

**MINUTES OF THE REGULAR MEETING FOR
THE BOARD OF DIRECTORS
OF THE
EL DORADO COUNTY FAIR ASSOCIATION, INC**

Wednesday, August 3, 2022

PRESENT: Forni-Feathers, Hunt, Whitaker, Carter, McGuire, Davis, Kobervig, Witherow, Willyard, Warden,
MANAGER: Kathy Dunkak
OTHERS: Robin Cleveland and Amanda Koch
EXCUSED: White

PLEDGE of ALLEGIANCE

1. Call to Order

- a. Roll Call
- b. Record verification of legal meeting notice: Dunkak authenticated the verification.
- c. Determine Quorum: Dunkak determined that the requirements for a quorum were met.

2. Approve Agenda

Witherow moved that the Agenda be approved. Willyard seconded. Motion carried to approve.

3. Approve Minutes of Previous Meetings

Willyard moved that the previous Minutes be approved with changes: Carter's Report on June 1, 2022: Planning on allocating her money to the Heritage Hog and not the Board of Director's Hog. Davis seconded. Motion carried to approve.

4. Public Forum

None

5. Correspondence

- a. Letter from CDFA about AB 1499 that they wanted shared with the Board of Directors.
- b. Thank you letter from Sarah Cummings for our contribution made to the CFA.
- c. Letter to the Board of Supervisors from Dunkak regarding comments made by Supervisors during "To/From" regarding the need for upgrades in the Forni Building - reminding them that they had approved ARPA funding for that purpose and it was our next project. Letter outlined the list of things to be completed at the fairgrounds. Thomas and Turnboo were only supervisors that responded to her letter, at this point.

6. New Business

- a. Financial Review completed in May. One major change: Government has changed the way nonprofits report income. Now it is reported in the same way we report income on our tax return, as opposed to "Generally Accepted Accounting Principles". Dunkak to email out information to board..
- b. Binders need to be turned into the office for an update to be handed back at September's Retreat. Feathers' binder was completed in June. Warden, Whitaker and Willyard turned in binders. Witherow and Hunt need a binder. Carter, McGuire, Kobervig to turn into office. Will print off updates for Davis to be ready for the September 7 meeting. White's is new and should be up-to-date.
- c. Change time of October meeting to 4:00 PM – CPCS having a Board Recruitment night at 5:30. Warden made a motion to move meeting time to 4:00. Willyard seconded. Motion carried to approve.

7. Old Business

- a. Acknowledgement of Agreements. All in favor of Acknowledgement.

- b. Gatehouse update: Drywall taped and textured and ready for paint. Ticket staff was ecstatic with new and improved building during fair.
- c. Armory Road Update: Dunkak has been contacted by members of the community that don't want to see the property stay with the state. There was an issue with the original deed – it was a restricted deed. Verbiage in deed wasn't specific about building armory. If the deadline of completion wasn't met, property would come back to the fairgrounds. California law regarding restricted deeds; once done with property it reverts back to the original owner on the deed. There is a group that will be meeting and making this public. Corner apartment is only 300 feet from the speedway. None of the letters of opposition (or support) that staff, the public and the board sent were included in the Final Initial Study/Mitigated Negative Declaration. Dunkak contacted them – the letters were found and will be responded to. A meeting is scheduled for September 11 at 5:30 in the Marshall Building for those interested in addressing this project.
- d. ARPA Project updates: Culvert liner is complete. Asphalt is complete. Ready to schedule Forni Building. Dunkak reached out to organizations that frequently use the Forni Building to see if there were things they would like to see improved there. Susie Davies with MORE was the only non-profit that responded and sent a wish list.

8. Manager's Report

a. Fair Stats

- i. Capital & Tiki Bar made \$48,186 in 2019 and \$62,660 in 2022.
- ii. Fair Food Vendors: \$94,867 in 2019 and \$126,319 in 2022.
- iii. Commercial Vendors: \$80,619 in 2019 and \$80,153 in 2022.
- iv. Carnival presale: \$76,000 in 2018, \$90,553 in 2019 and \$109,203 in 2022.
- v. Carnival during fair: \$54,982 in 2018, \$49,931 in 2019 and \$120,374 in 2022.
- vi. Still exhibits down (maybe out of habit of entering?): 3053 in 2018, 2635 in 2019 and 1608 in 2022. Livestock exhibits: 1523 in 2018, 1087 in 2019 and 1198 in 2022. Livestock auction made \$932,451
- vii. Jr Livestock Auction Committee plans to put some of the funds back into the Livestock area, perhaps fans or AC units.
- viii. Transit Rides Comparison: 10, 221 in 2019 and 10,543 in 2022.
- ix. Google Analytics for website searches & views: 11,170 views in May and 38,768 views in June.
- x. 6,031 searches in May and 28,940 searches in June.
- xi. Staff still reconciling to give a total profit amount.
- xii. Staffing: normally 125 to 130 hired for fair. 2022 only 89 hired.
- b. Blast Attendance: 10,000 in 2021 and 6,700 in 2022 – much more manageable.
- i. Bar totals: \$11,913 in 2021 and \$10,325 in 2022
- ii. Total revenue: \$58,176 in 2021 and \$38,000 in 2022.
- c. New program: Music at the Fairgrounds set for April through October. August 12, September 9 and October 14. Food truck vendors and Beer Tree Bar.
- d. Crab Feed: set for November 12, 2022. Moving forward but haven't gotten a price of crab yet.
- e. Eagle Scout Project: They have removed the plaza stage (it was rotted and a liability) and painted the concrete border. Will put in benches to create a seating area.
- f. EDCOE moved out end of July. They had previously donated furniture. We will be looking for new tenants.

9. Treasurer's Report

Willyard moved to approve expenditures. Witherow seconded. Motion carried to approve.

Directors' Report

Willyard: Fair was great. Attended all four days. Night of the Roses reception they didn't have a ride to the reception behind the board room. Dunkak explained we didn't have staffing for that.

Willyard asked if there is a way to have the pageant on the Budweiser Stage. Feathers stated it got too hot and that is why it was moved.

Kobervig: No report.

Warden: She was only one in VIP room (sad and lonely). Great time working the bar. Impressed at how well everything flowed.

Witherow: Great fair. Cap Bar and Tiki Bar comparison. Learning how to use the tap was an experience. Figured it out. Works best with one person pouring. Going between bars – too many options isn't that great. Bars should be more consistent with less choices.

Carter: Peewee Rodeo was a huge success. In Henningsen. Created 70 back numbers and had to write the last 30 or more by hand. Need to revamp to accommodate that many. Boot race needs to be changed as lots of kids show up in crocs and flip flops. Need to bring back Mutton Bustin'.

Added Peewee Showmanship to Livestock Show, it was very popular.

All liked kids' activities on the main lawn so they didn't just have the carnival as a go-to for fun.

Heritage Hog after addons made \$70,500. Buyers paid about \$50,000 with addons coming to about \$70,000.

Last live auction Heritage Hog made about \$30,000. Just finished several days at the State Fair.

Hunt: Fresno State Students doing the Master Showmanship were great. Amador Fair did not seem well attended this year, probably due to hHot weather.

Davis: Purchasing the Board of Directors' Hog. Frustrating that all 11 members did not participate. Need everyone to participate or it costs the members that are participating too much. Hunt's input – we could buy one and resell. Whitaker – it should be the board members responsibility to participate. It's about representing the Board of the Fair and supporting the kids. Carter – brought this to the table years ago and was equally frustrated that not all were participating. She was the only Board Member that participated in Heritage – maybe more members should participate with that.

Anyone can participate in the Heritage Hog addons. Wait until the hog is purchased by the buyers and then go see the clerk about adding any amount you can afford and want to pay to up the price.

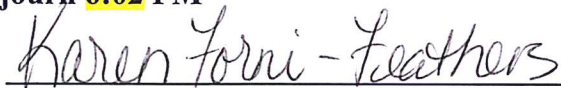
Maybe we should have the Board should support the Heritage Hog. McGuire – maybe some can't afford to go in on buying a hog verses adding on to the Heritage Hog. Whitaker – more concerned with representing the Board of Directors of the Fair and not the Heritage Foundation. Can't do both if not everyone participates. Resale hog or donate to nonprofit. Board will discuss/resolve before next year's fair.

McGuire: Commented on the numbers of attendance at fair.. Someone spoke to him about an entertainer at Fair that they really liked. He told them to email the Fair office so they get invited back. Asked for clarification regarding RV park during the Fair for Vendors – they are paying \$45 and not \$55.

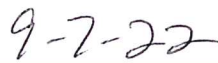
Whitaker: Gilmore Heating and Air are going to donate all installation costs of mini-split for Board Room remodel.

Feathers-Forni: Friday night Music at the Fair? How are we handling staffing? Need a few volunteers for Beer Tree Bar.

Adjourn 6:02 PM



Karen Forni-Feathers, President



Date



Kathy Dunkak, CEO



Date

