	tonie@tsaerialmedia.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide drone soccer and drone operation demonstrations for the Student Showcase exhibit in the Exhibit Hall, at the 2025 SDCF, June 14, 15, 18 and 19, 2025.
 - 1. Contractor shall provide an inflatable soccer field and drone for demonstrations.
 - 2. Contractor shall provide drone soccer matches three (3) times daily on June 14, 15, 18 and 19, 2025.
 - a. Drone soccer matches shall take place at 12:00 p.m., 2:00 p.m. and 4:00 p.m.
 - b. Each demonstration team is comprised of twenty (20) adult students, young adult students and adult volunteers; each student demonstrator shall be accompanied by an adult advisor.
 - c. Select demonstrations shall have three (3) to four (4) students under age 18 participate.
 - d. The number of demonstrators for each day shall vary and will be around seven (7).
- B. Contractor shall provide supervision for student demonstrators.
- C. Contractor shall provide personal protective equipment for demonstrators.
- D. Contractor shall provide release forms for all participants.
 - 1. Release forms shall be signed by guardian if participate is a minor.
- E. Contractor shall provide a slide show or video on stage screen.

**EXHIBIT A
SCOPE OF WORK**

TS Aerial Media LLC
Agreement Number: 25-1229
Page 2 of 21

- F. Contractor shall provide handouts and signage.
- G. Contractor shall market demonstrations through social media posts utilizing District provided graphic files. Contractor agrees that District graphics shall not be manipulated or changed in any way.
- H. Contractor shall distribute flyers on Career and Technical Education (CTE) classes and student learning information for ages 7 through 12 for San Diego Parks and Recreation camps.
- I. Contractor acknowledges that District is providing overnight storage for the inflatable arena as an act of cooperativeness.
 - a. Contractor shall be solely responsible for the safety and security of merchandise.
 - b. Contractor shall store the inflatable arena and any accompanying items at Contractor's own risk and shall not hold the District responsible or liable for the loss of any or all items.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 30-foot by 30-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.
- B. District shall provide six (6) 30-inch by 96-inch tables and twelve (12) folding chairs.
- C. District shall provide stage, microphone and display monitor for Contractor's slideshow or video.
- D. District shall provide electrical power and extension cords, as needed, for soccer field and drone chargers.
- E. District shall provide easels for Contractor's signage.
- F. District shall provide social media and graphics files to be utilized by Contractor.
- G. District shall include demonstration on District's website in daily schedule.
- H. District shall provide sand to fill two (2), 1-gallon buckets.
- I. District shall provide wi-fi access for registration laptops, if wi-fi access is available.
- J. District shall provide one (1) storage space for overnight storage of Contractor's inflatable area, June 14 through 19, 2025.
- K. District shall provide necessary admission and parking credentials to Contractor, including one (1) Exhibitor Access Pass per participating student and advisor each day. Number of credentials offered by District shall be non-negotiable.
 - 1. District shall provide one (1) delivery pass to drop off materials prior to 10:00 a.m. or on a Monday or Tuesday when the SDCF is not operating.
 - 2. District shall provide one (1) Horse Park parking pass for participants and advisors for each day of participation.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1232

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Paint Box Art Studio

2. The term of this Agreement is:

START DATE

06/11/2025

THROUGH END DATE

06/21/2025

3. The maximum amount of this Agreement is:

\$0.00

Zero Dollars

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	1
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	2 – 6
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	7 – 10
Exhibit E	Special Terms & Conditions	11 – 15
Exhibit F	Insurance Requirements	16 – 19
Exhibit G	Preventing Storm Water Pollution	20

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.)

Paint Box Art Studio

CONTRACTOR BUSINESS ADDRESS

3721 Albatross Street

CITY

San Diego

STATE

CA

ZIP

92103

PRINTED NAME OF PERSON SIGNING

Jaimee Brant

TITLE

Owner

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

Paint Box Art Studio
Agreement Number: 25-1232
Page 1 of 20

I. SERVICES OVERVIEW

- A. Paint Box Art Studio, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide drawing and painting demonstrations and a fashion show, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Judith Toepel, Manager Agriculture and Education	Name:	Jaimee Brant, Owner
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	3721 Albatross Street San Diego, California 92103
Phone:	(858) 308-2216	Phone:	(858) 382-2696
Email:	jtoepel@sdfair.com	Email:	jaimeebree@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide drawing and painting demonstrations and a fashion show for Home Arts and Hobbies in the Exhibit Hall, at the SDCF, June 11, 12 and 21, 2025.
 - 1. Contractor shall provide all materials necessary for drawing and painting demonstrations and fashion show.
 - 2. Contractor shall provide drawing and painting demonstrations and fashion show from 12:00 p.m. to 7:00 p.m. on June 11, 12 and 21, 2025.
- B. Contractor shall provide a free craft to SDCF patrons.
- C. Contractor shall set-up booth space each day between the hours of 10:00 a.m. and 11:00 a.m.
- D. Contractor shall teardown booth space at 7:00 p.m. on June 12 and 21, 2025.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.
- B. District shall provide tables and folding chairs in booth for Contractor use.
- C. District shall provide a pre-determined number of admission and parking credentials to Contractor. Number of credentials offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1233

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Joey's Wings Foundation

2. The term of this Agreement is:

START DATE

06/14/2025

THROUGH END DATE

07/06/2025

3. The maximum amount of this Agreement is:

\$0.00

Zero Dollars

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

Joey's Wings Foundation

CONTRACTOR BUSINESS ADDRESS

13572 Lopelia Meadows Place

CITY

San Diego

STATE

CA

ZIP

92130

PRINTED NAME OF PERSON SIGNING

Kathy Liu

TITLE

President & Founder

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

Joey's Wings Foundation
Agreement Number: 25-1233
Page 1 of 21

I. SERVICES OVERVIEW

- A. Joey's Wings Foundation, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide origami demonstrations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Judith Toepel, Manager Agriculture and Education	Name:	Kathy Liu, President & Founder
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	13572 Lopelia Meadows Place San Diego, California 92130
Phone:	(858) 308-2216	Phone:	(352) 538-2155
Email:	jtoepel@sdfair.com	Email:	kathy@joeywings.org

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide origami demonstrations for Home Arts and Hobbies in the Exhibit Hall, at the SDCF, June 14, 15, 21, 22, 28, 29, and July 4, 5 and 6, 2025.
1. Contractor shall provide all materials necessary for origami demonstrations and fashion show.
 2. Contractor shall provide origami demonstrations from 12:00 p.m. to 7:00 p.m., June 14, 15, 21, 22, 28, 29 and July 4, 5 and 6, 2025.
- B. Contractor shall provide a free craft to SDCF patrons.
- C. Contractor shall set-up booth space each day between the hours of 10:00 a.m. and 11:00 a.m.
- D. Contractor shall teardown booth space at 7:00 p.m. on June 15, 22, 29 and July 6, 2025.
- E. Contractor acknowledges that District is providing overnight storage as an act of cooperativeness.
1. Contractor shall be solely responsible for the safety and security of materials.
 2. Contractor shall store materials at Contractor's own risk and not hold the District responsible or liable or the loss of any or all materials.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.

EXHIBIT A
SCOPE OF WORK

Joey's Wings Foundation
Agreement Number: 25-1233
Page 2 of 21

- B. District shall provide tables and folding chairs in booth for Contractor use.
- C. District shall provide one (1) storage space for overnight storage of Contractor's small plastic bin.
- D. District shall provide a pre-determined number of admission and parking credentials to Contractor. Number of credentials offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1234

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Charity Wings, Inc.

2. The term of this Agreement is:

START DATE

06/21/2025

THROUGH END DATE

06/22/2025

3. The maximum amount of this Agreement is:

\$0.00

Zero Dollars

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	1
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	2 – 6
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	7 – 10
Exhibit E	Special Terms & Conditions	11 – 15
Exhibit F	Insurance Requirements	16 – 19
Exhibit G	Preventing Storm Water Pollution	20

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.)

Charity Wings, Inc.

CONTRACTOR BUSINESS ADDRESS

P.O. Box 60471

CITY

San Diego

STATE

CA

ZIP

92166

PRINTED NAME OF PERSON SIGNING

Jennifer SWT Chapin

TITLE

Chief Executive Officer

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

Charity Wings, Inc.
Agreement Number: 25-1234
Page 1 of 20

I. SERVICES OVERVIEW

- A. Charity Wings, Inc., hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide make and take and live painting demonstrations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Judith Toepel, Manager Agriculture and Education	Name:	Jennifer Chapin, Chief Executive Officer
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	P.O. Box 60471 San Diego, California 92014
Phone:	(858) 308-2216	Phone:	(858) 523-8536
Email:	jtoepel@sdfair.com	Email:	jchapin22@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide make and take and live painting demonstrations for Home Arts and Hobbies in the Exhibit Hall, at the SDCF, June 21 and 22, 2025.
 - 1. Contractor shall provide all materials necessary for make and take and live painting demonstrations.
 - 2. Contractor shall provide make and take and live painting demonstrations from 12:00 p.m. to 7:00 p.m. on June 21 and 22, 2025.
- B. Contractor shall provide a free craft to SDCF patrons.
- C. Contractor shall set-up booth space each day between the hours of 10:00 a.m. and 11:00 a.m.
- D. Contractor shall teardown booth space at 7:00 p.m. on June 22, 2025.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.
- B. District shall provide tables and folding chairs in booth for Contractor use.
- C. District shall provide a pre-determined number of admission and parking credentials to Contractor. Number of credentials offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1235

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Palomar Handweavers & Spinners Guild

2. The term of this Agreement is:

START DATE

07/02/2025

THROUGH END DATE

07/06/2025

3. The maximum amount of this Agreement is:

\$0.00**Zero Dollars**

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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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.)

Palomar Handweavers & Spinners Guild

CONTRACTOR BUSINESS ADDRESS

2040 North Santa Fe Avenue

CITY

Vista

STATE

CA

ZIP

92083

PRINTED NAME OF PERSON SIGNING

Marty Foltyn

TITLE

Coordinator

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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

Palomar Handweavers & Spinners Guild
Agreement Number: 25-1235
Page 1 of 21

I. SERVICES OVERVIEW

- A. Palomar Handweavers & Spinners Guild, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide weaving and spinning demonstrations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Judith Toepel, Manager Agriculture and Education	Name:	Marty Foltyn, Coordinator
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	2040 North Santa Fe Avenue Vista, California 92083
Phone:	(858) 308-2216	Phone:	(619) 992-2195
Email:	jtoepel@sdfair.com	Email:	mtfoltyn@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide weaving and spinning demonstrations for Home Arts and Hobbies in the Exhibit Hall, at the SDCF, July 2 through 6, 2025.
 - 1. Contractor shall provide all materials necessary for weaving and spinning demonstrations.
 - 2. Contractor shall provide weaving and spinning demonstrations from 11:00 a.m. to 7:00 p.m., July 2 through 6, 2025.
- B. Contractor shall provide a free craft to SDCF patrons.
- C. Contractor shall set-up booth space each day between the hours of 10:00 a.m. and 11:00 a.m.
- D. Contractor shall teardown booth space at 7:00 p.m. on July 6, 2025.
- E. Contractor acknowledges that District is providing overnight storage as an act of cooperativeness.
 - 1. Contractor shall be solely responsible for the safety and security of materials.
 - 2. Contractor shall store materials at Contractor's own risk and not hold the District responsible or liable for the loss of any or all materials.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.

EXHIBIT A
SCOPE OF WORK

Palomar Handweavers & Spinners Guild
Agreement Number: 25-1235
Page 2 of 21

- B. District shall provide tables and folding chairs in booth for Contractor use.
- C. District shall provide one (1) storage space for overnight storage of Contractor's materials.
- D. District shall provide a pre-determined number of admission credentials, parking credentials and badges to Contractor. Number of credentials/badges offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1236

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Silvergate Lacers

2. The term of this Agreement is:

START DATE

06/11/2025

THROUGH END DATE

07/06/2025

3. The maximum amount of this Agreement is:

\$0.00

Zero Dollars

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

Silvergate Lacers

CONTRACTOR BUSINESS ADDRESS

16833 Pinata Drive

CITY

San Diego

STATE

CA

ZIP

92128

PRINTED NAME OF PERSON SIGNING

Linda Knott

TITLE

Coordinator

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

Silvergate Lacers
Agreement Number: 25-1236
Page 1 of 21

I. SERVICES OVERVIEW

- A. Silvergate Lacers, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide lace making demonstrations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Judith Toepel, Manager Agriculture and Education	Name:	Linda Knott, Coordinator
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	16833 Pinata Drive San Diego, California 92128
Phone:	(858) 308-2216	Phone:	(858) 395-1833
Email:	jtoepel@sdfair.com	Email:	laceknot@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide lace making demonstrations for Home Arts and Hobbies in the Exhibit Hall, at the SDCF, June 11 through July 6, 2025.
 - 1. Contractor shall provide all materials necessary for lace making demonstrations.
 - 2. Contractor shall provide lace making demonstrations from 11:00 a.m. to 4:00 p.m., June 11 through July 6, 2025.
- B. Contractor shall provide a free craft to SDCF patrons.
- C. Contractor shall set-up booth space on June 11, 2025 between the hours of 10:00 a.m. and 11:00 a.m.
- D. Contractor shall teardown booth space at 4:00 p.m. on July 6, 2025.
- E. Contractor acknowledges that District is providing overnight storage as an act of cooperativeness.
 - 1. Contractor shall be solely responsible for the safety and security of materials.
 - 2. Contractor shall store materials at Contractor's own risk and not hold the District responsible or liable for the loss of any or all materials.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.

EXHIBIT A
SCOPE OF WORK

Silvergate Lacers
Agreement Number: 25-1236
Page 2 of 21

- B. District shall provide tables and folding chairs in booth for Contractor use.
- C. District shall provide one (1) storage space for overnight storage of Contractor's materials.
- D. District shall provide a pre-determined number of admission credentials, parking credentials and badges to Contractor. Number of credentials/badges offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1237

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

San Diego Bead Society

2. The term of this Agreement is:

START DATE

06/11/2025

THROUGH END DATE

06/15/2025

3. The maximum amount of this Agreement is:

\$0.00**Zero Dollars**

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

San Diego Bead Society

CONTRACTOR BUSINESS ADDRESS

P.O. Box 17560

CITY

San Diego

STATE

CA

ZIP

92117

PRINTED NAME OF PERSON SIGNING

Viola Sullivan

TITLE

Coordinator

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

San Diego Bead Society
Agreement Number: 25-1237
Page 1 of 21

I. SERVICES OVERVIEW

- A. San Diego Bead Society, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide beading demonstrations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Judith Toepel, Manager Agriculture and Education	Name:	Viola Sullivan, Special Events Chairman
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	P.O. Box 17560 San Diego, California 92117
Phone:	(858) 308-2216	Phone:	(858) 414-0548
Email:	jtoepel@sdfair.com	Email:	violabeads@san.rr.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide beading demonstrations for Home Arts and Hobbies in the Exhibit Hall, at the SDCF, June 11 through 15, 2025.
 - 1. Contractor shall provide all materials necessary for beading demonstrations.
 - 2. Contractor shall provide beading demonstrations from 12:00 p.m. to 4:00 p.m., June 11 through 15, 2025.
- B. Contractor shall provide beading tutorials and education to SDCF patrons.
- C. Contractor shall set-up booth space on June 11, 2025 between the hours of 10:00 a.m. and 11:00 a.m.
- D. Contractor shall teardown booth space at 4:00 p.m. on June 15, 2025.
- E. Contractor acknowledges that District is providing overnight storage as an act of cooperativeness.
 - 1. Contractor shall be solely responsible for the safety and security of materials.
 - 2. Contractor shall store materials at Contractor's own risk and not hold the District responsible or liable or the loss of any or all materials.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.

EXHIBIT A
SCOPE OF WORK

San Diego Bead Society
Agreement Number: 25-1237
Page 2 of 21

- B. District shall provide tables and folding chairs in booth for Contractor use.
- C. District shall provide one (1) storage space for overnight storage of Contractor's materials.
- D. District shall provide a pre-determined number of admission and parking credentials to Contractor. Number of credentials offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1238

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

The Machine Knitters' Guild of San Diego

2. The term of this Agreement is:

START DATE

06/11/2025

THROUGH END DATE

06/15/2025

3. The maximum amount of this Agreement is:

\$0.00**Zero Dollars**

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

The Machine Knitters' Guild of San Diego

CONTRACTOR BUSINESS ADDRESS

1638 Hawk View Drive

CITY

Encinitas

STATE

CA

ZIP

92024

PRINTED NAME OF PERSON SIGNING

Betty Lively

TITLE

Coordinator

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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

I. SERVICES OVERVIEW

- A. The Machine Knitters' Guild of San Diego, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide machine knitting demonstrations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Judith Toepel, Manager Agriculture and Education	Name:	Betty Lively, Coordinator
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	1638 Hawk View Drive Encinitas, California 92024
Phone:	(858) 308-2216	Phone:	(858) 292-8071
Email:	jtoepel@sdfair.com	Email:	blively2015@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide machine knitting demonstrations for Home Arts and Hobbies in the Exhibit Hall, at the SDCF, June 11 through 15, 2025.
1. Contractor shall provide all materials necessary for machine knitting demonstrations.
 2. Contractor shall provide machine knitting demonstrations from 11:00 a.m. to 6:00 p.m., June 11 through 15, 2025.
- B. Contractor shall provide a free craft to SDCF patrons.
- C. Contractor shall set-up booth space on June 11, 2025 between the hours of 10:00 a.m. and 11:00 a.m.
- D. Contractor shall teardown booth space at 6:00 p.m. on June 15, 2025.
- E. Contractor acknowledges that District is providing overnight storage as an act of cooperativeness.
1. Contractor shall be solely responsible for the safety and security of materials.
 2. Contractor shall store materials at Contractor's own risk and not hold the District responsible or liable for the loss of any or all materials.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.

- B. District shall provide tables and folding chairs in booth for Contractor use.
- C. District shall provide one (1) storage space for overnight storage of Contractor's materials.
- D. District shall provide a pre-determined number of admission and parking credentials to Contractor. Number of credentials offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1239

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

El Camino Quilter's

2. The term of this Agreement is:

START DATE

06/11/2025

THROUGH END DATE

07/06/2025

3. The maximum amount of this Agreement is:

\$0.00**Zero Dollars**

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

El Camino Quilter's

CONTRACTOR BUSINESS ADDRESS

P.O. Box 1952

CITY

Oceanside

STATE

CA

ZIP

92051

PRINTED NAME OF PERSON SIGNING

Jeanette Blackburn

TITLE

Coordinator

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

El Camino Quilter's
Agreement Number: 25-1239
Page 1 of 21

I. SERVICES OVERVIEW

- A. El Camino Quilter's, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall quilting demonstrations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Judith Toepel, Manager Agriculture and Education	Name:	Jeanette Blackburn, Coordinator
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	P.O. Box 1952 Oceanside, California 92051
Phone:	(858) 308-2216	Phone:	(760) 415-9300
Email:	jtoepel@sdfair.com	Email:	jeanetteblackburn3@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide quilting demonstrations for Home Arts and Hobbies in the Exhibit Hall, at the SDCF, June 11 through July 6, 2025.
 - 1. Contractor shall provide all materials necessary for quilting demonstrations.
 - 2. Contractor shall provide quilting demonstrations from 11:00 a.m. to 4:00 p.m., June 11 through July 6, 2025.
- B. Contractor shall provide sewing tutorials to SDCF patrons.
- C. Contractor shall set-up booth space on June 8, 2025 between the hours of 10:00 a.m. and 11:00 a.m.
- D. Contractor shall teardown booth space at 4:00 p.m. on July 6, 2025.
- E. Contractor acknowledges that District is providing overnight storage as an act of cooperativeness.
 - 1. Contractor shall be solely responsible for the safety and security of materials.
 - 2. Contractor shall store materials at Contractor's own risk and not hold the District responsible or liable or the loss of any or all materials.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.
- B. District shall provide tables and folding chairs in booth for Contractor use.

EXHIBIT A
SCOPE OF WORK

El Camino Quilter's
Agreement Number: 25-1239
Page 2 of 21

- C. District shall provide one (1) storage space for overnight storage of Contractor's materials.
- D. District shall provide a pre-determined number of admission credentials, parking credentials and badges to Contractor. Number of credentials/badges offered by District shall be non-negotiable.

STD 213A (Rev. 4/2020)

☐ CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED _____ PAGES

AGREEMENT NUMBER	AMENDMENT NUMBER	Purchasing Authority Number
25-1239	1	N/A

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME
22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME
El Camino Quilter's

2. The term of this Agreement is:

START DATE
06/11/2025

THROUGH END DATE
07/06/2025

3. The maximum amount of this Agreement after this Amendment is:
\$0.00 Zero Dollars

4. The parties mutually agree to this amendment as follows. All actions noted below are by this reference made a part of the Agreement and incorporated herein:

Standard Agreement No. 25-1239, dated June 9, 2025, between the 22nd District Agricultural Association and El Camino Quilter's is hereby amended as follows:

Page 1, Section A.2., "Contractor shall provide quilting demonstrations from 11:00 a.m. to 4:00 p.m., June 11 through July 6, 2025" shall be deleted in its entirety and in lieu thereof insert, "2. Contractor shall provide quilting demonstrations from 11:00 a.m. to 6:00 p.m., June 11 through July 6, 2025.

All other terms and conditions shall remain the same.

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.) El Camino Quilter's			
CONTRACTOR BUSINESS ADDRESS P.O. Box 1952	CITY Oceanside	STATE CA	ZIP 92051
PRINTED NAME OF PERSON SIGNING Jeanette Blackburn	TITLE Coordinator		
CONTRACTOR AUTHORIZED SIGNATURE	DATE SIGNED		

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME 22nd District Agricultural Association / Del Mar 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		

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1240

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Coin Collector Clubs

2. The term of this Agreement is:

START DATE

06/25/2025

THROUGH END DATE

07/06/2025

3. The maximum amount of this Agreement is:

\$0.00**Zero Dollars**

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

Coin Collector Clubs

CONTRACTOR BUSINESS ADDRESS

3650 Villa Terrace, Apartment A

CITY

San Diego

STATE

CA

ZIP

92104

PRINTED NAME OF PERSON SIGNING

Kenneth Spindler

TITLE

Coordinator

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

Coin Collector Clubs
Agreement Number: 25-1240
Page 1 of 21

I. SERVICES OVERVIEW

- A. Coin Collector Clubs, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall provide coin collecting demonstrations, at the 2025 San Diego County Fair (SDCF), in cooperation with eight (8) local coin collecting clubs.
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Judith Toepel, Manager Agriculture and Education	Name:	Kenneth Spindler, Coordinator
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	3650 Villa Terrace, Apartment A San Diego, California 92104
Phone:	(858) 308-2216	Phone:	(858) 877-0864
Email:	jtoepel@sdfair.com	Email:	kjspindler@hotmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide coin collecting demonstrations for Home Arts and Hobbies in the Exhibit Hall, at the SDCF, June 25 through July 6, 2025.
 - 1. Contractor shall provide all materials necessary for coin collecting demonstrations.
 - 2. Contractor shall provide coin collecting demonstrations from 11:00 a.m. to 6:00 p.m., June 25 through July 6, 2025.
- B. Contractor shall provide free coins to SDCF patrons.
- C. Contractor shall set-up booth space on June 25, 2025 between the hours of 10:00 a.m. and 11:00 a.m.
- D. Contractor shall teardown booth space at 6:00 p.m. on July 6, 2025.
- E. Contractor acknowledges that District is providing overnight storage as an act of cooperativeness.
 - 1. Contractor shall be solely responsible for the safety and security of materials.
 - 2. Contractor shall store materials at Contractor's own risk and not hold the District responsible or liable for the loss of any or all materials.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.

EXHIBIT A
SCOPE OF WORK

Coin Collector Clubs
Agreement Number: 25-1240
Page 2 of 21

- B. District shall provide tables and folding chairs in booth for Contractor use.
- C. District shall provide one (1) storage space for overnight storage of Contractor's materials.
- D. District shall provide a pre-determined number of admission credentials, parking credentials and badges to Contractor. Number of credentials/badges offered by District shall be non-negotiable.

STANDARD AGREEMENT

STD 213 (Rev. 04/2020)

AGREEMENT NUMBER

25-1242

GL ACCOUNT NUMBER (If Applicable)

1. This Agreement is entered into between the Contracting Agency and the Contractor named below:

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar Fairgrounds

CONTRACTOR NAME

Poway Stamp Club

2. The term of this Agreement is:

START DATE

06/11/2025

THROUGH END DATE

07/06/2025

3. The maximum amount of this Agreement is:

\$0.00**Zero Dollars**

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	1 – 2
Exhibit B	Budget Detail and Payment Provisions	N/A
Exhibit C	General Terms and Conditions (GTC 02/2025)	3 – 7
Exhibit D	Contractor Certification Clauses (CCC 04/2017)	8 – 11
Exhibit E	Special Terms & Conditions	12 – 16
Exhibit F	Insurance Requirements	17 – 20
Exhibit G	Preventing Storm Water Pollution	21

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.)

Poway Stamp Club

CONTRACTOR BUSINESS ADDRESS

12675 Danielson Court, Suite 413

CITY

Poway

STATE

CA

ZIP

92064

PRINTED NAME OF PERSON SIGNING

Arthur Berg

TITLE

Coordinator

CONTRACTOR AUTHORIZED SIGNATURE

DATE SIGNED

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

22nd District Agricultural Association / Del Mar 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**

Poway Stamp Club
Agreement Number: 25-1240
Page 1 of 21

I. SERVICES OVERVIEW

- A. Poway Stamp Club, hereinafter referred to as Contractor, agrees to provide to the 22nd District Agricultural Association, hereinafter referred to as District, with services as described herein.
- B. Contractor shall stamp collecting demonstrations, at the 2025 San Diego County Fair (SDCF).
- C. The project representatives during the term of this Agreement will be:

22nd District Agricultural Association		Contractor	
Name:	Judith Toepel, Manager Agriculture and Education	Name:	Arthur Berg, Coordinator
Address:	2260 Jimmy Durante Boulevard Del Mar, California 92014	Address:	12675 Danielson Court, Suite 413 Poway, California 92064
Phone:	(858) 308-2216	Phone:	(858) 877-8156
Email:	jtoepel@sdfair.com	Email:	mtntop52@gmail.com

Parties may change their Project Representative upon providing ten (10) business days' written notice to the other party. Said changes shall not require an Amendment to this Agreement.

II. CONTRACTOR RESPONSIBILITIES

- A. Contractor shall provide stamp collecting demonstrations for Home Arts and Hobbies in the Exhibit Hall, at the SDCF, June 11 through July 6, 2025.
 - 1. Contractor shall provide all materials necessary for stamp collecting demonstrations.
 - 2. Contractor shall provide stamp collecting demonstrations from 11:00 a.m. to 6:00 p.m., June 11 through July 6, 2025.
- B. Contractor shall provide free stamps to SDCF patrons.
- C. Contractor shall set-up booth space on June 11, 2025 between the hours of 10:00 a.m. and 11:00 a.m.
- D. Contractor shall teardown booth space at 6:00 p.m. on July 6, 2025.
- E. Contractor acknowledges that District is providing overnight storage as an act of cooperativeness.
 - 1. Contractor shall be solely responsible for the safety and security of materials.
 - 2. Contractor shall store materials at Contractor's own risk and not hold the District responsible or liable for the loss of any or all materials.

III. DISTRICT RESPONSIBILITIES

- A. District shall provide one (1) 10-foot by 10-foot space in the Exhibit Hall for Contractor to utilize on demonstration days.

EXHIBIT A
SCOPE OF WORK

Poway Stamp Club
Agreement Number: 25-1240
Page 2 of 21

- B. District shall provide tables and folding chairs in booth for Contractor use.
- C. District shall provide one (1) storage space for overnight storage of Contractor's materials.
- D. District shall provide a pre-determined number of admission credentials, parking credentials and badges to Contractor. Number of credentials/badges offered by District shall be non-negotiable.