

# **CALIFORNIA EXPOSITION & STATE FAIR**

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice  
April 27, 2018

California Exposition & State Fair  
Administration Building Boardroom  
1600 Exposition Boulevard  
Sacramento, CA 95815

### **Directors Present**

Director Rima Barkett, Chair  
Director Jess Durfee  
Director Corny Gallagher  
Director Rex Hime  
Director David Mallel  
Director K. Mark Nelson

### **Directors Absent**

Director Sonney Chong  
Vice Chair Rina DiMare  
Director Tony Ortiz

### **Staff Present**

Rick Pickering, Chief Executive Officer (CEO)  
Tom Martinez, Chief Deputy General Manager (CDGM)  
Samantha Brown, Deputy General Manager, Administration (DGM)  
Margaret Mohr, Deputy General Manager, Business Development & Marketing (DGM)  
Marcia Shell, Assistant General Manager, Expo Events (AGM)  
Rachelle Weir, Programs Manager  
Nancy Koch, Grants  
Jen Koga, Finance  
Zane Glaser, Finance  
Linda Contreras, Contract  
Heidi Turpen, Contract  
Maricela Ramirez, Marketing  
Darla Givens, Marketing  
Mike Ward, Business Services  
Pat Conner, IT Manager  
Kelly Hudock, Personnel Officer

### **Others Present**

Brian Honebein, Event Partnership  
Amber Williams, un/common  
Ted Heilbron, Drive Shack  
Scott Carruth, CBRE Real Estate  
Mark Nobili, Mark Nobili & Associates  
Mick Brajevich, CEO, Butler Amusements  
Lance Moyer, COO, Executive Vice President, Butler Amusements  
Rich Byrum, Vice President, Butler Amusements

\*May not include all others present in the room or arriving late.

**1. CALL TO ORDER**

The meeting was called to order by Chair Barkett at 1:00 p.m. Chair Barkett noted that the Missions Statement and Policy Statement were included on the agenda and read the Public Comment Statement.

**2. ROLL CALL**

Roll call was taken and a quorum was present. Vice Chair DiMare, Director Chong and Director Ortiz were not present and asked to be excused.

**Motion:**

It was moved by Director Hime and seconded by Director Durfee to excuse the absence of Vice Chair DiMare, Director Chong and Director Ortiz. **All in favor, motion carried, unanimously.**

**3. PLEDGE OF ALLEGIANCE**

Chair Barkett asked CEO Pickering to lead the Board and Staff in the Pledge of Allegiance.

**4. INTRODUCTION OF GUESTS & STAFF**

Introduction of Guests and Staff were made around the room.

**5. PRESENTATION**

- a. Presentation to Nancy Koch in recognition of her retirement.  
Deputy General Manager Brown recognized Nancy Koch for her 32 years of service to Cal Expo.

**6. MINUTES OF MEETING**

- a. Approve Board Meeting Minutes of March 23, 2018, as presented.  
This item was moved to the June 1, 2018 Board Meeting.

**7. COMMITTEE AND STAFF REPORTS**

- a. Annual State Fair – Director Durfee  
Committee Chair Durfee asked CEO Pickering to proceed with an update on the 2018 State Fair. Deputy General Manager Mohr reviewed her staff report and highlighted the new sponsorships and Community Events that Marketing Staff is attending to promote the 2018 CA State Fair.  
Programs Manager Weir reported that the Program Department is working on entering the remaining competitions online, and expanding seating in several of the buildings to provide cool zones.  
Chief Deputy General Manager Martinez reviewed with the Board the CA State Fair Youth Mariachi Competition. He also explained the partnership opportunities.
- b. Long Range Planning – Director Hime  
Committee Chair Hime reported on the updates on Rock & Brews, Cal Trans and asked for the representative from Drive Shack to summarize their proposal to the full Board. Ted Heilbron Vice President of Real Estate Development from Drive Shack explained to the Board who Drive Shack is and where they are located

and doing business. Committee Chair Hime stated that the committee had discussed and reviewed the Letter of Understanding and unanimously recommended to the full Board for approval.

**c. Expo Events Update – AGM Shell**

AGM Shell gave a recap on the interim events report and the RV Park. CEO Pickering reported to the Board an update on the Cannabis Cup scheduled for May 4<sup>th</sup> & 5<sup>th</sup>.

**8. FINANCIAL REPORTS**

- a. Contracts/Purchases Requiring Board Notification/Approval**  
Deputy General Manager Brown reviewed the Service Contracts requiring Notification and Approval

**Motion:**

Director Hime moved for adoption of those needing approval and was seconded by Director Durfee. **All in favor, motion carried, unanimously.**  
The seal team called to discuss financials.

**9. CORRESPONDENCE**

None

**10. UNFINISHED BUSINESS**

None

**11. NEW BUSINESS**

- a. Review and Approval of a Revenue Generating Agreement for Midway Operations with Butler Amusements, Inc. for the years 2019-2028.**

**Motion:**

Committee Chair Durfee reported that the Annual State Fair Committee recommends to the Full Board approval of the Revenue Generating Agreement for the Midway Operations with Butler Amusements, Inc. The motion was seconded by Director Hime. **All in favor, motion carried, unanimously.**

- b. Update on Exploration of Potential Drive Shack Family Entertainment Facility at Cal Expo.**

- c. Consideration of Adoption of Letter of Understanding with Drive Shack Sacramento, LLC, on behalf of Drive Shack, Inc.**

**Motion:**

Committee Chair Hime moved that the Board adopt the Letter of Understanding and it was seconded by Director Nelson. **All in favor, motion carried, unanimously.**

**12. MATTERS OF INFORMATION**

- a. Public Comment on Matters not on the Agenda**

- b. CEO Comments**

CEO Pickering reported on the Legislative Capital Cup on PMP and the Friends of the Fair Gala.

- c. Directors Comments/Agenda Items for Future Meetings  
Director Durfee discussed Cannabis Cup and guest wine judging.  
Director Gallagher commented on hearing about the increasing revenue, participation and utilization of the facilities.  
Director Hime commented on the RV Park increase and the State Billings.  
Director Mallel looking forward to progress with the legislative front.  
Suggested that Board Members let staff know when they are available to help with the State Fair.  
Chair Barkett asked for the Board Meeting to be noticed for 12:30pm.
- d. Next Board Meeting – **Friday, June 1, 2018**
- e. Other, if any

### **13. ADJOURNMENT**

**Motion:**

Motion to adjourn was made by Director Durfee and seconded by Director Hime to adjourn. **All in favor, motion carried unanimously.**

The Board of Directors meeting was adjourned at 2:00 p.m.