

CALIFORNIA EXPOSITION & STATE FAIR

Finance Committee Meeting Minutes
Friday, December 11, 2015
10:30 a.m.

MINUTES

Committee Members Present:

Chair Corny Gallagher
Director Patrick O'Brien
Director Sonney Chong
Director Willie Pelote
Director Hallie Ochoa
Director David Mallel

Staff Present:

Chief Executive Officer (CEO)
External Affairs Director
Program Director
Financial Officer (FO)
Assistant General Manager, Operations (AGM)
Marketing Director
Recording Secretary

Rick Pickering
Sonya Logman
Carrie Wright
Samantha Brown
Marcia Shell
Jennifer Castleberry
Lisa McKnight

Others Present in the Audience:

Accounting/Finance
Maintenance
Friends of the Fair

Jen Koga
Paul Gillingham
Harry Moos

Chair Gallagher called the meeting to order at 10:30 a.m. and dispensed with reading the Mission Statement and Public Comments Statement.

NEW BUSINESS

Director Mallel reviewed and reported on new business:

- Service contracts requiring board approval,
- Revenue FA 4 & 5 same material as retreat, per Chair Gallagher up 27k in people.
- FA 6 Thanked Human Resources for added human capital. 1.3 million in staffing, we should get a return on capital.
- 3.2 million in capital outlay was brought down to 2.6 million(FA12).
- Per Paul Gillingham new well installed. Ground water 50-70 feet.

- Per Samantha Brown 1.3 million grant pending with Homeland Security..

Motion:

It was moved by Director O'Brien and seconded by Director Peolte to approve the Budget. **All in favor, motion carried unanimously.**

MATTERS OF INFORMATION

- Service Contracts**, Director Mallel asked for clarification on 206 ticketing, how much are we spending on tickets online, gate, show works, Electric Arrow(store front for online ticketing).Ticket Master is great for concerts, year to year contract with them.
- Year round ticketing online saves time and money.
- Service contracts, no big changes.
- Wi-Fi hits, buildings A, B, C and D, Racetrack, Administrative Building. Vendors have access as well.
- Butler Agreement, we get 20% of Skyride, which will increase revenue 40-55k. They will liability insurance for Skyride. Per Paul, original footings will be used for this ride.
- CEO Pickering discussed 911 Memorial. Per CFO Brown 1.3 million dollar grant is ending with Homeland Security.
- CEO Pickering, Governor's Executive order to conserve water and energy. DGR went out to find companies to cut and conserve water and power. ESCO Company (DGS), electric, Solar Power Project, working with SMUD.

Motion:

It was moved by Director O'Brien and seconded by Director Pelote to approve. **All in Favor, motion carried unanimously.**

ADJOURNMENT

Motion:

To adjourn the Committee Meeting (MSA: O'Biren/Ochoa). **All in favor, motion carried unanimously.**

The Finance Committee meeting adjourned at 11:05 a.m..