

**MINUTES OF THE MEETING FOR
THE BOARD OF DIRECTORS
OF THE
EL DORADO COUNTY FAIR ASSOCIATION, INC
WEDNESDAY, AUGUST 8, 2018 AT 5:30 PM
THE BOARD ROOM ON THE EL DORADO COUNTY FAIRGROUNDS
100 PLACERVILLE DRIVE, PLACERVILLE, CA.**

PRESENT: Carter, Whitaker, Davis, McGuire, Bradley, Hunt, Knight

EXCUSED: Kobervig, Forni-Feathers, Witherow

ABSENT: Denton

MANAGER: Jody W. Gray

OTHERS: John Marino, Kathy Jurgens, Heather Watson, Ann McMillan

I. CALL TO ORDER:

RECORD VERIFICATION OF LEGAL MEETING NOTICE:

Gray authenticated the verification.

QUORUM REQUIREMENTS MET:

Carter determined that the requirements for a quorum were met.

II. APPROVE AGENDA

Davis moved that the agenda be approved, Hunt seconded; motion carried to approve.

III. APPROVE MINUTES OF JUNE 2018 REGULAR MEETING:

Whitaker moved that the minutes be approved, Davis seconded; motion carried to approve.

IV. PUBLIC FORUM:

None

V. CORRESPONDENCE:

Email from Chris Pickering, Communications Director – Western Fairs Association, said he attended Fair on Friday night. He also remarked he wished he could bottle the feeling that was on grounds and send it to the rest of the industry. He followed with, what a great fair.

VI. NEW BUSINESS

A. Honorary Member Benefits:

McGuire brought to the Board the idea of eliminating Fairtime on grounds parking for honorary Board members to free up much needed parking. After discussion it was decided to eliminate the three honorary Board Fairtime parking spaces and create a policy for giving past Board of Directors VIP pins.

Whitaker moved to eliminate Fairtime on grounds parking for former board members, who are still alive and living within El Dorado County, and give them a VIP pin which will allow for free parking at Raley's or in the parking tiers. A list of the past members will be created.

Those who are approved in the next meeting will be issued VIP pins for the 2019 Fair.

McGuire seconded; motion carried to approve.

B. Refund Request:

Refund Request by Sherri Johnson for her daughter Brooke Johnson due to her horse going lame prior to the 4H Fair Horse Show.

Davis moved to issue a refund for the amount of her entries minus drug fees, Knight seconded; motion carried to approve.

C. Fair Refund Policy

Gray read the Association's current policy and also the State rules concerning refunds.

Bradley moved to accept the State policy as read by Gray as ours with the addition of refund requests due to sickness, accident or death of a person be accompanied with a doctor's note and for animal classes the refund request must be accompanied by a veterinarian's note with the CEO deciding all refunds. Hunt seconded; motion carried to approve.

D. EDCF Association Facility Name

Jurgens spoke about the confusion of having County in the Fair's name with people believing the Association is a County department. She also stated that in applying for grants, those

reviewing the application could view the Association as a department of the County and not award the grant. There was no motion made, but a recommendation the idea be postponed.

- E. Recommend approval of 2018/2019 Fair Funding Program Contract #18-0178 for allocation and training programs.

Bradley moved that the 2018/2019 Fair Funding Program Contract be approved, Carter seconded; motion carried to approve.

VII. OLD BUSINESS

- A. Approval of Contracts entered in the past two months.

Davis moved that the contracts be approved and future contracts be reviewed/acknowledged, Whitaker seconded; motion carried to approve.

- B. Johnny Gatehouse Building Concept

After discussion, it was decided McGuire would meet with the architect and staff to determine more in depth details.

Carter moved to accept the Johnny Gatehouse Building Concept as presented, Whitaker seconded; motion carried to approve.

VIII. TREASURER'S REPORT

- A. Approval of Expenditures for June & July, 2018.

With the absence of Denton, Whitaker gave the Treasurer's Report. Gray spoke about the deferred Maintenance deposit, which is refundable, confirming the amount, that it is for the well project and the check would be written upon Board approval.

Whitaker moved for approval of May 2018 Expenditures and for Gray to write the check for the Deferred Maintenance deposit, Bradley seconded; motion carried to approve.

IX. MANAGER'S REPORT

Heather Watson began the report with distributing the list sent to Fair Sponsors and followed with a power point presentation highlighting 2018 Fair Sponsors. Watson concluded by saying each sponsor was mailed a package which included the recap report, pictures & analytics. A Fair Tab and Daily Sheets were also included with tabs placed wherever the sponsor was mentioned.

Gray followed saying the Fair is toying with having a Spaghetti Feed in the spring, possibly for the Heritage Foundation or the Gate House.

Since WFA has an early registration through Labor Day, Gray asked if anyone wants to attend. Whitaker and Davis committed to attending.

Gray continued saying the auditor who was hired by the attorney managing the Association's Cal-Pers matter, emailed the County on Monday asking for data on Fair employees.

Gray shared Analytics 2018 El Dorado County Fair which highlighted items such as June Visitor Stats, Demographics, views on the Fair's website Entry Page, Facebook and Radio Ads.

She then mentioned 30 vehicles used to haul Jeeps for the Rubicon were stored on the Fairgrounds bringing in \$1,290 in revenue.

Effective July 1, 2018, a retailer who makes sales of tangible personal property on the real property of a California fairgrounds must separately state the amount of those sales on California Sales and Use Tax Return.

A new line on the returns is used to report total sales made on those fairgrounds. The information reported on this new line will be used for allocation purposes only. There is no additional tax or fee due on these sales.

A portion of the taxes collected will benefit the El Dorado County Fair as well as other fairs.

Although Buckles and Bar-B-Que is still small, it is growing.

The World of Outlaws race arrives Tuesday, September 11 with semi-trucks carrying race cars parading through downtown Placerville ending at the Fairgrounds with a party scheduled for the evening. The race will be held September 12.

Gray continued saying Blast overview is tabled until next month and that she will email the report prior to the next meeting.

X. DIRECTOR'S REPORT

Hunt:

Mutton Bustin during Blast was a fun event. Parents, Grand Parents and Kids really enjoyed it.

Bradley:

Pass

Carter:

Pass

Whitaker:

Step daughter, Flora, came in second in Mutton Bustin.

Knight:

Pass

Davis:

Predicted plenty of water from the lakes for this fall.

McGuire:

Commented that he really liked the way the Board packet was put together.

XII. 7:10 PM – Adjourn

Tiffany Carter, President

Date

Jody W. Gray, CEO

Date