

# NOTICE OF REGULAR TELECONFERENCE MEETING CALIFORNIA CONSTRUCTION AUTHORITY BOARD OF DIRECTORS

September 25, 2025

Notice is hereby given that a Regular Teleconference Meeting of the Board of Directors of the California Fairs Financing Authority d/b/a California Construction Authority ("CCA") will convene at 10 a.m. on October 1, 2025. This teleconference meeting will be held at the California Construction Authority Conference Room, 1776 Tribute Road, Suite 200, Sacramento, California 95815 and at the following teleconference locations:

- San Diego County Fair, 22<sup>nd</sup> DAA2260 Jimmy Durante Blvd. Del Mar, CA 92014-2216
- Orange County Fair and Event Center, 32nd DAA
   88 Fair Drive Costa Mesa, CA 92626
- El Dorado County Fair 100 Placerville Drive Placerville, CA 95667
- Solano County Building 675 Texas Street Conference Room 6002 Fairfield, CA 94533
- Southern California Fair & Events Center, 46<sup>th</sup> DAA 18700 Lake Perris Drive Perris, CA 92571

#### **California Construction Authority Mission Statement**

CCA exists to facilitate in a timely manner and with cost effectiveness, construction of California fairgrounds, ensuring public health and safety and compliance with California codes.

#### **California Construction Authority Vision Statement**

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 and compliance with California codes; and providing access to current, relevant information and education.

Call to Order
Roll Call & Introductions
Public Comment

#### **AGENDA ITEMS:**

**1.** Resolution No. 25-16 Approving Minutes of July 16, 2025, Regular Teleconference Board Meeting

#### INFORMATIONAL ITEMS

- I. Finance Report
- II. Business Services Report
- III. Strategic Initiatives & Communications Report
- IV. Executive Officer's Report
- V. Directors' Report

#### <u>Adjournment</u>

PUBLIC COMMENT
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It is the policy of the Board of Directors of the California Construction Authority (CCA) to encourage public participation in the meetings of the Board of Directors. At each meeting, members of the public shall be provided with an opportunity to directly address the Board on items of interest to the public that are within the subject matter jurisdiction of CCA.

NOTE: The Board may take action on any matter, however listed on this Agenda, and whether or not listed on this Agenda, to the extent permitted by applicable law. Staff Reports are subject to change without prior notice. If requested, this agenda can be made available in appropriate alternative formats to persons with disabilities, as required by Section 202 of the Americans with Disabilities Act of 1990 and the Federal Rules and Regulations adopted in implementation thereof. Persons seeking an alternative format should contact the Board Secretary Assistant for further information. In addition, a person with a disability who requires a modification or accommodation, including auxiliary aids or services, in order to participate in a public meeting, should telephone or otherwise contact the Board Secretary as soon as possible. The CCA Board Secretary may be reached at 1776 Tribute Road, Suite 220, Sacramento, California 95815, or by telephone at 916-263-6101.

DISTRIBUTED PUBLIC RECORDS: Public records related to an agenda item that are distributed less than 72 hours before this meeting are available for public inspection during normal business hours at the CCA office at 1776 Tribute Road, Suite 220, Sacramento, CA 95815 and will be made available to the public on the CCA website at https://ccauthority.org/. Availability of materials related to agenda items for public inspection does not include materials which are exempt from public disclosure under Government Code sections 6253.5, 6254, 6254.3, 6254.7, 6254.15, 6254.16, or 6254.22.



# **RESOLUTION NO. 25-16**

California Fairs Financing Authority d/b/a
California Construction Authority
October 1, 2025

Resolution No. 25-16 Approving Minutes of July 16, 2025, Regular Teleconference Board Meeting

BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE CALIFORNIA FAIRS FINANCING AUTHORITY THAT:

Minutes of July 16, 2025, Regular Board Meeting are hereby approved.

AYES:				
NOES:				
ABSENT:				
ABSTAIN:				
			CHAIR	
ATTEST:				
SECRETARY				



# BOARD OF DIRECTORS REGULAR TELECONFERENCE MEETING MINUTES July 16, 2025

#### **ROLL CALL:**

The Regular Teleconference Board Meeting called to order by Chair Vandenberg at 10:02 a.m. on July 16, 2025, pursuant to the California Government Code Section 54950 et. seq., and Section IX of the Joint Exercise of Powers Agreement. Roll call taken, and a quorum of the Board of Directors of California Fairs Financing Authority d/b/a California Construction Authority ("CCA") were present at 1776 Tribute Road, Sacramento, CA 95815 and at the teleconference locations below for agenda items.

#### **INTRODUCTIONS:**

#### **Board Members present:**

Russ Vandenberg, Chair Southern California Fair & Events Center 46<sup>th</sup> DAA Michael Flores, Director (non-voting) CDFA, Fairs & Expositions

#### Board Members present via Teleconference:

Carlene Moore, Director San Diego County Fair 22<sup>nd</sup> DAA

Kathu Dunkak Dinastan

Kathy Dunkak, Director El Dorado County Fair & Event Center Ken Karnes, Acting Interim CEO OC Fair & Event Center

32<sup>nd</sup> DAA

John Vasquez, Director Solano County

#### **CCA Staff Members present:**

Don Haase, California Construction Authority

Susan Hargett, Executive Assistant California Construction Authority

Glynnis Vaughan, Communications California Construction Authority

Sean Slay, Project Manager California Construction Authority

#### CCA Staff Members present via Teleconference:

Julie Stephenson NOW CFO Samantha Daley, Accountant California Construction Authority

#### Others present via Teleconference:

Osman Mufti, Legal Counsel Hayley Geier

Sloan Sakai Yeung & Wong LLP Pinnacle Accounting

James Canfield, member of the public, was present.

Director Vasquez arrived at 10:10 a.m.

Director Moore arrived at 10:14 a.m.

Director Flores was on via teleconference and arrived in person at 10:20 a.m.

Acting Director Ken Karnes left call 10:30 a.m.

#### **AGENDA ITEMS:**

1. Approving Resolution No. 25-12 Approving the Minutes from May 21, 2025, Regular Board Meeting.

DISCUSSION: There was no public comment on this item.

MOTION: Director Dunkak moved to approve the resolution.

Director Vandenberg seconded the motion.

VOTE: Roll called by Board Secretary Glynnis Vaughan:

Director Vandenberg Aye
Director Dunkak Aye
Director Moore Absent

Director Vasquez Absent

Acting Interim Director Karnes Abstain

**Motion Carried** 

Resolution No. 25-12 Approving Minutes of May 21, 2025; Regular Teleconference Board Meeting approved.

2. Approving Resolution #25-13 2023 Audit Findings from Pinnacle Accounting.

DISCUSSION: There was no public comment on this item, or changes suggested to Audit Findings.

MOTION: Director Dunkak moved to approve 2023 Audit Fundings. Director Vandenberg seconded the vote.

VOTE: Roll called by Board Secretary Glynnis Vaughan:

Director Vandenberg Aye
Director Dunkak Aye

Director Moore Aye
Director Vasquez Aye

Acting Interim Director Karnes Not present

**Motion Carried** 

Approved Resolution #25-13 2023 Audit Findings from Pinnacle Accounting.

### 3. Approving Resolution #25-14 New CCA Personnel Policy 217– Admin Leave and Rescinding Policies 212-214.

DISCUSSION: This resolution should be tabled for further discussion and review by CCA.

MOTION: Director Moore moved to table the resolution for further discussion. Directors Dunkak seconded the motion.

VOTE: Roll called by Board Secretary Glynnis Vaughan:

Director Vandenberg Aye
Director Dunkak Aye
Director Moore Aye

Director Vasquez Aye

**Motion Carried** 

Tabled Resolution #25-14 New CCA Personnel Policy 217 – Admin Leave and tabled Rescinding Policies 212-214 for further discussion and review by CCA.

#### 4. Approving Resolution #25-15 Revised Salary Schedule.

DISCUSSION: Don Haase explained 3 promotions to leadership roles within CCA.

MOTION: Director Vandenberg moved to approve the Revised Salary Schedule. Director Moore seconded the motion.

VOTE: Roll called by Board Secretary Glynnis Vaughan:

Director Vandenberg Aye
Director Dunkak Aye
Director Moore Aye
Director Vasquez Aye

Motion Carried

MOTION: Director Dunkak moved to approve the Revised Salary Schedule. Director Vandenberg seconded the vote.

Approved Resolution # 25-15 Revised Salary Schedule.

#### **INFORMATIONAL ITEMS:**

- Financial and Local Agency Investment Fund (LAIF) Report Julie Fields Stephenson, NOW CFO
- 2. Personnel Report Don Haase
- 3. Marketing & Communications Report Glynnis Vaughan
- 4. Executive Officer's Report Don Haase
- 5. Directors' Reports:
  - a. Director Dunkak
  - b. Director Moore let's revisit Strategic Planning
  - c. Director Vasquez
  - d. Director Flores
  - e. Director Vandenberg's Chair Report Next Board Meeting September 17, 2025, via Teleconference. Director Vandenberg requested Director Flores look at updating his alternate Mike Francesconi, as Mike is serving as Co-Interim EO for CCA.

**ADJOURNMENT OF REGULAR SESSION:** Meeting adjourned by Chair Vandenberg at 11:32 a.m.

# **CCA Board Meeting**

**October 1, 2025** 

### Agenda Items

- □ Resolution No. 25-16 Approving Minutes of July 16, 2025, Regular Teleconference Board Meeting
- ☐ Informational Items:
  - ☐ Finance Report
  - ☐ Business Services Report
  - Strategic Initiatives & Communications Report
  - **☐ Executive Officer's Report**
  - □ Directors' Report

Resolution No. 25-16 – Approving Minutes of July 16, 2025, Regular Teleconference Board Meeting

Recommendation: Approve minutes for July 16, 2025, Regular Teleconference Board Meeting

**Informational Items** 

**Finance Report** 

#### Fiscal Performance – Q2 2025

Condensed Income Statement for		
Q2 2025	Actual	Budget
Total Revenue:	\$ 1,552,396	\$ 2,857,752
Total Expenses and Other Uses:	\$ 1,379,466	\$ 1,371,758
Net Income / (Loss):	\$ 172,931	\$ 1,485,995

Variance \$ tter/(Worse)	Variance % Better/(Worse)	
\$ (1,305,356)	-46%	
\$ (7,708)	-196	
\$ (1,313,064)	-88%	

xpenses:	Actual	Budget
CFFA Salaries, Taxes and Benefits	950,240	872,990
Consulting	2,627	99,350
IT Services	54,078	96,743
Travel	34,696	10,000
OPEB / Pension	58,788	58,443
Audit	12,375	7,500
Supplies	11,622	2,950
Education and Seminars	42,995	6,250
All Other Expenses	212,045	217,533
Total Expenses	1,379,466	1,371,758

er/(Worse)	Variance % Better/(Worse)
\$ (77,250)	-9%
\$ 96,723	97%
\$ 42,665	44%
\$ (24,696)	-247%
\$ (346)	- 196
\$ (4.875)	-65%
\$ (8,672)	-294%
\$ (36,745)	-588%
\$ 5,488	396
\$ (7,708)	- 196

- · Budget comparison is based on original annual budget.
- Q3 reporting will show a comparison to the revised second half forecast, presented to the board in July.
- Consulting includes reclasses from Q1

#### Fiscal Performance – June 2025 Year-to-Date

Condensed Income Statement for		
June 2025 YTD	Actual	Budget
Total Revenue:	\$ 3,031,692	\$ 5,719,501
Total Expenses and Other Uses:	\$ 2,817,291	\$ 2,780,380
Net Income / (Loss):	\$ 214,401	\$ 2,939,121

Variance \$ tter/(Worse)	Variance % Better/(Worse)		
\$ (2,687,809)	-47%		
\$ (36,911)	- 196		
\$ (2,724,720)	-93%		

xpenses June YTD:	Actual	Budget
CFFA Salaries, Taxes and Benefits	1,920,909	1,788,221
Consulting	105,506	238,700
Audit	22,440	15,000
Legal	43,649	33,000
Marketing	16,328	19,375
Insurance	42,167	46,100
Travel	49,245	20,000
OPEB / Pension	347,539	346,528
All Other Expenses	269,509	273,456
Total Expenses	2,817,291	2,780,380

10000000	ariance \$ ter/(Worse)	Variance % Better/(Worse)
\$	(132,688)	-7%
\$	133,194	56%
\$	(7,440)	-50%
\$	(10,649)	-32%
\$	3,047	16%
\$	3,933	9%
\$	(29,245)	-146%
\$	(1,010)	0%
\$	3,947	1%
\$	(36,911)	-1%

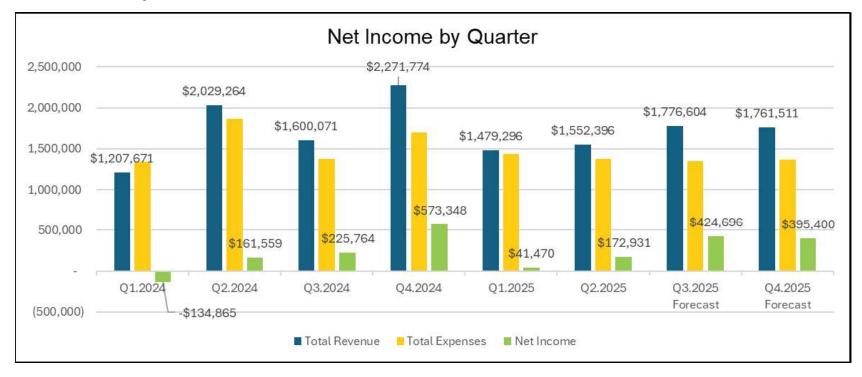
• Salaries and Benefits overages are offset by lower consulting expenses

#### 2025 Fiscal Year Reforecast

	Original Annual	Revised Annual	Variance
California Construction Authority	Budget	Budget	Better/(Worse)
Revenues:			
Project Admin Fees	5,545,859	5,162,404	(383,455)
CDFA Grant Project Planning Fees	3,523,886	1,080,447	(2,443,439)
Technology Fee (0.5%)	187,871	50,738	(137,133)
Total Revenue:	9,257,616	6,293,589	(2,964,027)
Expenses:			
CFFA Salaries, Taxes and Benefits	3,537,481	3,997,008	(459,527)
Consulting/Professional Services	437,400	205,656	231,744
IT Services	276,870	245,484	31,386
Legal Services	66,000	109,954	(43,954)
Rent	80,822	82,777	(1,955)
Insurance	92,200	84,336	7,864
Depreciation	50,905	30,296	20,609
Other (Travel/Mktg/Supplies)	233,590	326,760	(93,170)
Total Expenses:	4,775,267	5,082,271	(307,003)
Other Uses:			
OPEB Premiums	134,792	140,631	(5,839)
Total Expenses and Other Uses:	4,910,059	5,222,901	(312,842)
Net Income from Operations	4,347,557	1,070,688	(3,276,869)
Other Items of Revenue & Expense			
Retiree Pension Expense	588,340	590,201	(1,861)
Net Income	3,759,217	480,486	(3,278,730)

- The reforecast was presented at the July 2025 Board Meeting prior to the finalization of the Q2 financials
- This chart compares the original annual budget with the re-forecasted budget
- The Q3 and Q4 financials will be compared against the re-forecasted budget
- The largest variance is in project revenue:
  - Project budgets reflected an accelerated schedule
  - Project timelines were revised, with portions of revenue now projected in 2026

#### **Net Income Comparison**



- June 2025 YTD Net Income is \$188K more than June 2024 YTD Net Income
- Using the 2<sup>nd</sup> half forecast for Q3 and Q4, CCA is projected to earn \$1.034M in 2025 vs \$0.826M in 2024

### **LAIF Report**

CALIFORNIA FAIRS FINANCING AUTHORITY

CONTROLLER 1776 TRIBUTE ROAD, SUITE 220 SACRAMENTO, CA 95815-4410

Account Number: 40-34-002

August 2025 Statement

Effective Date	Transaction Date	Tran Type	Confirm Number	Confin Numb	rm	Authorized Caller	Amount
8/14/2025	8/13/2025	RW	1781397	<u>1741993</u>	3	MARCUS LEE	-500,000.00
Account S	<u>ummary</u>						
Total Depo	sit:			0.00	Beg	ginning Balance:	6,923,004.68
Total With	drawal:		-500	,000.000	End	ling Balance:	6,423,004.68

Weh

#### **Proposed California Bank of Commerce Cash Structure**

<b>Current Structure</b>	Proposed Structure
Photovoltaic Accounts	Photovoltaic Accounts
• 2 separate accounts for PV funds	<ul> <li>Close accounts - funds have been disbursed</li> </ul>
ICS Sweep Accounts	Fully Collateralized
• 3 cash accounts + 3 ICS sweep accounts	• 3 cash accounts
• \$20M+ spread over 100+ banks (to stay under FDIC limits)	<ul> <li>All funds held at CBC - fully secured through a Letter of Credit held with FHLB *</li> </ul>
Reduced liquidity	Funds remain fully liquid
Interest Bearing Accounts	Money Market Accounts
None of our accounts are interest bearing	<ul> <li>Open 2 money market accounts that earn interest tied to LAIF (4.269% as of June 2025)</li> </ul>

- Funds are fully secured by Federal Home Loan Bank (FHLB)\*
- CBC pledges its loan portfolio at 120% of deposit value
- FHLB reviews LOC and pledged collateral annually to ensure compliance

### **Proposed California Bank of Commerce Cash Structure (cont.)**

Account 1: Starting Balance \$21,000,000

Month	Balance	LAIF Rate	Ar	nnual Interest	M	onthly Interest
1	\$ 21,000,000	4.27%	\$	897,120	\$	74,760
2	\$ 21,074,760	4.27%	\$	899,682	\$	74,973
3	\$ 21,149,733	4.26%	\$	900,556	\$	75,046
						Total: \$224,779

Account 2: Starting Balance \$1,700,000

Month	Balance	LAIF Rate	Anı	nual Interest	M	onthly Interest
1	\$ 1,700,000	4.27%	\$	72,624	\$	6,052
2	\$ 1,706,052	4.27%	\$	72,831	\$	6,069
3	\$ 1,712,121	4.26%	\$	72,902	\$	6,075
						Total: \$18,196

Combined 3-Month Interest Total: \$224,779.76 + \$18,196.46 = \$242,976.22

# **Informational Items**

**Business Services Report** 

### **Business Services Report**

#### **Staffing Status:**

Current Staffing: 22

Turnover: 0

#### **Employee Status Breakdown:**

• Regular Full time: 20

Contract Employees: 2

#### **Training:**

- Mandatory biennial Anti-Harassment course YTD25 Completion Rate: 100%
- Supervisory Training completed for Newly Appointed Supervisors
- Annual Cyber Security Training Program selected

#### **Performance Reviews:**

- New Appraisal Structure:
  - SMART Goals
  - Competency-Based Evaluation
  - •KPI Tracking
  - •Blended approach that weights each element of performance

#### **Business Services Report (continued)**

#### Ongoing Initiatives:

- Tech Stack Review
  - Outline to be developed by EOY
- Integration of SharePoint
  - · Shifting to Cloud storage for Project files
  - Moving away from reliance on a local server
- Standardization of Training Modules
  - Working to create a consistent, repeatable approach so all training materials look, feel and function the same way

- Contract Management Guidelines
  - Creating a structured framework so everyone in the organization handles contracts consistently.
- Improving Employee Onboarding
  - · Focused on:
    - · Long-term success
    - Engagement
    - Retention

Informational Items

Strategic Initiatives & Communications Report

#### Strategic Initiatives and Communications Report: Grant Program Update

The California State Coastal Conservancy Fund controls nearly **\$2.5B** in grant funding—a one-time, top-priority opportunity

Pitched grant opportunities to 20+ fairgrounds

4 fairgrounds are submitting multi-million-dollar pre-applications Q3 Antelope Valley, Ventura, Silver Dollar, and Contra Costa moving forward

9 fairgrounds are considering applying for an additional \$10M+ for projects

#### Overview: California State Coastal Conservancy (CSCC) Fund:

**Purpose**: Protects, restores, and enhances California's coast and watersheds while expanding public access.

**Key Priorities:** Climate adaptation, habitat restoration, and equitable public access.

**Funding Capacity: \$2.5B** in bond and state appropriations over the next 12–18 months.

**Grant Size:** Typically \$500K – \$5M+ per project, depending on scope and readiness.

#### **Application Path:**

- Submit a pre-application for initial review
- Upon invitation, file the full proposal.

#### **CCA & Wyn Partners Grant Services Coordination**

Direct coordination with the CSCC technical team to ensure proposed applications are competitive

Pre-applications submitted this fall, CSCC 60-day review period

CSCC may refer applications to other grant programs, raising the fairgrounds' profile and funding chances

Successful applicants will be invited to submit a full application, contingent on permits and project details. Projects must be Shovel Ready

Requested funding amounts per site available once project scopes are finalized to inform CCA 2026 - 2028 revenue projections. Expected Oct.-Nov.

Anticipated new funding estimated at \$50M+

# Fairground Grant Status

#### Signed:

- Antelope Valley
- Contra Costa
- · Silver Dollar
- Ventura

### \$50M+

#### Pitched and pending:

- Del Norte
- El Dorado
- Humboldt
- Merced
- Mid-State
- Napa
- Nevada
- Redwood Acres
- San Bernardino
- Santa Cruz
- Siskiyou

#### Scheduled to present:

- Cow Palace
- Redwood Empire
- · Santa Clara
- Shasta

\$10M+

### CCA Engagement Events

#### **October**

#### **Maintenance Mania Event**

Nevada Fairgrounds – Oct. 7-9th

#### CDFA, CFSA & CCA Regional Onsite Trainings

- Dixon May Fair (Dixon) October 14 & 15th
- Antelope Valley Fair (Lancaster) October 28 & 29th

#### **November**

WFA Managers Conference – November 5-6th

**Informational Items:** 

**Executive Officer's Report** 

Continuing the Journey:
From Rebuilding
to Executing

#### Where We Are Now

- Transitioned from rebuilding to active execution
- Strengthening relationships through fairground meetings
- Tightening controls on projects, budgets, and processes
- Client engagement (Del Mar portfolio workshop)
- Aligning project management systems Tech Stack
- Expanding pre-construction capacity through PICS
- Building stronger partnerships with CDFA and SFM

### **Operational Excellence**

- Strengthening Business Services, Finance, and PICS teams
- Implementing new accounting and project tracking systems
- Aligning internal operations with client expectations
- Rolling out new A/E contract templates
- "Marathon" closeout: 30+ projects completed
- Prioritizing FRC funding packages
- Sharpening accuracy of project budget development

### **Project Focus – Construction Report**

- Strengthening oversight of FRC and other high-risk projects
- Proactively addressing risks in budgets and schedules
- Improving collaboration with SFM and AHJs
- Meetings with SFM to reset and realign relationship
- Strong focus on Antelope Valley MARRC
- Applying lessons learned to Chico project
- Tulare bids came in high but within expected range

### **Financial Stewardship**

- Reinforcing budget discipline (events, contracts, expenses)
- Moving toward transparent project cost modeling
- Reviewing fee and revenue structures for 2026 and beyond
- Assessing tech stack transition to Sage CM
- Completing office remodel on limited budget
- Evaluating staffing needs with disciplined hiring approach

### Client & Stakeholder Engagement

- Expanding direct outreach to clients
- Building trust through clear, consistent communication
- Preparing rebranding and messaging campaign for 2026
- Delivering consistent messaging across all fairgrounds
- Emphasizing partnerships: "CCA works for YOU"
- Increasing focus on triage and project study services

### **Short-Term Goals (Q4 2025 – Q1 2026)**

- Finalize project initiation process
- Confirm refinements to CCA fee model
- Solidify curated data: dashboards, KPIs, financials
- Fully implement Sage CM
- Develop integrated workflows for PICS
- Initial training modules

### **Forward Planning**

- Advancing strategic framework (value proposition, 3-year plan)
- October: launching 2026 business planning cycle
- Expanding client categories and pipeline development
- Tracking metrics: utilization, multiplier, break-even trends
- Targeting new grants and funding opportunities
- Building 2026 training platform
- Goal: consistent, repeatable performance

### **Executing with Discipline, Building for Excellence**

- Operational discipline taking hold
- Strengthening client relationships
- Laying the foundation for sustainable performance
- Delivering operational excellence
- Building an aligned & enduring board relationship
- Empowering employees to engage and drive progress

# **Directors' Reports**

#### **2025 Board & Finance Committee Meeting Dates**

#### Board of Directors:

 6-NOV: In Person (to be held on a Thursday after the conclusion of the WFA Manager's Conference)

#### Finance Committee:

 28-OCT - Q3 2025 : Teleconference (moved from 10/29 due to scheduling conflict)

# Regular Meeting Adjourned