

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

Wednesday, October 13, 2021, 5:00 pm In-Person

PRESENT: Hunt, Carter, Knight, Forni-Feathers, Witherow, Whitaker, Willyard

EXCUSED: Kobervig, Warden, McGuire, Davis

ABSENT:

MANAGER: Jody W. Gray

OTHERS: Robin Cleveland, Kathy Dunkak

PLEDGE of ALLEGIANCE

1. Call to Order

Roll Call

Record verification of legal meeting notice: Gray authenticated the verification.

Determine Quorum: Gray determined that the requirements for a quorum were met.

2. Approve Agenda:

Witherow moved that the agenda be approved. Knight seconded. motion carried to approve.

3. Approve Minutes of Previous Meetings

Willyard moved that the minutes be approved with noted changes. Forni-Feathers seconded. Motion carried to approve.

4. Public Forum

None

5. Correspondence- Review correspondence received during previous month.

None

6. New Business

A. 2020 Audit Review

Item/adjustment needed after it was discovered that we never booked our loan to the County for our insurance. Kathy found it and the auditor noted the oversight.

B. 2022 Finance Committee

Finance Committee set with members Hunt, Willyard and Carter. Budget meeting set for Monday, November 22, 2021 at 11:00 am.

Forni-Feathers moved to approve committee members. Hunt seconded. Motion carried to approve.

C. Request November Meeting to update the 5-year Plan

Special Meeting set up Tuesday, November 16 from 4:00 – 6:00 pm to update the 5-year plan.

Willyard moved to approve the meeting and creation of the 5-year plan. Knight seconded. Motion carried to approve.

7. Old Business

A. Acknowledgement of Agreements entered in October 2021.

B. 2 X 2 Meeting appointment

County 2 X 2 meetings. Representatives will be County Supervisors Turnbo and Parlin. Witherow made motion to appoint Fair's. Current President and Immediate Past President to keep consistency each year. Knight seconded, motion passed. This year's 2 X 2 Fair representatives will be Chris Whitaker and Tiffany Carter.

8. Treasurer's Report

A. Approval of Expenditures September 2021

Move from Wells Fargo to El Dorado Savings completed.

Willyard moved to approve. Forni-Feathers seconded. Motion carried to approve.

9. Manager's Report

5-year plan: start thinking about it before the meeting (Weaknesses, Strengths, Goals).

Examples:

Weaknesses: Limited parking, asphalt repairs, underground water issue (Cal Trans has acknowledged there is an issue with the water line.)

Strengths: Skilled and motivated staff, special events, RV park/new revenue source, Heritage Foundation

Revenue loss verses gain:

Utility tracking prior to Fire Camp's, PGE, in 2019 the same month was \$5,148, in 2021, while Fire Camp was here, it was \$7,289. Solar was \$7,049, in 2019 and in 2021, while Fire Camp was here, it was \$15,222.

EID/Sewage (during fair), in 2019 it was \$3,808. We haven't received the bill covering the time that Fire Camp has been here.

We may be close to being whole during Fire Camp due to part time staffing expenditures being down 25,000 and CTO time is down 322 hours.

Gatehouse coming along nicely. Carter Kelly off for two weeks.

Solar:

Solar has continued to decrease. ES Solar came out and said everything is working.

Original projection was that it would start decreasing around 10 years but is supposed to work for 25 years, it is 14 years old now.

RV Park: Has been successful. This YTD is \$82,000 vs same time in 2019, \$25,000.

Livestock at Fair for 2022:

Keeping it all together adjusting the load in days and show days. Beef and Swine to arrive on Monday, show on Tuesday. All seconds released and go home. Same idea with the rest of the market animals, arrive on Tuesday, show the rest of the market on Wednesday and all seconds released and go home. Show the non market animals and

Swine Showmanship on Thursday and Master Showmanship on Friday. This will shrink the camping and parking footprint. It will make it easier for the set up for the Livestock auction on Saturday and we won't need to reset show arenas afterward. Sunday also won't be as crazy with all of the animals being released.

Credit Card Change:

Closing the Wells Fargo account and opened a Chase account.

Fire Camp:

Here until the 19th of October. Water truck issue worked out with CalFire.

Kathy ran a tally on events that were canceled. Revenue lost is about \$486,000 to date.

Crab Feed:

Price of crab has doubled. We are planning a Drive-Thru for \$70 w/o pasta from 3:30 to 5:30pm (handing out from gatehouse if available). In house is \$75 and a table of 8 is \$700 and opens at 5:30.

Volunteers for event: Hunt, Knight and Forni-Feathers, will help with drive-through, Willyard, Knight and Witherow will help where needed for the sit down dinner.

Money spent on Fair that can't be carried over (about \$11,000 loss):

\$3,353 spent on publicity

\$3,707 spent on advertising

\$2,283 spent on Coggs signs (can change the date on some and use for next year)

\$1,462 spent on ticket stock.

No insurance for 2021 revenue loss.

Cal Grant for Covid Relief received in the amount of \$25,000.

CDFA Secretary Ross and Mike Francesconi toured the grounds this month. Their suggestions for Fairgrounds in California are more showers, larger kitchens and more RV spaces. Forest Service and CCC personnel agreed.

City Meeting with Cleve, Rebecca (City Engineer) and Pierre (Public Works):

Miss communication over encroachment for RV park. City is going to re evaluate our sewer agreement with our dump station.

Convention 2022 will be in Reno. January 16 – 19, 2022. Directors Price is the 16 & 17. Jody will make reservations for those interested in going.

10. Directors' Report

Carter:

Passed

Hunt:

Be ready because we won't be able to buy gas powered equipment in California.
Great opportunity to open a small business.

Forni-Feathers:

Grizzly Pasta Dinner set for the Fair on October 28. Dine-in or pickup. Thank you to Gordon and the Carters for jumping in and setting this up.

Redistricting meeting is set for October 14 at 6:00 on Zoom. District 2 & 3 are working on the Grizzly Feast set for November 21st for the victims of the fire. They are making them Thanksgiving Dinners to go also.

Festival of Lights are working with the Community Foundation to set up an Adopt-a-Family for the fire victims. This will be handled by Bayside Church.

Willyard:

Loves the Gatehouse – looks really nice and big.

Knight:

Wants more info on the Adopt-a-Family.

Witherow:

Passed

Whitaker:

11. Adjourn at 6:02 pm.

Next Meetings:

5-Year Planning meeting: November 16, 2021 at 4:00 – 6:00 pm.

Financial Planning Committee meeting: November 22, 2021 at 11:00 am.

Board Meeting: December 8th, 2021 at 4:30 pm