

## MINUTES OF ANNUAL 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, January 27, 2022 @ 6:00 PM  
Clubhouse  
1273 High Street, Auburn, CA 95603  
Notice and Agenda available on the internet at [www.goldcountryfair.com](http://www.goldcountryfair.com)

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### 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: Clubhouse – 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: President Parnell

- 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: President Parnell, Director Macon, Director Sands, Director Carson, Director Johnson, and Director Durand

Absent: Director Smith, Director Bedwell, Director Ebbert

Staff: Don Ales – CEO, Karlee Long - Events & Exhibits Coordinator, and Olivia Call Staff Services Analyst

### 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.
- B. None to consider

### V. STATE OF THE ASSOCIATION:

#### A. Fair Review:

1. CEO Ales directs the Board to page 3 and discussed how the 2021 Fair exceeded all records that were set in place after the 2019 Fair in every category except commercial vendors due to COVID policies they had to abide by.
2. CEO Ales reviewed how total profits from the 2021 Fair increased from \$469,648.00 in 2019 to \$766,840.00 in 2021. He clarified that the 2021 profits did not include the Heritage Foundation profit from alcohol sales, but even without those numbers we still were able to make 2021 another banner year.

#### B. Junior Livestock Auction:

1. CEO Ales began the Junior Livestock Auction (JLA) financial review by stating that per President Parnell's request a separate breakdown of the the JLA totals were added to the cost review in comparison to the Fair.
2. CEO Ales continues to review JLA costs by saying he was immensely proud of Junior Livestock Committee and the youth who through hardwork and determination created an auction that crossed a new financial threshold for our buyers and exhibitors. The momentum for 2020 carried over and set new milestones. The only species that took a hit was beef who made less dollar wise, but still got more entries as did all the other species. Entries increased from 129 totaling \$325,000.00 in 2019 to 159 entires totaling \$494,445.00 in 2021.
3. CEO Ales stated that the increase from \$354,854.00 in 2019 to \$594,168.00 in 2021 is proof that the COVID bounce back was positive for both the Fair and for JLA from 2019 to 2021 bringing in an overall total

change from \$824,502.00 in 2019 to a successful \$1,371,008.00 in overall total in 2021.

C. Interim Rentals:

CEO Ales said 2021 saw a dramatic increase of 111% for interim rentals totaling \$329,311.32, despite not fully opening until June 15<sup>th</sup>. The rentals were able to bounce back with a 9% growth even though the property was closed half the year. This achievement was due to both the help of our 2019 renters and our new 2021 renters. In a year that had so many questions and so much uncertainty our team really rallied and he is very proud of the fact that we were able to achieve that amount of growth.

D. Buildings and Grounds:

1. CEO Ales confirms the Placer building remodel phase 1 & 2 were completed in 2021, which was an exciting improvement for the building.

2. CEO Ales moves on to discuss that the Auburn Host Lions building is completed aside from the painting which will be scheduled for 2022. This remodel was another nice project where we had a lot of help and support from both the Heritage Foundation, Fair Board, as well as other donors, and thanks them for their support.

E. Old Town Pizza Pavilion:

1. CEO Ales says how important Old Town Pizza's Pavilion has been to the overall success of the year despite being closed the first half of the year. After reopening in April, we have learned that the slow days are really slow but the good days are really profitable. So much that the Fairgrounds location has set records compared to any of their other restaurant locations, which is something to be proud of.

F. Sacramento Parking Lot:

1. CEO Ales reviews that the repairs for the Sacramento Street parking lot were repaired just in time for the Fair. The improvement was huge and our patrons were thrilled to have the dirt gone, which resulted in an improved experience of our venue.

2. CEO Ales also provides an update that he is reviewing quotes for a new gate and a decision will be provided in the first quarter of 2022.

G. PSPS Grant

1. CEO Ales confirmed that the PSPS Grant totaling \$83,440.65 for installation of transfer switched and upgrade electrical to Administration building and Placer building was approved by the Board at last meeting.

2. CEO Ales states that the 20<sup>th</sup> District Agricultural Association will be funding the Sierra building, Auburn Host Lions building, and Tahoe building with California Construction Authority managing the project.

H. Personell:

1. CEO Ales introduces new staffing changes that have been made in 2022, including hiring Olivia Call who will replace Terry as the Staff Services Analyst position, Sonia Del Toro will be the office administrator and livestock clerk, and he is finalizing the hire of the final maintenance team member on February 1, 2022. CEO Ales confirmed that Karlee Long will be moving to a part-time subcontractor position until we have her full time help during the Fair.

- I. Board of Directors:
  1. CEO Ales compliments the Board members on their hard work the past year in helping the Fairgrounds exceed all goals. It was not an easy task and they should be proud.
  2. CEO Ales thanks the Board for supporting our new Fair Office Staff at the Western Fairs Association (WFA) Convention and that he really appreciated their support.
  3. CEO Ales closes the State of the Association by saying that since he has been here it's by far the best year he has ever had.

President Parnell opens the room for questions and there are none.

**VI. INSTALLATION OF OFFICERS:**

- A. President Parnell begins the Installation of Officers ceremony by informing the Board that as of last meeting the Board voted to approve the recommendations of the nominating committee, which was to elect Director Sands as the President for 2022 and to re-elect Peg Johnson as Vice President for 2022. President Parnell stated that this was voted and approved so he hands Director Sands the gavel and switches seats with Director Sands officially making Director Sands President of the Board.

**VII. ANNUAL RESOLUTIONS:**

- A. President Sands begins discussion on Annual Resolutions and refers to page 7 of the packet. President Sands asks CEO Ales if they need separate votes for each section and CEO Ales confirmed that there only needs to be one vote for the entire resolution.
- B. CEO Ales says the only change was the Signature Authorization item B changed from \$10,000.00 to \$15,000.00 at the Boards approval last meeting to account for PG&E utility bills.
  1. Director Parnell asks if it was enough and CEO Ales confirmed the amount was enough because they charge between \$9,400.00 - \$10,080.00. Director Parnell then asks about Contract Delegation Authority to which CEO Ales confirms that he thinks that's still ok and the Board will have approval of any contract.
- C. Director Parnell moves to approve the Annual Resolutions, President Carson 2<sup>nd</sup> the motion.

President Sands asks Director Carson if there is a discussion, Director Carson confirms there is none.

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

**VIII. ADJOURNMENT**

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Don Ales, CEO

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Date

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Timothy Sands, President

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Date