



NOTICE OF MEETING

22nd District Agricultural Association Board of Directors meeting
Tuesday, October 11, 2022, at 1:30 p.m.

Boardroom

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

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

OUR PURPOSE

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

OUR MISSION

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

22nd DAA BOARD OF DIRECTORS

G. Joyce Rowland, President
Frederick Schenk, 1st Vice President
Richard Valdez, 2nd Vice President
Lisa Barkett, Director

Michael Gelfand, Director
Kathlyn Mead, Director
Don Mosier, Director
Sam Nejabat, Director

Secretary-Manager

Carlene Moore
Chief Executive Officer

22nd DAA Counsel

Josh Caplan
Office of the California Attorney General

OUR GOALS

THE LENS

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

BUSINESS PLAN

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

MASTER PLAN

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

COMMUNITY ENGAGEMENT

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

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

Items listed on this Agenda may be considered in any order, at the discretion of the chairperson. This Agenda, and all notices required by the California Bagley-Keene Open Meeting Act, are available at www.delmarfairgrounds.com



22nd District Agricultural Association Board of Directors meeting

AGENDA

Tuesday, October 11, 2022, at 1:30 p.m.

1. **CALL TO ORDER** – PRESIDENT G. JOYCE ROWLAND

All matters noticed on this agenda, in any category, **may be considered for action as listed.**

Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Board President.

2. **ROLL CALL**

3. **CONSENT CALENDAR (ACTION ITEMS)**

All matters listed under Consent Calendar are operational matters about which the Board has governing policies, implementation of which is delegated to the CEO. They will be enacted in one motion. There will be no discussion of these items prior to the time the Board of Directors votes on the motion, unless members of the board, staff, or public request specific items to be discussed separately and/or removed from this section. Any member of the public who wishes to discuss Consent Calendar items should notify the Chair of the Board, at the time requested and be recognized by invitation of the Chair to address the Board.

- Minutes, Regular Meeting September 13, 2022 6-8
- Contract Approval 9-11
 - Standard Agreements
(DAA-18-213-19 AM3, Sponsorship acquisition & coordination)
- Review of Contracts Executed per Delegation of Authority
 - Service Agreements
(22-074, Web development); (22-073, air pollution testing); (22-075, Teaching Pro); (22-076, Teaching Pro); (22-077, Teaching Pro); (22-078, Teaching Pro); (22-079, Teaching Pro); (22-080, Teaching Pro); (22-081, Teaching Pro); (22-082, Teaching Pro); (22-083, Teaching Pro); (22-084, Teaching Pro); (22-085, Teaching Pro); (22-086, Teaching Pro); (22-087, Teaching Pro); (22-088, Teaching Pro); (22-089 Teaching Pro)
 - Event Agreements
(22-5074, Pinery Christmas Trees, Inc.-Christmas Tree Sale); (23-3030, Bart Hall & Associates, LLC-Bart Hall Show); (23-3031, FJS Productions - The Great Junk Hunt); (23-3032, Fully Charged Show, LLC-Fully Charged Show)

4. **MANAGEMENT REPORT** – CEO Carlene Moore (Informational)

- Operational Announcements
 - Sportsbook RFP Update 12-13
- Construction Projects & Facilities Updates
- Industry News & Updates
- Premier Food Services P&L Statement 14

5. **GENERAL BUSINESS**

- A. Tennis Center Operations (Action)
 - 1. Discuss and vote on whether to approve contract under Request for Proposal No. 22-904 (Rebid 1 Tennis Center Operator) with Racket Club One. 15-16
- B. Center Activities Updates (Action)
 - 1. Consideration and vote to approve name of Venue & Center (Power Point (PP)) 17
- C. Out of State Travel (Action)
- D. Community & Government Relations Committee – Don Mosier, Chair
 - City of San Diego El Camino Real Widening Project Presentation (Informational)
- E. Finance Committee – Richard Valdez, Chair (Informational)
 - Committee Report 18-21
 - 2022 San Diego County Fair Financial Report Presentation (PP) 22
- F. Fair Operations Committee – Frederick Schenk, Chair VERBAL
 - Committee Report (Informational)
- G. DMTC Liaison Committee – Richard Valdez, Chair (Informational) 23-24
 - Summer Race Meet Review
 - Fall Race Meet Overview
- H. Affordable Housing Ad Hoc Committee – Kathlyn Mead, Chair 25
 - Committee Report (Informational)

6. **PUBLIC COMMENT**

Public comments on agenda items will be accepted during the meeting as items are addressed. This item is for Public comment on issues **NOT** on the current Agenda. However, no debate by the Board shall be permitted on such public comments and no action will be taken on such public comment items at this time, as law requires formal public notice prior to any action on a docket item. Speaker's time is limited to **two** minutes and may be modified based on the number of public speakers. No speaker may cede their time to another speaker.

7. **CLOSED EXECUTIVE SESSION (NOT OPEN TO THE PUBLIC)**

Pursuant to the authority of Government Code section 11126(a), (b), and (e) the Board of Directors will meet in closed executive sessions. The purpose of these executive sessions is:

- A. To confer with and receive advice from legal counsel regarding potential litigation involving the 22nd DAA. Based on existing facts and circumstances, there is significant exposure to litigation against the 22nd DAA.
- B. To confer with counsel, discuss, and consider the following pending litigation to which the 22nd DAA is a party.
- C. To confer with counsel, discuss, and consider the following pending litigation to which the 22nd DAA is a party. Jerry Hollendorfer v. DMTC et al., Case No. 37-2019-00036284.
- D. To confer with counsel, discuss, and consider the following pending litigation to which the 22nd DAA is a party. Talley Amusements, Inc., et al., v 22nd District Agricultural Association, et al., San Diego County Superior Court, Case No. 37-2021-00032169.
- E. To confer with counsel, discuss, and consider the following pending litigation to which the 22nd DAA is a party. B&L Productions, Inc., et al., v Gavin Newsom, et al., United States District Court, Southern District of California, Case No. 3:21-cv-01718-AJB-KSC.
- F. Personnel: The Board will meet in closed session to consider those items authorized under Section 11126 of the Government Code, including but not limited to the evaluation of performance of the General Manager / CEO. [Gov. Code, § 11126, subd. (a.)]

8. **RECONVENE TO OPEN SESSION**

Report on actions, if any, taken by the Board in closed executive session.

9. **MATTERS OF INFORMATION**

- Directors Requests
- Correspondence

26-41

10. **ADJOURNMENT**



22nd DISTRICT AGRICULTURAL ASSOCIATION
Board of Directors Meeting
Del Mar Fairgrounds
2260 Jimmy Durante Boulevard
Del Mar, CA 92014
September 14, 2022

MINUTES

The following minutes are a summary of the Board action and proceedings. For a full transcript please click on the link below or visit the delmarfairgrounds.com website.

<https://delmarfairgrounds.com/about-us/public-information/>

OFFICERS PRESENT:

Joyce Rowland, President
Richard Valdez, 2nd Vice President (via ZOOM)
Carlene Moore, Chief Executive Officer

DIRECTORS PRESENT

Lisa Barkett, Michael Gelfand, Kathlyn Mead (via ZOOM) and Don Mosier

OFFICERS/DIRECTORS ABSENT

Frederick Schenk, 1st Vice President
Sam Nejabat

OTHERS PRESENT

Josh Caplan, Deputy Attorney General (via ZOOM)
Melinda Carmichael, Chief Administrative Officer – 22nd DAA
Katie Mueller, Chief Operations Officer – 22nd DAA
Donna O’Leary, Executive Assistant - 22nd DAA

CALL TO ORDER

President Joyce Rowland called the meeting to order at 10:02 a.m. with a quorum present.

ROLL CALL

All Directors were present except for Vice President Schenk and Director Nejabat who had excused absences.

RECESS TO CLOSED EXECUTIVE SESSION

The Board recessed to Executive Session at 10:04 a.m.

RECONVENE TO OPEN SESSION

The Board reconvened to Open Session at 12:35 p.m. President Rowland reported that the Board conferred with and received advice from counsel on the items listed on the closed-session portion of the agenda and had nothing to report.

President Rowland announced that “Out of State Travel” will move to General Business for discussion and vote. The new order is Consent Calendar, General Business, then Management Report.

CONSENT CALENDAR

PUBLIC COMMENT ON CONSENT CALENDAR – (See page 7 of the Board transcript)
Martha Sullivan (via ZOOM)

Director Gelfand moved to approve the August 9, Board meeting minutes and the contracts listed on pages 12-13 of the Board packet. Director Barkett seconded the motion. President Rowland, Vice President Valdez, Directors Barkett, Gelfand, Mead and Mosier, were all in favor and the motion carried 6-0.

GENERAL BUSINESS

Fair Operations Committee – Frederick Schenk, Chair

- **2023 Concessions and Commercial Rates**
Chief Operating Officer Mueller reviewed the proposed Concessions and Commercial Rates for the 2023 San Diego County Fair included on pages 20-21 in the Board packet. Director Barkett moved to approve the proposed rates. Director Mead seconded the motion. President Rowland, Vice President Valdez, Directors Barkett, Gelfand, Mead and Mosier, were all in favor and the motion carried 6-0.
- **2024 Theme Concept**
COO Mueller presented the revised theme for the 2024 San Diego County Fair, “Let’s Go Retro”. This theme will not only celebrate the past decades, music, and pop culture but will also look to the future and how the choices made today may look 50 years from now. The committee will continue to meet and further define the concept and narrow the scope so that the theme ties in with entertainment, food, and shopping. Director Barkett moved to approve the proposed 2024 theme concept “Let’s Go Retro”. Vice President Valdez seconded. President Rowland, Vice President Valdez, Directors Barkett, Gelfand, Mead and Mosier, were all in favor and the motion carried 6-0.

PUBLIC COMMENT ON FAIR OPERATIONS COMMITTEE – (See page 14 of the Board transcript)
Martha Sullivan (via ZOOM)
Jane Cartmill (via ZOOM)

Out of State Travel

CEO Moore reviewed the report on pages 8-9 of the Board packet. The requests are to authorize Out of State Travel to the Sponsorship Mastery Summit in Seattle, WA, September 28-30, in lieu of the previously approved Feature Fair Tour in New Mexico. The second request is to authorize Out of State Travel to the International Association of Fairs & Exposition (IAFE) Annual Conference & Convention in Indiana, subject to an exception to AB 1887 approval from the Governor’s Office as Indiana is now on the banned travel list. There was a detailed discussion.

PUBLIC COMMENT ON OUT OF STATE TRAVEL CALENDAR – (See page 25 of the Board transcript)
Martha Sullivan (via ZOOM)

Director Gelfand moved to approve Out of State Travel to the Sponsorship Mastery Summit in Seattle, WA. Director Barkett seconded the motion. President Rowland, Vice President Valdez, Directors Barkett, Gelfand, Mead and Mosier, were all in favor and the motion carried 6-0.

Director Barkett moved to approve Out of State Travel to allow staff to apply for an exception to travel to Indiana, which is now on the banned travel list, to attend the IAFE Annual Conference & Convention. Director Gelfand seconded. President Rowland voted yes; Vice President Valdez voted no; Directors Barkett and Gelfand voted yes; Directors Mead and Mosier voted no. The motion failed 3-3.

Finance Committee – Richard Valdez, Chair

CEO Moore reviewed the financials through May on pages 23-26 of the Board packet. A full report that includes the financials for the Fair through July will be on the October board agenda. CEO noted that the District maintains a strong cash position going into the winter months when Fairgrounds activity is slower.

PUBLIC COMMENT ON GENERAL BUSINESS – (See page 39 of the Board transcript)
Martha Sullivan (via ZOOM)

MANAGEMENT REPORT

CEO Moore reviewed the following items:

Operational Announcements

- **San Elijo Wetlands & Treatment Center Presentation**
Dustin Fuller, Supervising Environmental Planner introduced the team that worked on the Water Quality Improvement Project in the backstretch and the ponds. Wayne Rosenbaum, environmental attorney for the District, Thea Lemberger and Davis Ladd from Great Ecology, and Chris Trees from San Elijo Joint Powers Authority gave an update on the stormwater project.
- **Tennis Center Operations**
The original RFP for the Tennis Center Operations was cancelled and a new one was issued which caused a timeline delay for Board approval for a new operator. In the meantime, the current operator gave his 30-day notice which leaves a gap in the operation of the Tennis Center for the month of October. The options for the Tennis Center were reviewed.

Construction Projects & Facilities Updates

- Chief Administrative Officer Melinda Carmichael reviewed the report on page 15 of the Board packet. The District has partnered with California Construction Authority (CCA) to do a Facility Condition Assessment RFP that will look at all the Fairground's property and infrastructure from top to bottom which will give great insight as to the facility capital improvement needs and future master planning.

Industry News & Updates

- Nothing to report

Premier Food & Service

- Mark Wiggins, General Manager for Premier Food Services reviewed the P&L statement for July 2022, included in the Board packet on page 19. Mr. Wiggins noted that revenues had a huge increase from 2021 and should be ahead of budget going forward.

PUBLIC COMMENT ON MANAGEMENT REPORT (See page 80 of transcript)

| | |
|-----------------|----------------|
| Martha Sullivan | Jessica Frazee |
| Zhizuan Wang | Jane Cartmill |
| JZ Keegan | Jason Wood |

PUBLIC COMMENT ON NON-AGENDA ITEMS (See page 89 of transcript)

Martha Sullivan (via ZOOM)
Jane Cartmill (via ZOOM)

MATTERS OF INFORMATION

See pages 27-37 of the Board packet.

ADJOURNMENT

There being no further business to discuss, Vice President Valdez adjourned the meeting at 2:38 p.m.

Carlene Moore
Chief Executive Office

CONTRACT APPROVAL(S)

October 2022

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

Standard Agreements

| Agreements Exercising Option Years | | | | | |
|--|-------------------|--|---------------------------------|------------------|---|
| Contract # | Contractor | Purpose | Acquisition Method | Term | Amount |
| DAA-18-213-19 AM3 | Miller Consulting | Sponsorship acquisition, coordination, & fulfillment | Request for Proposal | 9/1/18 – 8/31/23 | <u>\$550,000.00 (AM3)</u> <u>(Total contract value \$852,900.00)</u> |
| Agreements Awarded via Request for Proposals | | | | | |
| Contract # | Contractor | Purpose | RFP Number | Term | Amount |
| N/A | | | | | |
| Agreements Awarded via Invitation from Bid | | | | | |
| Contract # | Contractor | Purpose | Term | | Amount |
| N/A | | | | | |
| Agreements Exempt from Bid | | | | | |
| Contract # | Contractor | Purpose | Categorical Exemption/Exception | Term | Amount |
| N/A | | | | | |

Solicitations Released Since Last Board Meeting

| Solicitation # | Solicitation Type | Purpose | Term | Amount |
|----------------|----------------------|--------------------------------------|-------------------|-----------------------------|
| 23-005 | Request for Proposal | Del Mar National Horse Show Producer | 1/1/23 – 12/31/23 | To be determined upon award |

Delegated Authority Contracts Up to \$50,000.00

approved since last Board meeting

| Contract # | Contractor | Purpose | Acquisition Method | Term | Amount |
|------------|-------------------|-----------------------|-----------------------|-------------------|-------------|
| 22-073 | Jauregui & Culver | Air Pollution Testing | Fair & Reasonable | 8/29/22 – 8/28/23 | \$1,650.00 |
| 22-074 | Saffire, LLC | Web Development | Categorical Exemption | 10/7/22 – 10/6/23 | \$50,000.00 |
| 22-075 | Alex Levie | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-076 | Matthew Jones | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-077 | Stanley Perry | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-078 | Richard Cole | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-079 | Tyler Hayden | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-080 | Andrey Portnoy | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-081 | Jessica Frazee | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |

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|--------|--------------------|---------------------|-----------------------|-------------------|-------------|
| 22-082 | Jason Wood | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-083 | Doug Shoffner | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-084 | Heidi Shoffner | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-085 | Kathleen McGlennen | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-086 | Daniel De La Torre | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-087 | Raul De La Torre | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-088 | David Alper | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-089 | Andrew Buckner | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |
| 22-091 | Tracey King | Tennis Teaching Pro | Categorical Exemption | 10/1/22 – 3/31/23 | \$50,000.00 |

NEWLY CONTRACTED EVENTS
October 2022

| CONTRACT # | STARTING | ENDING | CLIENT NAME | EVENT NAME | RENTAL FEE |
|------------|------------|------------|-----------------------------|---------------------------------|------------|
| 22-5074 | 10/25/2022 | 1/1/2023 | Pinery Christmas Trees, Inc | Christmas Tree Sale (Horsepark) | \$27,000 |
| 23-3030 | 2/13/2023 | 2/20/2023 | Bart Hall & Associates, LLC | Bart Hall Show | \$40,000 |
| 23-3031 | 3/2/2023 | 3/4/2023 | FJS Productions | The Great Junk Hunt | \$8,800 |
| 23-3032 | 10/25/2023 | 10/30/2023 | Fully Charged Show, LLC | Fully Charged Show | \$43,200 |
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Item 4, Sportsbook RFP Update - Staff Report

Background

On November 8, 2022, California voters will vote on Proposition 26, a ballot initiative that, if passed, would legalize in-person sports wagering on tribal lands and at horse-racing tracks in four specified counties for persons 21 years or older (the "Ballot Initiative"). Specifically, the Ballot Initiative, if passed, would authorize Approved Racetrack Operators (as that term is defined by section 19670 of the Business and Professions Code), to offer an onsite Sportsbook at the Del Mar Fairgrounds and Race Track ("Fairgrounds"). For reference, the District is the only District Agricultural Association in California that would receive revenues from the Sportsbook operation under the Ballot Initiative. If passed, Proposition 26 would become effective January 1, 2023.

Before commencing a sportsbook operation on the Fairgrounds, the District must, among other things, analyze and consider the environmental impacts as required under the California Environmental Quality Act (CEQA) and take all actions required under CEQA. Such actions may include the preparation of a Notice of Exemption, Negative Declaration, Mitigated Negative Declaration, or Environmental Impact Report.

Process/Approach

The District issued a Request For Proposals (RFP) for a Sportsbook Operator in August 2022. The District received one proposal in response to the RFP. The District has commenced the CEQA analysis process to determine whether the use of the Fairgrounds for a sportsbook operation may result in any potential environmental effects, and if so, the actions that would be necessary to mitigate those effects. District staff will perform all actions required under CEQA analysis before any contract for sports wagering is presented to the District's Board of Directors (Board) for consideration or approval.

In addition to completing all actions required under CEQA, and all actions required to amend or modify the District's Coastal Development Permit, the District will start working with the successful proposer to develop a contract for Board consideration. Each express condition identified in the RFP must be satisfied before the sports wagering contract is presented to the Board for consideration. By December 2022, District staff expects to present to the Board for consideration the documents(s) required under CEQA and a contract for the sports wagering operation.

The CEQA Process

As confirmed by the District in Section 2.10 of the RFP, the Board will not approve any contract pursuant to this RFP until the District performs all actions required by CEQA. There is no right to proceed with any contract pursuant to the RFP until the District has completed the actions required by CEQA and a contract is considered and approved at a duly noticed public Board meeting. The Board maintains its full discretion, notwithstanding its selection of a successful proposal under the RFP, to determine not to proceed with the sportsbook operation at the Fairgrounds based on any environmental impacts identified in the CEQA process.

Presentation of Proposed Contract and CEQA Document to Board for Consideration

The contract for a Sportsbook operation will not be presented to the Board for consideration or approval unless the provision of Sportsbook services, as contemplated by the RFP, is lawful in California and the District has completed all actions required under CEQA. District staff will continue to perform its necessary due diligence. Until the contract is presented to the Board for consideration, there is no contract in place for sports wagering, and the Board maintains sole and absolute discretion to take any action it deems necessary related to that contract, including imposing any express conditions to mitigate environmental impacts of the sports wagering operation or considering alternatives to the proposal for that operation, including a “no project” alternative. The District has not, and will not, prejudge or predetermine the potential environmental impacts of approving a contract for the sports wagering operation.

Food & Beverage Report August 2022

August 2022 Food Service Revenues were \$5,181,511. Budgeted Revenues for August 2022 were \$4,174,854.

Net distribution to the District for August 2022 was \$1,574,201 or 30.38%. Budgeted distribution for August 2022 was \$1,156,868 or 27.71%.

Year-to-date 2022 distribution to the District is \$3,564,472 or 26.47%. The budgeted distribution for YTD 2022 was \$1,945,248 or (19.38%).

| Aug-22 | 2022 ACTUAL | % | 2022 BUDGET | % | 2021 ACTUAL | % | 2019 ACTUAL | % |
|---------------------|------------------------|----------|------------------------|----------|------------------------|----------|------------------------|----------|
| TOTAL REVENUE | 5,181,511 | 100.00% | 4,174,854 | 100.00% | 4,175,632 | 100.00% | 7,139,437 | 100.00% |
| TOTAL COGS | 1,264,661 | 24.41% | 882,375 | 21.14% | 588,226 | 14.09% | 1,449,676 | 20.31% |
| GROSS MARGIN | 3,916,850 | 75.59% | 3,292,479 | 78.86% | 3,587,406 | 85.91% | 5,689,762 | 79.69% |
| TOTAL PAYROLL | 1,687,212 | 32.56% | 1,563,906 | 37.46% | 1,423,458 | 34.09% | 2,235,784 | 31.32% |
| OPERATING EXPENSES | 430,551 | 8.31% | 406,437 | 9.74% | 405,577 | 9.71% | 599,436 | 8.40% |
| NET PROFIT | 1,799,087 | 34.72% | 1,322,135 | 31.67% | 1,758,371 | 42.11% | 2,854,542 | 39.98% |
| CLIENT DISTRIBUTION | 1,574,201 | 30.38% | 1,156,868 | 27.71% | 1,538,575 | 36.85% | 2,497,725 | 34.98% |

| YTD | 2022 ACTUAL | % | 2022 BUDGET | % | 2021 ACTUAL | % | 2019 ACTUAL | % |
|---------------------------|------------------------|----------|------------------------|----------|------------------------|----------|------------------------|----------|
| TOTAL REVENUE | 13,464,034 | 100.00% | 10,037,539 | 100.00% | 8,037,856 | 100.00% | 19,293,186 | 100.00% |
| TOTAL COGS | 3,094,979 | 22.99% | 1,985,123 | 19.78% | 1,459,616 | 18.16% | 3,975,742 | 20.61% |
| GROSS MARGIN | 10,369,055 | 77.01% | 8,052,416 | 80.22% | 6,578,240 | 81.84% | 15,317,444 | 79.39% |
| TOTAL PAYROLL | 4,862,378 | 36.11% | 4,511,257 | 44.94% | 2,947,444 | 36.67% | 7,387,147 | 38.29% |
| OPERATING EXPENSES | 1,432,994 | 10.64% | 1,318,019 | 13.13% | 907,025 | 11.28% | 2,051,057 | 10.63% |
| NET PROFIT | 4,073,682 | 30.26% | 2,223,140 | 22.15% | 2,723,770 | 33.89% | 5,879,240 | 30.47% |
| Y-T-D CLIENT DISTRIBUTION | 3,564,472 | 26.47% | 1,945,248 | 19.38% | 2,383,299 | 29.65% | 5,144,335 | 26.66% |



Item 5-A, Tennis Center Operations

Background

As was previously reported to the Board, the District issued a Request For Proposals (RFP) for a Tennis Center Operator in July which anticipated a contract start date of October 1, 2022. Ultimately, that RFP was canceled and a Re-bid RFP was issued in August, pushing the anticipated contract start date to November 1. In the meantime, the operator at the time notified the District that he was not extending his month-to-month agreement beyond September 30. This created a one month gap in tennis services.

Process/Approach

Recognizing the ripple effect that a month-long gap in tennis services could have on the community, the District explored legally available options to continue those services. The options were:

- a) Extend the month-to-month contract during the RFP process – that did not apply here as the then-current operator was not interested in an extension
- b) Enter into a 30-day rental agreement with a third party (that was not a proposer to the RFP) – requires renter to meet all insurance and indemnification requirements
- c) District operates – would require becoming a quick study on the business of tennis operations, hiring industry professionals with the knowledge and expertise to operate the program, implementing business processes such as a court and play reservation system, and overcoming perceived issues such as insurance and waivers

Following the September 13, 2022, Board of Directors meeting, the District immediately went to work to resolve any issues in order to commence District-operated tennis services on October 1. Four temporary, seasoned, and knowledgeable employees were hired including a Tennis Center Manager, contracts were issued to approximately 15 tennis professionals to provide lessons and clinics, a buyout of necessary equipment for the operations was negotiated with the previous operator, and an online court and play reservation system was implemented. District-operated tennis services officially began on October 1.

On September 27, 2022, the District issued a Notice of Intent to award the contract for Tennis Center Operator under RFP 22-904 Rebid 1 to Racket Club One. On September 28, 2022, the District and the Department of General Services (DGS) received a protest to the contract award, which may extend the District's operation of the tennis center beyond October 31.

Recommendation

The Board cannot take any action to approve the contract until the protest has been withdrawn or rejected by DGS. If either of these options does not occur prior to Tuesday's board meeting, there will be no action to approve the contract under RFP 22-904 Rebid 1 Tennis Center Operator with Racket Club One.

| Contract # | Contractor | Purpose | RFP Number | Term | Amount |
|------------|-----------------|------------------------|------------|------------------|----------------------|
| 22-904 | Racket Club One | Tennis Center Operator | 22-904 | 11/1/22-10/31/23 | \$126,000.00 Revenue |

RFP 22-904 Rebid 1 Evaluation Summary

| | | | | | |
|------------|-----------------|-------|-------|-----------|------|
| Proposer | Racket Club One | Agape | Gorin | Leon Jung | Groh |
| Responsive | YES | YES | YES | YES | NO |

| | | | | | |
|--|--------------|--------------|--------------|--------------|------------|
| Financial Proposal Grand Total Amount | \$ 126,000 | \$ 84,000 | \$ 90,000 | \$ 109,620 | \$ 108,000 |
| SB Preference | YES | NO | NO | NO | |
| CUF Compliance | YES | N/A | N/A | N/A | |
| Financial Proposal Score (individual amount/Highest amount)x30 | 30 | 20.00 | 21.43 | 26.10 | |
| Technical Score | | | | | |
| Score 1 | 62 | 64.25 | 49.75 | 52.5 | |
| Score 2 | 55.55 | 56.25 | 41.25 | 40.75 | |
| Score 3 | 53.65 | 66.5 | 22.5 | 22.4 | |
| Average Score | 57.07 | 62.33 | 37.83 | 38.55 | |
| TOTAL SCORE | 91.42 | 82.33 | 59.26 | 64.65 | |
| Final Ranking | 1 | 2 | 4 | 3 | |

Forms submitted/responsiveness check

| | | | | | |
|---|-----|-----|-----|-----|----|
| Proposer/Contractor Status Form | YES | YES | YES | YES | |
| Certificate re California Government Code 1090 Disclosure of Interests Form | YES | YES | YES | YES | |
| Financial Proposal Form | YES | YES | YES | YES | |
| Payee Data Record | YES | YES | YES | YES | |
| Contractor Certification Clauses | YES | YES | YES | YES | |
| Bidder's Declaration Form (if applicable, to be completed for any applicable subcontractor) | YES | NO | YES | YES | |
| Subcontractor Declaration Form (if applicable, to be completed by any applicable subcontractor) | N/A | NO | N/A | N/A | |
| Disable Veteran Business Enterprise Declaration | N/A | NO | N/A | N/A | |
| California Civil Rights Laws Certification | YES | YES | YES | YES | |
| Proposer References Form | YES | YES | YES | YES | |
| Darfur Contracting Act Certification | N/A | NO | N/A | N/A | |
| Proof/Evidence of Insurance (i.e. Insurance Certificate) | YES | YES | YES | YES | |
| Proposal Cover letter containing statement verbatim | YES | YES | YES | YES | |
| Addendum No.1 Acknowledgement | YES | YES | YES | YES | NO |



Item 5-C – Out of State Travel

Background:

The board approved certain Out of State Travel as part of the 2022 Operating Budget at the December 14, 2021 meeting subject to the locations being in a permissible travel state, for professional development opportunities that included the Western Fairs Association Annual Conference & Convention and the Feature Fair Tour to the New Mexico State Fair, the International Association of Venue Managers Academy for Venue Safety & Security, Venue Management School, Senior Executive Symposium, Venue Operations Summit, and GuestX, and the International Association of Fairs & Expositions Annual Conference & Convention.

Process/Approach

Since June 26, 2015, AB 1887 prohibits California from approving a request for state-funded or state-sponsored travel to a state that discriminates against lesbian, gay, bisexual, and transgender people. At various times the list of prohibited states is updated and as such, impacts professional development opportunities including several hosted by the International Association of Venue Managers and the International Association of Fairs & Expositions Annual Conference & Convention.

In place of these conditionally approved events, the District continues to seek out new opportunities to encourage and develop a culture of learning within the organization. Recently, the National Independent Concessionaires Association (NICA) announced their schedule of educational sessions at their upcoming conference.

Request

This request is to authorize Out of State Travel to the NICA Marketplace in Las Vegas, Nevada November 6-8, in lieu of the previously approved International Association of Fairs & Expositions Annual Conference & Convention. Nevada is currently on the approved travel list.

Excerpt about the NICA Marketplace:

NICA Marketplace will feature a non-exclusive Trade Show, Educational Sessions led by hands-on Event Industry Thought Leaders, and Networking Opportunities that are welcome and comfortable. A place where we all understand we are customers of each other and Together we share a Fair guest to serve.



Item 5-E, Finance Committee Report

Executive Summary

The attached financial reports are through July 31, 2022. The Income Statements are inclusive of District activity, while the Balance Sheet is consolidated with the District, State Race Track Leasing Commission, and Race Track Authority. An Income Statement has been provided that is inclusive of all District programs and operations as well as one for the San Diego County Fair as a program.

Balance Sheet:

Data for 2019 is included for comparison purposes of the current year (2022) to the most recent full year of activities and operations that included the San Diego County Fair (2019).

- Assets:
 - **Total Cash and Cash Equivalents** has improved over 2019. Notable is the increase to the operating **Cash** position in 2022. In 2019, **Restricted Cash in Trust** (Loan funds) for capital projects comprised a significant portion of the overall Total Cash and Cash Equivalents in 2019 and those funds have been exhausted due to completion of the projects in 2022.
 - As a reminder, 2019 Capital Asset figures were presented as net of depreciation, hence comparative information is only included on the **Total Capital Assets** line.
- Liabilities:
 - **Accounts Payable** and **Accrued Liabilities** must be combined in 2019 for comparison to Accounts Payable 2022 which is due to a philosophical change from 2019 to 2022 of how liabilities are recorded. Expenses related to the Fair are recorded as of the time the expense was incurred (invoice date being in June and July), however, payment for this activity occurs in later months such as August and September.
 - **Deferred Revenue** is significantly reduced from prior months as the recognition of revenues collected for the San Diego County Fair were recognized by the end of July.
 - **Accrued Employee Leave Liabilities** reflects the value of the leave balances currently due to employees upon separation from District and continue to be managed to remain within the state mandated thresholds.

Income Statement (All Programs & Operations):

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

The first three columns of figures represent the month's activity – Actual, Budget, and Variance of Actual to Budget. The middle grouping of columns represents the year-to-date activity, while the last column presents the complete operating budget goals for 2022. A positive variance in Revenues means exceeded budget expectations, while negative variance in Expenses means cost savings methods were achieved.

- Revenues:
 - Activity through July includes the 2022 San Diego County Fair, the largest of the District's operations.
 - **Concessions Revenue**, and specifically **Midway** revenue, far exceeds the annual budget amount through July 2022 in large part due to the shift to an independent midway for the 2022 San Diego County Fair, and therefore, gross revenues being collected by the District. At the time of budget planning, a master carnival operator was anticipated which would have paid net revenue to the District. The budgeted net revenue was estimated at \$3,481,500 based on 35% revenue of rides and 25% revenue of games at a conservatively estimated \$10,000,000 total midway gross by the anticipated master carnival operator. There is a related substantial increase in **Program Expenses** as a result of this operational change.
 - **Facility Rentals Revenue** far exceeds the budget amount as a result of the oversight to include Commercial Vendor space rental fees in the 2022 Operating Budget when presented in December 2021. The board was made aware of this oversight at the January 11, 2022 board meeting.
 - **Government Funding Contributions** is inclusive of all four months of the Budget Act of 2021 Targeted Support funds provided through the California Department of Food & Agriculture, for a total of \$10.5 million for the period of May 2021 through April 2022.
 - **Interest Earnings** are outperforming the budgeted amount as result of having better than forecasted cash in the investment account (LAIF).
- Expenses:
 - As has previously been reported, filling vacancies has been a challenge in 2022. As such, **Payroll & Related Expenses** was trending significant savings in previous months; however, that savings was spent during the San Diego County Fair on increased hourly rates, employee recognition programs, overtime, and contracted temporary labor services.
 - **Professional Services** consists of a multitude of services, the largest being food & beverage.
 - **Program Expenses** far exceed the annual budget amount due to the change in midway operations as described within the **Concessions Revenue** above. **Midway Expense** is comprised of payments to the ride and game operators based on percentages of gross revenues and was not anticipated during the 2022 Operating Budget development due to the consideration of a master carnival operator.

2022 San Diego County Fair (program) Income Statement:

- A presentation of the 2022 San Diego County Fair financial report will be provided during the board meeting.
- Revenues and expenses over budget are attributed to the change in midway operations as well as the previous oversight of commercial space rental described above.
- **Payroll & Related Expense** is comprised of part-time and seasonal employee wages, taxes, and benefits incurred in the production of the 2022 San Diego County Fair. In future reports, as business stabilizes and the District achieves appropriate full-time employment levels, wage and benefit allocations of full-time employees will also be included.

UNAUDITED FINANCIAL STATEMENTS

22nd DAA

Consolidated Balance Sheet (DAA, RTA, RTLC)

As of July 31, 2022

| | 2022 | 2021 | 2019 |
|--|-----------------------|-----------------------|-----------------------|
| Assets | | | |
| Cash | \$ 40,275,381 | \$ 10,974,704 | \$ 14,608,047 |
| Restricted Cash - JLA | 34,426 | 84,918 | 48,570 |
| Restricted Cash - F&B Equipment Fund | 338,980 | 133,084 | 82,880 |
| Restricted Cash - RTA | 11,941,017 | 8,955,871 | 8,186,955 |
| Restricted Cash in Trust - WQI | (1) | 421,064 | 3,923,394 |
| Restricted Cash in Trust - The Center | - | 2,227,256 | 18,044,596 |
| Total Cash and Cash Equivalents | 52,589,803 | 22,796,897 | 44,894,442 |
| Accounts Receivable | 2,600,694 | 971,058 | 817,124 |
| Prepaid Expenses | 780,169 | 456,714 | 2,077,337 |
| Deferred Outflows Pension | 5,422,668 | 5,422,668 | 5,193,040 |
| Total Current Assets | 8,803,532 | 6,850,440 | 8,087,501 |
| Land | 35,011,899 | 35,011,899 | - |
| Building and Improvements | 189,040,757 | 189,021,781 | - |
| Equipment | 38,091,995 | 37,934,770 | - |
| Capital Projects in Process | 38,630,599 | 34,471,170 | - |
| Accumulated Depreciation | (173,822,663) | (170,979,892) | - |
| Total Capital Assets | 126,952,587 | 125,459,730 | 122,504,609 |
| Total Assets | \$ 188,345,922 | \$ 155,107,066 | \$ 175,486,552 |
| Liabilities | | | |
| Accounts Payable | 11,451,346 | 5,448,693 | 3,606,986 |
| Payroll Liabilities | 403,844 | 156,615 | |
| Accrued Liabilities | 1,747,461 | 1,989,304 | 8,993,183 |
| Other Current Liabilities | 712,850 | 723,893 | |
| Deferred Revenue | 1,643,138 | 858,042 | |
| Current Long Term Debt | 2,442,663 | 3,772,327 | 1,275,000 |
| Accrued Employees Leave Liabilities | 1,264,869 | 1,508,874 | 3,299,619 |
| Long Term Debt | 63,670,398 | 65,840,737 | 66,022,742 |
| Reserve - F&B Equipment Fund | 468,712 | 191,017 | |
| Reserve - JLA | 20,838 | 20,838 | |
| Pension Liability | 35,284,689 | 35,113,840 | 37,706,271 |
| Deferred Inflows - Pension | 1,961,567 | 1,961,567 | 1,283,146 |
| Total Liabilities | 121,072,374 | 117,585,746 | 122,186,947 |
| Net Resources | | | |
| Contributed Capital | 82,170,171 | 82,170,171 | |
| Less Contributed Capital to RTA | (37,644,384) | (37,644,384) | |
| Net Resources - Unrestricted | (8,225,351) | (8,225,351) | |
| Investment in Capital Assets | (3,891,786) | (3,891,786) | - |
| | 32,408,650 | 32,408,650 | - |
| Net Proceeds from Operations | 34,864,899 | 5,112,670 | 53,299,605 |
| Total Net Resources | 67,273,548 | 37,521,320 | 53,299,605 |
| Total Liabilities and Net Resources | \$ 188,345,923 | \$ 155,107,066 | \$ 175,486,552 |

UNAUDITED FINANCIAL STATEMENTS

22nd DAA

Income Statement (All Programs & Operations) For the Period Ending July 31, 2022

| | July 2022 | | | Year-to-Date | | | Full 2022 |
|-------------------------------|------------|-----------|-------------|--------------|------------|-------------|------------|
| | Actual | Budget | Variance | Actual | Budget | Variance | Budget |
| REVENUES | | | | | | | |
| Admissions Revenue | 2,276,418 | 3,886,870 | (1,610,452) | 11,713,824 | 13,428,531 | (1,714,708) | 13,428,531 |
| Concessions Revenue | 10,958,344 | 3,691,299 | 7,267,044 | 30,894,449 | 12,191,140 | 18,703,309 | 19,650,571 |
| Food & Beverage Contract | 4,364,410 | 3,690,249 | 674,161 | 8,282,523 | 8,668,380 | (385,857) | 16,112,521 |
| Other Food & Beverage | 2,464,808 | 0 | 2,464,808 | 3,756,578 | 0 | 3,756,578 | 0 |
| Midway | 4,051,446 | 0 | 4,051,446 | 18,515,896 | 3,481,500 | 15,034,396 | 3,481,500 |
| Facility Rentals Revenue | 27,164 | 67,700 | (40,536) | 4,491,904 | 1,757,134 | 2,734,770 | 2,459,146 |
| Commercial | 23,163 | 35,000 | (11,837) | 3,236,816 | 918,000 | 2,318,816 | 918,000 |
| Leases Revenue | 139,280 | 115,197 | 24,083 | 895,812 | 804,013 | 91,799 | 2,607,447 |
| Program Revenues | 759,528 | 777,445 | (17,917) | 5,517,840 | 4,929,395 | 588,445 | 5,365,985 |
| Parking | 735,005 | 731,445 | 3,560 | 4,888,908 | 4,032,995 | 855,913 | 4,255,085 |
| Participation Fees | 3,238 | 7,000 | (3,762) | 331,777 | 400,900 | (69,123) | 450,900 |
| Satellite Wagering | 21,285 | 39,000 | (17,715) | 297,155 | 495,500 | (198,345) | 660,000 |
| OPERATING REVENUE TOTALS | 14,160,733 | 8,538,511 | 5,622,222 | 53,513,828 | 33,110,213 | 20,403,615 | 43,511,681 |
| | | | | | | | |
| Contributions | 378,690 | 4,600 | 374,090 | 12,952,728 | 12,414,000 | 538,728 | 12,437,000 |
| Government Funding | 360,928 | 0 | 360,928 | 11,380,714 | 10,500,000 | 880,714 | 10,500,000 |
| Grants | 0 | 0 | 0 | 12,813 | 0 | 12,813 | 0 |
| Sponsorships | 17,762 | 4,600 | 13,162 | 1,551,682 | 1,909,000 | (357,318) | 1,932,000 |
| Other Non-Operating Revenue | 39,669 | 24,716 | 14,953 | 2,058,982 | 84,512 | 1,974,470 | 211,392 |
| Interest Earnings | 0 | 0 | 0 | 67,526 | 15,000 | 52,526 | 25,000 |
| Reimbursed Costs | 55,017 | 205,703 | (150,687) | 418,690 | 476,223 | (57,533) | 1,379,739 |
| Prior Year Revenue | 0 | 0 | 0 | 10,069 | 0 | 10,069 | 0 |
| | | | | | | | |
| NON-OPERATING REVENUE TOTALS | 473,376 | 235,019 | 238,357 | 15,440,469 | 12,974,735 | 2,465,734 | 14,028,131 |
| | | | | | | | |
| TOTAL REVENUE | 14,634,109 | 8,773,531 | 5,860,579 | 68,954,297 | 46,084,948 | 22,869,349 | 57,539,812 |
| | | | | | | | |
| EXPENSES | | | | | | | |
| Payroll & Related Expense | 1,870,449 | 2,025,969 | (155,520) | 10,247,029 | 10,502,756 | (255,727) | 16,848,818 |
| Professional Development | 29,249 | 1,000 | 28,249 | 94,818 | 100,956 | (6,138) | 121,656 |
| Professional Services Expense | 4,304,682 | 4,056,627 | 248,056 | 11,485,652 | 14,113,418 | (2,627,766) | 20,750,712 |
| Food & Beverage Expense | 3,212,019 | 2,143,537 | 1,068,482 | 6,842,044 | 4,890,313 | 1,951,731 | 10,334,923 |
| Insurance Expense | 69,121 | 61,436 | 7,685 | 617,375 | 416,470 | 200,905 | 724,022 |
| Facility & Related Expense | 1,118,487 | 560,920 | 557,567 | 3,795,853 | 3,008,324 | 787,528 | 4,646,974 |
| Telephone & Internet | 9,227 | 7,094 | 2,133 | 69,534 | 49,658 | 19,876 | 85,128 |
| Utilities | 289,570 | 404,500 | (114,930) | 1,937,195 | 1,613,104 | 324,091 | 3,046,104 |
| Repairs & Maintenance | 28,230 | 22,326 | 5,904 | 355,328 | 587,332 | (232,004) | 703,512 |
| Supplies Expense | 67,082 | 69,657 | (2,575) | 895,292 | 904,096 | (8,804) | 1,031,829 |
| Marketing & Related Expense | 232,831 | 440,132 | (207,301) | 1,216,168 | 1,356,142 | (139,974) | 1,485,605 |
| Program Expenses | 5,991,857 | 1,316,681 | 4,675,176 | 14,627,369 | 4,747,127 | 9,880,242 | 4,880,179 |
| Prizes & Premiums | 71,956 | 375,000 | (303,044) | 80,516 | 393,500 | (312,984) | 400,000 |
| Travel & Transportation | 916,795 | 1,050 | 915,745 | 916,795 | 67,683 | 849,112 | 92,986 |
| Artists & Entertainment | 235,787 | 857,750 | (621,963) | 3,384,783 | 4,066,500 | (681,717) | 4,066,500 |
| Midway Expense | 4,750,221 | 0 | 4,750,221 | 10,124,751 | 0 | 10,124,751 | 0 |
| Other Operating Expense | 622,725 | 483,521 | 139,204 | 2,983,532 | 4,447,474 | (1,463,942) | 7,140,803 |
| Bank & Service Fees | 328,215 | 201,055 | 127,160 | 1,330,734 | 1,005,608 | 325,126 | 1,026,708 |
| Interest Expense | 222,720 | 7,162 | 215,558 | 1,559,039 | 1,421,136 | (137,903) | 2,759,982 |
| OPERATING EXPENSE TOTALS | 14,277,234 | 9,014,943 | 5,262,291 | 45,868,269 | 39,495,807 | 6,372,462 | 57,508,942 |
| | | | | | | | |
| Other Non-Operating Expense | | | | | | | |
| Prior Year Expense | 284 | 0 | 284 | 229,750 | 0 | 229,750 | 0 |
| NON-OPERATING EXPENSE TOTALS | 284 | 0 | 284 | 229,750 | 0 | 229,750 | 0 |
| | | | | | | | |
| TOTAL EXPENSE | 14,277,518 | 9,014,943 | 5,262,575 | 46,098,019 | 39,495,807 | 6,602,212 | 57,508,942 |
| | | | | | | | |
| NET INCOME (LOSS) | 356,592 | (241,412) | 598,004 | 22,856,279 | 6,589,142 | 16,267,137 | 30,870 |

UNAUDITED FINANCIAL STATEMENTS

22nd DAA 2022 San Diego County Fair (program) Income Statement For the Period Ending July 31, 2022

| | July 2022 | | | Year-to-Date | | | Full 2022 |
|-------------------------------|-------------|-----------|-------------|--------------|------------|-------------|------------|
| | Actual | Budget | Variance | Actual | Budget | Variance | Budget |
| REVENUES | | | | | | | |
| Admissions Revenue | 2,276,403 | 3,886,870 | (1,610,467) | 11,712,579 | 13,428,531 | (1,715,953) | 13,428,531 |
| Concessions Revenue | 7,460,304 | 2,112,334 | 5,347,970 | 26,527,333 | 10,202,733 | 16,324,599 | 10,202,733 |
| Food & Beverage Contract | 868,149 | 2,112,334 | (1,244,185) | 3,963,808 | 6,721,233 | (2,757,426) | 6,721,233 |
| Other Food & Beverage | 2,464,808 | 0 | 2,464,808 | 3,755,491 | 0 | 3,755,491 | 0 |
| Midway | 4,051,446 | 0 | 4,051,446 | 18,515,996 | 3,481,500 | 15,034,496 | 3,481,500 |
| Facility Rentals Revenue | 32,288 | 55,000 | (22,712) | 3,651,356 | 975,867 | 2,675,489 | 975,867 |
| Commercial | 30,763 | 35,000 | (4,237) | 3,244,416 | 918,000 | 2,326,416 | 918,000 |
| Leases Revenue | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Program Revenues | 673,393 | 738,445 | (65,052) | 3,938,265 | 3,515,095 | 423,170 | 3,565,095 |
| Parking | 670,155 | 731,445 | (61,290) | 3,606,238 | 3,114,195 | 492,043 | 3,114,195 |
| Participation Fees | 3,238 | 7,000 | (3,762) | 332,027 | 400,900 | (68,873) | 450,900 |
| OPERATING REVENUE TOTALS | 10,442,388 | 6,792,649 | 3,649,739 | 45,829,532 | 28,122,226 | 17,707,306 | 28,172,226 |
| | | | | | | | |
| Contributions | 13,162 | 0 | 13,162 | 1,525,702 | 661,880 | 863,822 | 661,880 |
| Sponsorships | 13,162 | 0 | 13,162 | 1,518,182 | 656,880 | 861,302 | 656,880 |
| Other Non-Operating Revenue | 1,522 | 0 | 1,522 | 53,568 | 2,000 | 51,568 | 2,000 |
| Reimbursed Costs | 0 | 0 | 0 | 7,441 | 171,500 | (164,059) | 171,500 |
| Prior Year Revenue | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | | | | | | | |
| NON-OPERATING REVENUE TOTALS | 14,684 | 0 | 14,684 | 1,586,710 | 835,380 | 751,330 | 835,380 |
| | | | | | | | |
| | | | | | | | 0 |
| TOTAL REVENUE | 10,457,072 | 6,792,649 | 3,664,423 | 47,416,243 | 28,957,606 | 18,458,636 | 29,007,606 |
| | | | | | | | |
| EXPENSES | | | | | | | |
| Payroll & Related Expense | 3,708,775 | 2,023,969 | 1,684,805 | 3,921,852 | 4,122,403 | (200,552) | 4,125,753 |
| Professional Development | 20,098 | 0 | 20,098 | 54,310 | 74,465 | (20,155) | 77,815 |
| Professional Services Expense | 1,828,502 | 2,705,289 | (876,787) | 4,862,493 | 9,079,279 | (4,216,785) | 9,267,404 |
| Food & Beverage Expense | 767,211 | 1,071,769 | (304,558) | 767,211 | 2,592,999 | (1,825,788) | 2,592,999 |
| Insurance Expense | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Facility & Related Expense | 944,043 | 340,500 | 603,543 | 1,967,401 | 1,462,830 | 504,571 | 1,474,330 |
| Utilities | 162,601 | 222,000 | (59,399) | 616,864 | 761,100 | (144,236) | 761,100 |
| Repairs & Maintenance | 5,230 | 0 | 5,230 | 15,438 | 3,000 | 12,438 | 3,000 |
| Supplies Expense | 55,455 | 42,000 | 13,455 | 699,100 | 679,500 | 19,600 | 682,000 |
| Marketing & Related Expense | 228,628 | 436,500 | (207,872) | 1,152,615 | 1,269,350 | (116,735) | 1,370,200 |
| Program Expenses | 5,975,200 | 1,294,190 | 4,681,010 | 14,493,132 | 4,590,820 | 9,902,312 | 4,604,885 |
| Prizes & Premiums | 71,956 | 375,000 | (303,044) | 80,516 | 393,500 | (312,984) | 400,000 |
| Travel & Transportation | 916,795 | 1,050 | 915,745 | 916,795 | 52,840 | 863,955 | 59,955 |
| Artists & Entertainment | 235,787 | 857,750 | (621,963) | 3,368,083 | 4,066,500 | (698,417) | 4,066,500 |
| Midway Expense | 4,750,221 | 0 | 4,750,221 | 10,124,751 | 0 | 10,124,751 | 0 |
| Other Operating Expense | 388,391 | 238,322 | 150,069 | 1,309,591 | 1,238,167 | 71,424 | 1,323,000 |
| Bank & Service Fees | 327,940 | 201,055 | 126,885 | 1,231,472 | 978,900 | 252,572 | 980,400 |
| OPERATING EXPENSE TOTALS | 13,128,992 | 7,080,770 | 6,048,222 | 28,406,183 | 22,442,348 | 5,963,835 | 22,847,572 |
| | | | | | | | |
| Other Non-Operating Expense | | | | | | | |
| Prior Year Expense | 0 | 0 | 0 | 11,672 | 0 | 11,672 | 0 |
| NON-OPERATING EXPENSE TOTALS | 0 | 0 | 0 | 11,672 | 0 | 11,672 | 0 |
| | | | | | | | |
| TOTAL EXPENSE | 13,128,992 | 7,080,770 | 6,048,222 | 28,417,856 | 22,442,348 | 5,975,507 | 22,847,572 |
| | | | | | | | |
| NET INCOME (LOSS) | (2,671,920) | (288,121) | (2,383,799) | 18,998,387 | 6,515,258 | 12,483,129 | 6,160,035 |

Del Mar Summer Meet Highlighted by Record Wagering and Field Size; Track's Superlative Safety Record Continues

Sunday, September 11th, 2022

Spurred by strong support from horsemen and women from California and around the country, Del Mar set new records for average daily handle and field size during its 83rd summer season that concluded Sunday, September 11.

The track also continued its exemplary safety record for the fourth consecutive year. Del Mar reported no catastrophic injuries among its 2,688 starters in its 294 races during the 31-day season.

Average daily handle for the 31-day summer race meet was a record \$18.69 million, an increase of 1.5% from last year's \$18.41 million, the previous record. Total wagering for the meet increased to \$579.24 million, compared to the \$570.78 million wagered during the 2021 summer session.

On-track business increased over 2021. Average daily wagering of \$1.52 million represented 4.8% growth over last year's \$1.45 million. Total attendance of 278,702 resulted in a gain of 16.1% from 2021's total of 240,030.

Fueled by record California purses of over \$800,000 per day, field size during the summer meet averaged 9.77 for turf races and 8.67 for main track events. Together they combined for a Del Mar record 9.14 horses per contest, well above last year's average of 8.45. The 9.14 mark puts the seaside track at the very pinnacle of all tracks in the country and has served as a great lure for horse players nationwide.

The highlight of the meeting was Flightline's tour de force performance in the TVG Pacific Classic when the undefeated 4-year-old dominated the \$1 million race, the track's signature event, by nearly 20 lengths in an awe-inspiring display that led to a standing ovation by the fans on hand and accolades from the racing community throughout the country. Owned by Hronis Racing and partners, trained by John Sadler and ridden by Flavien Prat, Flightline is expected to make his next start in the rich Breeders' Cup Classic at Keeneland in November.

“Just an incredible meet on all levels,” said Joe Harper, Del Mar’s Chief Executive Officer. “All season long the racing was ultra-competitive and extremely safe. Our racing office, led by Tom Robbins and David Jerkens, was phenomenal. We’re also very appreciative of the support we received from our fans and our players both here on track and all across the country.”

Seventy different trainers recorded wins at the summer meet, further evidence of how competitive the racing was this season.

The track’s innovative “Ship & Win” program had its best season yet with 222 new runners shipping in to race at the shore oval, well ahead of last year’s record 186 imports. The majority of those horses, which are primarily owned and trained by California stables, will compete at Los Alamitos, Santa Anita and Golden Gate, boosting field size throughout the state.

Del Mar’s jockey championship was a runaway with last fall’s leading rider, Juan Hernandez, picking it right back up and proving he belongs with the best of the best. The versatile 30-year-old captured a total of 49 races at the session, a full 22 winners ahead of runner-up Umberto Rispoli. The leading trainer title was a battle down to the very last day and it saw Hall of Famer Bob Baffert tie Phil D’Amato, each with 19 firsts. This was Baffert’s eighth training title, but his first since 2003. It was D’Amato’s fourth, counting his score in last fall’s Bing Crosby meet. The stand’s top owners were the trio of Mike Pegram, Karl Watson and Paul Weitman, who won nine races at the meet (including closing day’s Grade I Runhappy Del Mar Futurity) and a total of \$849,680 in purses.

“This meet is the culmination of a year-long plan to revitalize California racing and return it to its rightful place as one of the best circuits in America,” said Thoroughbred Owners of California chairman Gary Fenton. “A big thank you to our partners at DMTC and our members. Without owners there is no California racing and they continue to make a strong statement that Del Mar is their favorite place to be.”

Racing returns to Del Mar for the track’s fall Bing Crosby meet from November 11 through December 4.



Item 5-H, Affordable Housing Ad-Hoc Committee Report

Background:

In February 2021, the Affordable Housing Ad-Hoc Committee was established to address the City of Del Mar's request to utilize District owned land to satisfy the City's affordable housing requirements. Meetings between District and City staff occurred throughout June 2021, with a focus on concept-level location possibilities, constraints to the property, and Strategic Planning effort and timing. The Committee met with the City Council's Housing Liaisons in August 2021 to discuss the work being done at the staff level, the City's Housing Element goals, District's strategic planning effort, next steps, and timing. In November 2021, the City engaged consultants to conduct two feasibility studies, one on the design aspects of affordable housing developments and the other focused on the economics to make it achievable. In December of 2021, the City of Del Mar submitted their 6th Cycle Housing Element to the Housing and Community Development Department of the State for review and approval. Approval of the document is still pending.

Process/Approach:

In June 2022, the findings from the feasibility studies were presented to the Del Mar City Council. In September, City staff presented the information to District staff who will be reviewing it in greater detail. The Committee anticipates providing regular updates on this topic to the Board for consideration of strategic and master plan impacts.

Recommendation

There is no recommendation at this time.

Environmental/Coastal Commission Review

None at this time.

Fiscal Impact

Unknown at this time.



WINNERS

SAN DIEGO'S BEST U-T READERS POLL 2022

| | |
|----------------------------------|--|
| CRAFT BREWERY | STONE BREWERY |
| ECO FRIENDLY COMPANY..... | SHEAR ENVY SALON & SPA |
| HAIR SALON..... | SPA RITUAL AT SYCUAN CASINO RESORT |
| HAIR STYLIST..... | EVELIN MARTINEZ AT SPA RITUAL AT SYCUAN CASINO RESORT |
| LOCAL EVENING NEWS STATION | KUSI CHANNEL 9/51 (INDEPENDENT) |
| LOCAL MORNING NEWS STATION | KUSI CHANNEL 9/51 (INDEPENDENT) |
| LOCAL NEWS ANCHOR..... | JENNY MILKOWSKI OF KUSI CHANNEL 9/51 (INDEPENDENT) |
| LOCAL NEWS SPORTSCASTER | BRANDON STONE OF KUSI CHANNEL 9/51 (INDEPENDENT) |
| LOCAL WEEKEND NEWS STATION | KUSI CHANNEL 9/51 (INDEPENDENT) |
| METEOROLOGIST | JODI KODESH, PRESENTED BY SDCCU |
| MOVING COMPANY..... | TWO MEN AND A TRUCK |
| OFFICE SUPPLIES | COSTCO |
| RADIO DRIVE TIME SHOW..... | DAVE, SHELLY, AND CHAINSAW ON KGB 101.5 FM |
| RADIO MORNING SHOW | THE SHOW, ROCK 105.3 FM |
| RADIO PERSONALITY..... | EDDIE PAPPANI ON ROCK 105.3 FM |
| RADIO STATION AM/FM..... | STAR 94.1 |
| RESTAURANT SERVER..... | JESUS CORRALES AT TONY GWYNN'S SPORT PUB AT JAMUL CASINO |
| SAN DIEGO EVENT | SAN DIEGO COUNTY FAIR |
| SAN DIEGO HOTEL | SYCUAN CASINO RESORT |
| SCENIC SPOT | SAN DIEGO BOTANIC GARDEN |
| SPORTS TALK RADIO | JON & JIM ON XTRA 1360AM |
| STAYCATION LOCATION | SYCUAN CASINO RESORT |
| TALK RADIO | JON & JIM ON XTRA 1360AM |
| TELEVISION PERSONALITY..... | JENNY MILKOWSKI OF KUSI CHANNEL 9/51 (INDEPENDENT) |

SHOPPING & SERVICES

| | |
|-----------------------------|---|
| ANTIQUE STORE | LIBÉLULA BOOKS & CO |
| APPLIANCE STORE..... | LARS APPLIANCE SHOWROOM |
| BICYCLE STORE | ADAMS AVENUE BICYCLES |
| BRIDAL/FORMAL WEAR | PREVUE FORMAL AND BRIDAL |
| CAMERA/TELESCOPE STORE..... | NELSON PHOTO SUPPLIES |
| CLOTHING STORE | SEW LOKA |
| COMPUTER STORE..... | APPLE |
| DAY CARE | ALPINE COUNTRY DAY SCHOOL |
| ENGAGEMENT RINGS | LEO HAMEL FINE JEWELRY & ENGAGEMENT RINGS STORE |
| EYEGLOSS STORE..... | COSTCO WHOLESALE |
| FLORIST | ALLEN'S FLOWERS & PLANTS |
| FOOD DELIVERY SERVICES..... | MAMA'S KITCHEN |
| GOLF SHOP | SINGING HILLS GOLF RESORT AT SYCUAN |
| GROCERY STORE..... | TRADER JOE'S |
| HEALTH FOOD STORE | TRADER JOE'S |
| JEWELER | LEO HAMEL FINE JEWELRY & ENGAGEMENT RINGS STORE |
| PAWN/RESALE SHOP | OUT OF THE CLOSET - SAN DIEGO |
| PET BOARDING/DAYCARE..... | PAW COMMONS PET RESORT |
| PET GROOMING..... | PAW COMMONS PET RESORT |
| PET STORE | PAW COMMONS PET RESORT |
| SHOE STORE..... | DSW |
| SPORTING GOODS STORE | REI |
| SURF SHOP | HANSEN SURFBOARDS |
| SWAP MEET | KOBEY'S SWAP MEET |
| TANNING SALON | ITAN SUN SPRAY SPA |
| TATTOO SHOP | PORT SIDE TATTOO |
| TRAVEL AGENT | DREAMFINDER TRAVEL |
| VETERINARIAN | ANIMAL CARE CLINIC |



People walk around at the San Diego County Fair at the Del Mar Fairgrounds on July 1, 2022. Union-Tribune readers chose the fair as Best San Diego Event in this year's annual San Diego's Best campaign.

From: Carla Echols-Hayes <carla@writingwithdata.com>

Sent: Friday, October 7, 2022 2:36 PM

To: Kathlyn Mead (SDFair) <kmead@sdfair.com>; Michael Gelfand (SDFair) <mgelfand@sdfair.com>; Don Mosier (SDFair) <dmosier@sdfair.com>; Richard Valdez (SDFair) <rvaldez@sdfair.com>; Sam Nejabat (SDFair) <snejabat@sdfair.com>; Lisa Barkett (SDFair) <lbarkett@sdfair.com>; Frederick Schenk (SDFair) <fschenk@sdfair.com>; Joyce Rowland (SDFair) <jrowland@sdfair.com>; Carlene Moore <cmoore@sdfair.com>

Subject: [External]In support of affordable housing--see this article re track backstretch workers

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you validate the sender and know the content is safe. Please forward this email to the helpdesk if you believe this email is suspicious.

Hi Everyone,

Looking at the Board agenda, I saw that Director Mead is looking at affordable housing on the Fairgrounds. I know nothing about this project except it strikes me as an excellent idea for many reasons.

Just in case you might have missed it, here is a great article from Voice of San Diego about the mostly Latino/Hispanic worker community that lives at the Fairgrounds during racing season. [The Tight-knit, Humble Community Behind Del Mar's Multimillion-Dollar Horse Racing Industry Voice of San Diego](#)

If anyone needs and deserves affordable housing in Del Mar, it's these people who work long hours behind the scenes. Throughout my life with horses, I can testify that these gentle and very knowledgeable people are essential in keeping our horses safe and sane across equine sports.

In addition, many employees who work at other venues on the premises--the sports book, the indoor entertainment venue--could benefit from truly affordable housing on-site. I sincerely hope that the Fairgrounds might see a path to providing decent housing for these hard-working individuals and families.

As a side note, I'm thrilled that HITS is starting non-CAFO construction on October 10. They have the experience, the capital, and the project experience to turn Horsepark into a truly world-class facility. Thank you again for making this venture possible for horse enthusiasts across the West and Southwest.

Best regards, Carla Hayes
Friends of Del Mar Horsepark
925-202-0033

External message received



Horse Groomers working in the morning at the Del Mar Fairgrounds on July 29, 2022. / Photo by Ariana Drehsler

NORTH COUNTY

The Tight-knit, Humble Community Behind Del Mar's Multimillion-Dollar Horse Racing Industry

Del Mar Racetrack's backstretch workers have fostered a tight-knit community, an incredible work ethic and a deep love of horses.

by [Tigist Layne](#)

September 12, 2022

Almost every morning, Felipe Pulido Mendoza starts work at around 4:15 a.m. Before the sun rises, the seasoned groomer greets the four Thoroughbred horses in his care, feeds

Pulido Mendoza is one of about 950 people who live and work on the backstretch of the Del Mar Fairgrounds – nearly a quarter of Del Mar’s year-round population – for about 10 weeks each summer and six weeks in the fall.

They play an integral part in the multimillion-dollar horse racing industry, yet they are largely unknown to the millions of fans who visit every summer and are a forgotten voice in the ongoing debates around the age-old industry and those who believe it should be shut down.

Backstretch workers are responsible for taking care of up to 2,000 Thoroughbred horses. They are made up of grooms, hot walkers, exercise riders, pony riders and assistant trainers.



Felipe Pulido Mendoza, horse groomer, is one of about 950 people who live and work on the backstretch of Del Mar Fairgrounds. / Photo by Ariana Drehsler

Most of them are from Guatemala, Mexico, Honduras and El Salvador, and Spanish is often their first language. Both men and women work on the backstretch, though about 80

percent are men, and a variety of ages are represented. Some of the workers are single and some have families that they are separated from during the season.

The work itself is physically and mentally demanding, requiring long days in the summer heat, hard labor and the patience to handle nearly 2,000-pound Thoroughbreds.

They must also adapt to a sometimes-challenging lifestyle – the nomadic nature of living at different racetracks during the different racing seasons can make it difficult for them to regularly see their families or to maintain a stable community back home.

But despite these challenges, their love for the horses shines through and their dedication to the sport keeps most of them around for the long haul.

Last month, Pulido Mendoza received a Dedication to Racing Award as part of the annual [Thoroughbred Industry Employee Awards](#).

“My favorite thing is my horses,” Pulido Mendoza said when asked about the best part of his job. “I work with them every day and I think they know me – they don’t speak, but they know.”

‘We Go Where the Horses Go’



Pulido Mendoza working at the Del Mar Fairgrounds. / Photos by Ariana Drehsler

In 1974, before Thoroughbred horse trainer Richard Mandella became a household name and a member of the U.S. Racing Hall of Fame, he hired Pulido Mendoza. He was a hotwalker when he and Mandella first crossed paths, but he quickly became Mandella’s most trusted groom.

Grooms act as the horses' personal attendants and easily spend the most time with the horses. Hotwalkers are tasked with cooling down the horses after exercise.

Pulido Mendoza was born in Jalisco, Mexico, and came to the U.S. almost 50 years ago. His family lives about 10 minutes away from Santa Anita Park, but, like most of the other backstretch workers, he lives and works at the Del Mar Fairgrounds.

Once the season ends in Del Mar, he and his peers will migrate to Santa Anita Park for the start of that racing season. Next year, he'll do it all over again.

"We go where the horses go," he said with a laugh.

Before entering the horseracing world, Pulido Mendoza grew up around horses and, for him, it was second nature.

"I just love the horses," Pulido Mendoza said, beaming from ear to ear, gazing at one of his horses in the nearby stall. He's not a man of many words, but his interactions with his horses said it all.

Several years ago, Mandella attempted to promote Pulido Mendoza, but he opted to remain a groom to stay closer to the horses.

"As much as he loves his horses, it didn't surprise me because of that," [Mandella told The Paulick Report in 2018](#). "He'd rather work with horses than people, and that's understandable."

Horse leg wraps hang on a clothesline at the Del Mar Fairgrounds on July 29, 2022. / Photo by Ariana Drehsler

Gary Mandella, Richard Mandella's son, and now a trainer alongside his father, was only two years old when Pulido Mendoza was hired into his dad's stable.

"I've never seen anyone love horses more than he does," Gary Mandella said. "They literally melt into him. They trust him because he has a gentle soul. I'm incredibly proud to work with him and call him a friend."

On the day we visited, Gary Mandella was busily preparing his horses and staff for a race that upcoming Saturday. His dad was out sick, and seven of their Thoroughbreds would be entering the race.

He talked about the importance of having a dependable team around the horses, especially on the crucial days right before a big race.

"There's a fair number of these guys that have worked for us for a long time," Gary Mandella said. "Most of us found our way here because we had some sort of interaction

with horses as young people, and that bond and that love for horses, it just gets into you, and you can't let it go."

Andres Mora is another groom at the Del Mar Racetrack. He works for two-time Kentucky-Derby-winning trainer Doug O'Neill. Mora's father, Leandro Mora, is O'Neill's assistant trainer and right-hand man.

Andres Mora, horse groomer, walks out Thoroughbred horse, Appreciated, at the Del Mar Fairgrounds. / Photo by Ariana Drehsler

Mora has known O'Neill since he was a kid, when he used to go to the track with his dad. The 28-year-old was raised around horses, so following in his father's footsteps was never really a matter of "if," but a matter of "when."

Like many of the other backstretch workers, Mora goes where the horses go. He's even worked at racetracks in different parts of the world, including Dubai and Japan. His home is in Santa Anita, but during Del Mar's season, he lives and works on the backstretch.

In addition to his groom duties, Mora also works with the Thoroughbreds doing horse therapy. His days start at the same time as the other grooms, but normally wraps up a couple hours later.

"You get to create a bond with the animal – a lot closer of a bond than most assume," Mora said. "I get to know them, and they get to know me, because, you know, you're going into their home. You want them to feel comfortable, so they don't feel like you're a threat entering their space."

The one thing Mora treasures most is seeing the horses grow to care for the people that care for them.

"I need to treat [the horses] just as well as they're going to treat me," Mora said. "I want them to be nice to me, so I'm going to be nice to them."

He swiftly pulled out one of the carrots he keeps in his pocket, which is one of the ways he likes to show kindness to his horses.

After the season ends, Mora is planning on going up to Santa Anita Park with his dad and the rest of the barn, but he hopes to eventually go back to school to become a teacher, which, he says, his horses have prepared him well for.

Backstretch Living

Jeans hang on a fence near where horse groomers work at the Del Mar Fairgrounds on July 29, 2022. / Photo by Ariana Drehsler

Walking through the backstretch almost feels like entering another town. The fresh-cut grass, well-manicured hedges and bright flowers that greet visitors as they enter the racetrack are replaced with dirt roads and box-shaped dormitories.

Outdoor walking rings that hotwalkers use to cool down the horses are placed every so often, along with the occasional Thoroughbred getting hosed down by a groom.

Clothing lines are hung across fences and between poles holding jeans and various other garments, and bundles of hay are scattered throughout the vicinity.

A mix of backstretch workers look up and wave at passersby, smiling and offering a greeting. As the day starts to wind down at around 11 a.m. for most of the workers, groups start to gather, their laughter piercing the air as they tell stories of the day.

Workers on their break in the cafeteria at the Del Mar Fairgrounds. / Photo by Ariana Drehsler

In total, about 950 backstretch workers live in the dorm-style housing, which usually holds two people per room, free of charge.

The property has 43 barns on the backside, each with several bedrooms in them. There is also a dormitory, known as "Motel 6," that houses just under 100 people, as well as approximately 50 trailers that are imported each summer.

Wages vary among the workers. Entry level jobs, like hot walkers or brand-new grooms, pay minimum wage, but there are opportunities for everyone to work their way up, receive raises and some can even become salaried. And some of the workers, like the exercise riders, are independent contractors.

They also have the option to enroll in a statutory backstretch pension plan, which is like a 401k.

All backstretch workers also have full medical, dental and vision coverage for themselves

and their families with minimal costs. Since 2001, the Gregson Foundation has sponsored college scholarships for children of backstretch personnel as well as outings for the workers and their families to places like the San Diego Zoo, Sea World and Padres baseball games.

A man walks near the horse stables at the Del Mar Fairgrounds. / Photo by Ariana Drehsler

The workers also enjoy going out to the beach and exploring Del Mar's attractions in their free time.

A large dining hall serves breakfast, lunch and dinner at reduced prices. That and the "Rec Room" with TVs, pool tables and ping pong tables have become a place for all the workers to gather, socialize and unwind after a hard day's work.

"Living on the backstretch, you really get that sense of family," Mora said. "A lot of the employees have been here for a while. They've all known each other for quite some time, and it's to the point where if someone nearby is making food, they always ask you, 'hey, you want a taco?'"

Many of the workers pursued this career to provide for their families while still being able

to do what they know and love.

Backstretch work has provided them with an opportunity for stability, financial security, safety and companionship. That, and the undeniable love they have for their horses, has created a special kind of fulfillment that many aren't planning on giving up any time soon.

As Del Mar's summer 2022 season comes to an end, many of the backstretch workers will be heading to Santa Anita Park, but the horses will be back here in the fall, and the backstretch workers will follow.

clay

September 12, 2022 at 7:01 am

▼ Expand comments

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Local volunteer high school tennis coach Jesse Steinberg was awarded a bid to take over operations of the Surf & Turf Tennis Club in Del Mar starting in November, with pro coach Matt Jones, left, to serve as director of tennis. Photo by Laura Place

New Surf & Turf Tennis Club operators step forward

by [Laura Place](#) October 4, 2022

“There’s been uncertainty among members, patrons and the community about what’s going to be the future of the club ... part of our goal of providing transition is embracing player-coach relationships. Our goal is to retain the coaching staff; we are going to do what we can to make that happen,” he said.

As far as facility upgrades, Steinberg said he plans to resurface the courts within the next year, renovate the interior of the tennis pro shop on the property and add new furniture to encourage socializing among club patrons.

“We want Del Mar, the Fairgrounds and the community to be proud of the tennis center,” Steinberg said.

Potential closure averted

Amid the search for a new Surf & Turf operator, coaches and other staff at the club were also fighting to [prevent a closure](#) for October.

While the new club operator was initially scheduled to begin on October 1, this start date was delayed to November 1 when the Fairgrounds opted to issue a new

request for proposals. Levie had already planned to shut down his operations by the end of September, spelling a potential shutdown of club activities during October between operators.

After making a plea to the Fairgrounds board at their September meeting, the **club's current onsite manager JZ Keegan was allowed to run** the club herself for that month.

“The coaches and the community members are so grateful to the Fairgrounds for stepping in so quickly, allowing the coaches to continue to work, and allowing the community to use the facility, play tennis, exercise, and socialize,” Keegan said.

Last month, the Fairgrounds board discussed putting forward their own insurance to allow the club to remain open. Representatives did not respond to a request for comment by the time of publication.

Youth and adult clinics and leagues are continuing as usual at the club, but club memberships will be nonoperational until next month, Keegan said.

Come November, community members will still be able to find Keegan in the pro shop and on the courts as she continues her role as club manager with Steinberg and Jones.

The Coast News