

CALIFORNIA EXPOSITION & STATE FAIR

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice
Friday, September 23, 2016

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

Directors Present

Director Patrick O'Brien, Chair
Director Rema Barkett
Director Sonney Chong
Director Rina DiMare
Director Jess Durfee
Director Corny Gallagher
Director Rex Hime
Director David Mallel
Director Tony Ortiz

Directors Absent

Director Mark Nelson, Vice Chair
Director Hallie Ochoa

Staff Present

Rick Pickering, Chief Executive Officer (CEO)
Tom Martinez, Chief Deputy General Manager
Samantha Brown, Deputy General Manager, Administration
Jaime Campbell, Deputy General Manager, Operations
Rachelle Weir, Programs Manager
Marcia Shell, Assistant General Manager, Expo Events
Jay Carlson, Ag Programs Manager
Jennifer Koga, Accounting Officer/Supervisor
Zane Glaser, Accounts Receivable
Don Callison, Events Coordinator
Robert Craft, Chief of Police
Randy Brink, Goodwill Ambassador
Sue O'Brien, Recording Secretary

Others Present

Stacey Roberts, Attorney General's Office
Joe Barkett
Joe Johal, Rock & Brews
Scott Hubbard, Rock & Brews
Amber Williams, Glass Agency
Brently Payne, Glass Agency

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

1. CALL TO ORDER

Chair O'Brien called the meeting to order at 1:00 p.m.

2. PLEDGE OF ALLEGIANCE

Chair O'Brien asked Director Gallagher to lead the Board, Staff and Guests in the Pledge of Allegiance.

3. ROLL CALL

CEO Pickering took roll call and a quorum was present. Director Nelson and Director Ochoa were not present and had an excused absence.

4. INTRODUCTION OF GUESTS & STAFF

Introduction of Guest and Staff were made around room.

5. PRESENTATION

Chair O'Brien stated that item 6c Board Meeting Minutes approval would be deferred until the next Board Meeting.

6. MINUTES OF MEETINGS

- a. Accept Cultural Advisory Council Meeting Minutes of April 20, 2016, as presented
- b. Accept Cultural Advisory Council Meeting Minutes of May 18, 2016, as presented
- c. Approve Board Committees and Board Meeting Minutes of June 3, 2016, as presented

Motion:

It was moved by Director Hime and seconded by Director Chong to accept the meeting minute's item 6a and 6b. **All in favor, motion carried unanimously.**

7. COMMITTEE AND STAFF REPORTS

a. Exposition Facilities Committee Report

Committee Chair DiMare reported that Staff made a presentation about events in 2016 and events that are planned for 2017. AGM Shell was asked to report on a partnership with the Sacramento Convention Center and Cal Expo for parking.

DGM Campbell reported that the Maintenance and Operations departments are performing status evaluations of all approved 2016 Capital Improvement projects. Our partnership efforts are primarily focused on sustainability, energy and water conservation and we are currently in discussions with SMUD, Cal EPA and California Conservation Corp. to improve those efforts.

Move Agenda Items

Chair O'Brien suggested taking **item 7d** after **item 7a** and taking **item 7c** after **item 7d**. **Item 7b** would be heard along with **Unfinished Business items**.

b. LONG RANGE PLANNING COMMITTEE

Committee Chair Hime reported that the committee had reviewed all documents including the set with Department of General Services' (DGS) additions. Scott Hubbard from Rock and Brews stated that he and Joseph Barkett, a consultant for Cal Expo, had been negotiating for the past 2 months and is satisfied with the language from DGS. Mr. Barkett stated that the negotiations had covered a variety of topics and this appears to be a good solid contract for Cal Expo.

Motion:

Committee Chair Hime made a motion that subject to approval by the State of California the Long Range Planning Committee recommends to the Board of Directors the adoption of the Revenue Generating Agreement and was seconded by Director Mallel. **All in favor, motion carried unanimously.**

c. Finance Committee Report

Committee Chair Gallagher reported that this committee reviewed an extensive amount of information.

d. Annual State Fair Committee Report

Director Chong reported that the 2016 State Fair was excellent and staff should be commended for a great job. Programs Manager Weir reported that competition revenue and exhibits entries were up for the third year. The Transportation on the Move exhibited highlighted many different modes of transportation and had several other State departments joining the exhibit.

Ag Programs Manager Carlson reported that there was an increase in entries for each animal group this year. The Sale of Champions had an impressive increase in entries and set the highest gross sales in the past eight years. The Ag Heritage Breakfast and Awards highlighted 19 farm/ranches for various years of service from 100 – 175 years. The Friends of the State Fair Gala was very successful. This year had its highest attendance and the money raised for the Friends of the State Fair scholarship program was outstanding. New this year at the Gala there was "Fund a Need - Raise a Paddle" which successfully raised funds for the Farm Tours.

Chief Craft reported that having the Board approved Code of Conduct was a helpful tool this year. Closing early on the last night of fair and the new metal detectors benefited everyone who attended the 2016 State Fair.

Director Hime reported that setting the fair date for 2017 was not posted on the agenda and therefore the Committee could not vote or send a recommendation

to approve fair dates to the Board of Directors. The committee suggested a consensus motion to adopt July 14, 2017 to July 30, 2017 as fair dates for the 2017 California State Fair.

Director Hime moved that the Board of Directors take a consensus recommendation to adopt July 14, 2017-July 30, 2017 as the dates for the 2017 California State Fair. The consensus recommendation was seconded by Director DiMare. **All liked and the consensus was unanimous.**

8. FINANCIAL REPORTS

Motion:

Committee Chair Gallagher made the motion to accept the committee's recommendation to approve the Glass Agency Service Contract and seconded by Director Hime. **All in favor, motion carried unanimously.**

Motion:

Committee Chair Gallagher made the motion to accept the committee's recommendation to approve the Coulter Associates LLC – Amendment #1 Service Contract and seconded by Chair O'Brien. **All in favor, motion carried unanimously.**

Motion:

Committee Chair Gallagher made the motion to accept the committee's recommendation to approve the California Fair Services Authority Purchase Order and seconded by Director Durfee. **All in favor, motion carried unanimously.**

Motion:

Committee Chair Gallagher made the motion to accept the committee's recommendation to approve all financial information and reports attached and seconded by Director Mallel. **All in favor, motion carried unanimously.**

9. CORRESPONDENCE

10. UNFINISHED BUSINESS

- a. Review & approval of Revenue Generating Agreement with Rock & Brews of the Pacific, Inc., for the operations of a Rock & Brews family entertainment facility and restaurant at the Northeast corner of Cal Expo (Exposition Boulevard, Arden Way & Ethan Way.)

- b. Review & approval of the Rock & Brews family entertainment facility and restaurant Project, including compliance with the California Environmental Quality Act (CEQA.)

Chair O'Brien returned to the order of the Agenda.

11. NEW BUSINESS

12. MATTERS OF INFORMATION

- a. Public Comment on Matters not on the Agenda
- b. CEO Pickering commented that SNR voted Best Festival is California State Fair. CEO Pickering reported that Cal Expo partnered with the Sacramento Convention Center for parking for an event downtown. There have been 3 concerts at Bonney Field, which were well attended. CEO Pickering wanted to make the Board aware that a former member of the executive team had a catered event at the Farm at Cal Expo within the last month. A reminder that the Farm Tours Blue Ribbon Brunch at the Farm is October 2, 2016 and the Board Retreat is October 27 and 28. Congratulations to our 3 re-appointees, Director Mallel, Director Barkett and Director DiMare.
- c. Directors Comments/Agenda Items for Future Meetings:
 - Chair O'Brien – Thank you Glass Agency for being present today at the meeting.
 - Director DiMare – This was my first Fair and I appreciate the staff for their help.
 - Director Chong – Thanks everyone for a great fair. Next year is our 50th Anniversary.
 - Director Durfee – This was my first fair and had a great time.
 - Director Gallagher – Compliments to our CEO and all who have stayed.
 - Director Hime – Congratulate staff for a great fair. Thanks to CEO Pickering and Chief DGM Martinez for their hard work with the horse racing dates.
 - Goodwill Ambassador Randy Brink – Reminder Farm to Fork on the Capitol Mall tomorrow and Farm to Fork on the Bridge.
- d. Board Retreat – **October 27/28, 2016**
- e. Next Board Meeting – **October 28 , 2016**
- f. Other, if any

13 CLOSED SESSION

For purposes of discussing matters of 1) pending litigation, 2) real property negotiations, and 3) personnel matters related to the General Manager under Government Code Section §11126. The Board will meet in Closed Session to confer with and/or receive legal advice from counsel or the represented delegate.

14. ADJOURNMENT

Motion:

It was moved by Director Hime and seconded by Director Gallagher to adjourn the Board Meeting. **All in favor, motion carried unanimously.**

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