

MINUTES OF BOARD MEETING

20th DISTRICT AGRICULTURAL ASSOCIATION
Gold Country Fairgrounds and Event Center
1273 High Street, Auburn, California 95603
(530) 823-4533

MEETING DATE & LOCATION

Thursday, September 23, 2021 @ 6:00 PM
Clubhouse
1273 High Street, Auburn, CA 95603
Notice and Agenda available on the internet at www.goldcountryfair.com

TELECONFERENCE MEETING

Boards may meet by teleconference. (§11123) For the purposes of the Act, 'teleconference' means a meeting of a state body, the members of which are at different locations, connected by electronic means, through either audio or both audio and video. (§11123(b) (2)) This would include telephone conference calls, webinars, webcasts, and Skype.

Teleconference location: Auburn Host Lions Building – 1273 High Street, Auburn, CA 95603

Phone number: 530-214-9244

PUBLIC COMMENT

Any member of the public wishing to address the Board on any matter listed on this agenda has a right to do so and will be afforded such opportunity when the Board is considering that agenda item. In addition, if a member of the public wishes to address the Board on a matter not listed on the agenda, you will be given such opportunity during the Public Comment item on the agenda. The Board President has the right to limit the time for public comment to a maximum of three (3) minutes or less to proceed with the agenda of the day and/or to place the item on the agenda (as an action item) of a subsequent meeting. The total time allotted for public comment is fifteen (15) minutes maximum.

AMERICANS WITH DISABILITIES ACT

All Board meetings must be accessible to the physically disabled. Any person needing a disability-related accommodation or modification in order to attend or participate in any Board or Committee meetings or other Gold Country Fair activities may request assistance by contacting Karlee Long at Gold Country Fair Office.

AGENDA

I. CALL TO ORDER:

- A. All matters noticed on this agenda, in any category, may be considered for action as listed. Any item not so noticed may not be considered. Items listed on this agenda may be considered in any order at the discretion of the President.

II. PLEDGE OF ALLEGIANCE

III. ROLL CALL OF BOARD MEMBERS

Director Present: Director Bedwell (teleconference), Director Durand, Director Ebbert, Director Johnson (acting President), Director Macon, Director Sands (teleconference), Director Smith

Directors Absent: Director Carson & President Parnell

Staff Present: Don Ales – CEO and Karlee Long – Events & Exhibits Coordinator

IV. PUBLIC COMMENT:

- A. Since items under Public Comment are not listed and publicly noticed on the agenda, please be advised that the Board cannot discuss or take any action at this meeting
1. Gary Gilligan – Thursday is the State of the Community Dinner in the Farrell Wren Park. I invite you all to buy tickets and attend.
 2. Jackie Weston – The tickets to the State of the Community are \$50 and there will be beautiful lights in the trees to create ambiance. There are five different restaurants catering, so guests will have a choice in the meal.
 3. Lani Johnston – The Home Show starts tomorrow. We are very excited. There have been a lot of Home Shows in California that canceled. I would like to tell a little story; I had a vendor that was going to go to the El Dorado County Fair but couldn't because the Fair was canceled due to the fires. I told him to come to my show. He said he would come, and it was because we put on two shows during COVID. I would like to thank you for your support. I think we are going to have a good event. We have had a lot of cancellations because people are nervous, but it will be a good event. Last, I have more complimentary tickets if anyone would like them.

V. CONSENT CALENDAR:

- A. Approval of Meeting Minutes as written:
1. Board Meeting Minutes dated August 26, 2021
- B. Approval of Expenditures, Home Depot, Cal Card
1. See Checks and Payments Report
- C. Approval of Monthly Financials
- D. Approval of the following Agreements
1. F-31 Interim Rental Agreements: 21-106, 21-107
 2. Standard Contracts: 21-08, 21-14, 21-20, 21-21, 21-22, 21-51, 21-52, 21-53, 21-54, 21-55, 21-56, 21-57, 21-58, 21-59, 21-60, 21-61, 21-62, 21-63, 21-64, 21-65, 21-66, 21-67
 3. Fairtime Commercial Vendor Contracts: None to Consider
 4. Fairtime Concession Vendor Contracts: f24-21
- E. Refunds: None to consider
- F. Excusal of Director Absences: None to consider
- Director Ebbert made a motion to accept the Consent Calendar; Director Macon seconded the motion.

Board Member	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Debby Bedwell (teleconference)	X		
Mike Carson (absent)			
Julia Durand	X		
Dave Ebbert	x		
Peg Johnson	X		
Samia Z. Macon, DVM	X		
Luke Parnell (absent)			
Tim Sands (teleconference)	X		
Ray Smith	X		

VI. HERITAGE FOUNDATION:

- A. Update: Gold Country Fair Heritage Foundation (GCFHF) President Stephanie Chapman expressed that it was an awesome fair. Stephanie thanked Don. The outcome between the beer sales and the auction was great. Stephanie said thank you very much.

VII. COMMITTEE AND STAFF REPORTS:

A. CEO Report:

1. Gold Country Fair Recap

- a. CEO Ales said that on Page 46, there is a 5-year forecast. There was no fair in 2020 so I went back to 2016. CEO Ales explained that these are all gross numbers. There will be a final report with expenses and income. CEO Ales mention that the overall total is \$1,350,723. This is the large gross total so far. CEO Ales explained if you take out JLA and the Board of Supervisors Sponsorship, there is still over \$600,000 in gross revenue. This still beats the net of other fairs in the past. The Carnival was up 31% and Butler has not seen numbers like these in 29 years. Alcohol was almost sold out by Saturday. Carol's Market was a huge support by supplying more alcohol for the

remainder of the Fair. The Fair Beer sold out here and there are only growlers left in the Slice store in Lincoln. Concessions were higher than normal. Demo Derby is the highest it has ever been. CEO Ales explained this is not about gloating, it is about the fact that the community came out in droves to support the Fair. The attendance was over 35,000 people. All new staff and volunteers, but it all came together nicely. We added a lot of entertainment and radio advertising. CEO Ales said that we have started planning for next year's fair.

b. CEO Ales presented that the auction went extremely well. The average price was up for all species. The total with add-ons is over \$600,000.

c. Director Ebbert said the kids did an amazing job. They ensured there were buyers there to spend money.

d. CEO Ales said that we were down on livestock clerks but it all went well. It is our mission statement to support agriculture. We did better than Nevada County Fair per specie average dollar amount. The Fair has done a great job through COVID. CEO Ales thanked the board and staff for their help.

e. Jackie Weston asked how much the fairgrounds receives from the JLA auctions.

f. CEO Ales responded that the JLA receives 3% of add ons and 7% of sales. This money is kept as a reserve for future auctions and/or the loss of an animal. All other monies are paid to exhibitors. The reserve is doing well for the JLA.

B. Committee Assignments:

1. Buildings & Grounds

a. Auburn Host Lions Building

- i. Director Johnson explained that most of the construction on the Auburn Host Lions is complete except for the painting.
- ii. Director Macon asked if the Buildings & Grounds Volunteers are responsible for painting or if there is someone hired to paint.
- iii. CEO Ales explained that there is someone that is finalizing a bid for us. There is a little bit of dry rot on the back that we will do repair work on. We will use foam that looks like wood. It is the old part, not the new part. There does not seem to be a structural problem.
- iv. CEO Ales explained that we are working on a gate for the parking lot. The bid will come back for the board to review. The next step will be to set up a maintenance fund for the upkeep of the parking lot. This is one of the conditions of the parking lot.
- v. Director Johnson commented that she thought the grounds looked very good for the Fair. She thanked the Board members for completing their workdays.

2. Annual Fair Committee

a. Director Bedwell (teleconference) explained that the VIP Dinner was one of the best so far. There were over 150 people there. That is

not counting the Board that was standing and not sitting. There were huge compliments on the food. The biggest issues are that there was too much food and if we use a vendor again. There needs to be more help to transport the food. This could be as simple as a golf cart. There were not many other issues as we prepared ahead of time. Director Bedwell thanked everyone for their help and support

3. Other Committee Assignments
 - a. None to consider

VIII. CORRESPONDENCE:

- A. Items provided via email to Directors with copies available at meeting.
 1. PMIA/LAIF Performance Report
 2. Moonshine Crazy Post Fair Letter
 - a. CEO Ales said that he included this letter because this band did a special 9/11 tribute. Directors Sands led a great morning tribute. Everything came together in the last couple of days. CEO Ales explained that the song sung by Moonshine Crazy is rising on the charts.
 3. 20th District Agricultural Association/ Gold Country Fair Pending Litigation and Unasserted Claims as of December 31, 2021
 4. Public Safety Power Shutoff Resiliency Allocation

IX. FINANCIALS:

- A. Finance Committee to discuss monthly finance report
 1. Director Johnson explained that there was an 81.1% increase in cash accounts on page 16. This is mainly due to COVID last year.
 2. Director Johnson explained the increase of 456.4% in Construction in progress is due to the construction of the Placer Building.
 3. Director Johnson explained that the decrease in Security Deposit of -31% is due to the use of the Home Show Security deposit being used.
 4. Director Johnson explained that total liabilities are 10.6%, which is good.
 5. Director Johnson said that on page 18 Line-Item Other - Farmers Market is due to the cancellation of the Farmers Market.
 6. Director Johnson mentioned that the Rent income listed below is the building rentals from July.
 7. Director Johnson directed the Board to Salaries which reflects the one salaried – permanent employee. All other employees are temporary which is cheaper for the Fairgrounds.
 8. Director Johnson said that the Line-Item for Office Supplies & Expenses is related to the Fair.
 9. Director Johnson expressed that the Line-Item Insurance (General Liability) is related to the insurance we are charged by CFSA.
 10. CEO Ales said that the Line-Item Insurance (General Liability) was off the books for a few months in 2020.
 11. Director Macon asked if this is due to COVID and they waived it?
 12. CEO Ales responded that CFSA paused the program while all fairs were canceled. It resumed as fairs began to resume.
 13. Director Johnson directed the Board to Sponsorships on page 26. The sponsorships for this year are reflected and are doing very well.

14. Director Johnson explained that the net income before the Fair was \$584, 979.13. This is higher than last year by 1,634.3%.

15. CEO Ales said this is the first time we had money in our account before fair after the bills were paid.

16. Director Durand asked if there will be any statistics on how other fairs did.

17. CEO Ales respond that it was supposed to be completed in 2020, but he hopes it will be completed at the end of 2021. CEO Ales said that the numbers put the fairgrounds in a new grade. The fairgrounds moved from grade 3 to 4. It increases the grade but lowers the State Allocation.

18. Director Durand commented that the numbers were great and Don has done a great job.

X. OLD BUSINESS:

A. None to Consider

XI. NEW BUSINESS:

A. None to consider

XII. RECOGNITION OR CELEBRATION: Gold Country Fair Office and Maintenance Team

A. CEO Ales announced he would like to reward the office staff, Karlee and Aimee, and the maintenance team, Rich, Mike, and Chris. All five were together for the first time. They did a great job. They were there for us and here for the community. CEO Ales asked the Board to thank them when you can.

XIII. MATTERS OF INFORMATION:

A. CEO Comments: CEO Ales directed the Board to page 64. CEO Ales asked the Board to pass a resolution for the State Allocation in the amount of \$44,030.00. CEO Ales explained that if the Board passes a resolution, he will submit the resolution and budget to receive the State Allocation. CEO Ales announced that last year's State Allocation is still on the table. The State is holding the State Allocation until all training is complete. The 2020/2021 State Allocation will expire at the end of the year. If the remaining training is completed, the fairgrounds will have the opportunity to receive both Allocations at the same time.

B. Director Macon asked if the fairgrounds has not received theirs from last year.

C. CEO Ales responded that the approval is at the State and waiting for the completion of the training.

Director Ebbert made a motion to accept the 2021/2022 FY State Allocation; Director Macon seconded the motion.

Board Member	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Debby Bedwell (teleconference)	X		
Mike Carson (absent)			
Julia Durand	X		

Dave Ebbert	x		
Peg Johnson	X		
Samia Z. Macon, DVM	X		
Luke Parnell (absent)			
Tim Sands (teleconference)	X		
Ray Smith	X		

CEO Ales finished by saying thank you to the Board for all their help during the Fair. Thank you to the Heritage Foundation. There are many thank you's to go around.

D. Director/Staff Comments:

1. Director Ebbert: The Heritage Foundation stepped up in many ways! The current Foundation Board is a huge asset.
2. Director Smith: Thank you for everything. Everything was great. You all are awesome.
3. Director Durand: Thank you to everyone. Great job to the Heritage Foundation.
4. Director Macon: Thank you to everyone this was an amazing Fair. It was amazing to see how much everyone helped. IT was incredible having a new office and maintenance staff.
5. Director Bedwell: Same. Thank you to the office and maintenance staff for all their hard work. They are always positive. Thank you all.
6. Director Sands: Good Job Don and your team.
7. Director Johnson:
8. Lani Johnston: Since the Fair, the Staff put on the Aloha Festival and now the Home Show they are working hard.
9. Jack Haugen: The collaboration between all groups was great.
10. Jackie Weston: The Chamber plans to come back to the fair again next year.

E. Board Meeting Dates:

1. Thursday, October 28, 2021
2. Thursday, November 18, 2021 (*Note on the 3rd Thursday due to Holiday)

XIV. ADJOURNMENT

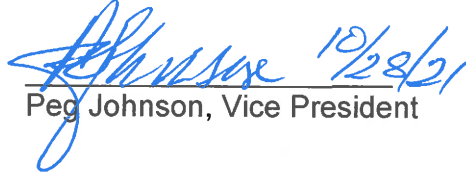
The Board of Directors may or may not act on all items appearing on this agenda. Further information regarding this regularly scheduled meeting of the Board of Directors for the 20th District Agricultural Association may be obtained by contacting the Chief Executive Officer at 1273 High Street, Auburn, CA 95603, telephone 530-823-4533.



Don Ales, CEO

10/28/21

Date



Peg Johnson, Vice President

Date