

**PLACER COUNTY FAIR ASSOCIATION  
800 ALL AMERICA CITY BOULEVARD  
ROSEVILLE, CA 95678**

**MINUTES**

**Board of Directors Meeting**

**January 13, 2004**

**7:00 p.m.**

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**Members Present:** Bickford, Cooper, Fancher, Gray, Henry, Kennedy, Lucich, Pierce, Vineyard

Others Present: CEO Bill Dale, AGM Carlene Moore,

**I. CALL TO ORDER**

AGM Moore verified the legal meeting notice requirements were met. Following the roll call, President Bickford determined that there was a quorum and the meeting was called to order at 7:00 p.m.

**II. INTRODUCTIONS**

No members of the public were present.

**III. ACTION ON BOARD MEMBERS ABSENT AT THE LAST MEETING**

None were absent.

**IV. CONSENT AGENDA**

Director Gray moved, Director Henry seconded, and motion carried to add Closed Session, prior to item V, per Government Code Section 54957.6.

Director Gray moved, Director Henry seconded, and motion carried to approve the December meeting minutes as mailed.

**CLOSED SESSION**

Members of the public were asked to leave as the Board adjourned into Closed Session. Upon their return, Director Fancher directed management to maintain the current hiring freeze and to take no further action on staff salaries other than the 3% cost-of-living adjustments.

**V. FINANCIAL REPORTS**

No financial reports were presented. December month-end reports and the Statement of Operations will be included in the February meeting packet.

**VI. COMMITTEE REPORTS**

Premium Book

Weigh-in for beef is Saturday, January 16, 2004.

Policy & By-Laws

No meeting to report.

Entertainment

No meeting to report.

Buildings & Grounds

No meeting to report.

Race

No meeting to report.

Hospitality

No meeting to report.

Complaint

No meeting to report.

## **VII. CORRESPONDENCE**

The Board acknowledged the addition of Kim Myrman to the CDFA staff, thank you letter from Woodcreek Jr. Timberwolves Cheerleading for practice facilities, and the 2002 Audit completion letters.

## **VIII. MANAGEMENT REPORT**

CEO Dale reported that the speedway concession RFP was issued today, as a one-year contract, and is due back on January 29. At CEO Dale's request, Directors Henry and Fancher volunteered to score the RFP's on Friday, January 30, along with AGM Moore.

CEO Dale reported that B & B Amusements, our carnival, has successfully changed their name. He spoke with Jody Gray, CEO of El Dorado County Fair, whose board has also expressed concerns as to the reliability and quality of the carnival for this year. County Counsel has advised us that the out clause in our contract is stout. We are required by F & E to go out to bid if we elect to cancel our current contract. Following CEO Dale's report, the consensus of the Board was for CEO Dale to ascertain El Dorado County Fair's plan of action, and if they are going out to bid, so are we. If El Dorado elects to continue with its current carnival contract, the Executive Committee will convene to discuss our options. Director Lucich moved, Director Henry seconded, and motion carried to authorize the Executive Committee to take action on the carnival contract and to report back on that action at the February board meeting.

CEO Dale reported that we have not yet received new drawings from JMC for our new administration building. Director Gray has a meeting with Teichert on Monday, at which he will solicit their donation of demolition and pad preparations for our new building. CEO Dale suggested that perhaps Teichert could also cut in the roadway to the new RV park area, as well as pave it, and Director Bickford suggested that Teichert also be asked to pave the aprons of the speedway, as long as their equipment was here. Director Gray requested the square footage of the roadway from CEO Dale, and will proceed with the negotiation with Teichert.

AGM Moore reported on our WFA Achievement Awards accomplishments. Our newspaper insert placed first, pocket program and fair website placed second, and our direct mailer (postcard) and exhibitor handbook placed third. AGM Moore went on to explain that the divisions for the awards are broken down so that fairs with similar marketing budgets are competing against each other.

AGM Moore reported on staff's attendance at a workshop at the IAFE convention at which fairs were discussing the conversion from printed exhibitor handbooks to online versions. For 2004, staff is eliminating the printed version of the speedway rulebook, membership application, and vehicle registration. These books and forms will now be online, a savings of approximately \$2,000. If someone is unable to access the internet versions, printed copies will be provided by our office.

AGM Moore presented the Board with the internship solicitation that was received for the speedway. After much discussion, the Board concurred that they were not interested in an internship, and Director Gray suggested that someone contact Sierra College for a student project.

## **IX. PRESIDENT'S REPORT**

President Bickford thanked the Board for their support and efforts during his term, and requested that a thank you note be sent to John and Toni Rosasco for once again preparing the Association dinner.

## **X. OLD BUSINESS**

There was no Old Business to report.

## **XI. NEW BUSINESS**

### A. Election of 2004 Officers

Director Bickford moved, Director Gray seconded, and motion carried to approve Richard Fancher as president, Don Lunsford as vice-president, David Henry as treasurer, and to discontinue the 2<sup>nd</sup> vice-president position.

### B. Committee Appointments

This item was deferred to the February meeting.

C. Action on Board Members authorized to sign Payroll, Operating, and Speedway checks

Director Vineyard moved, Director Gray seconded, and motion carried to approve Richard Fancher, Don Lunsford, and David Henry as those members authorized to sign payroll, operating, and speedway checks.

D. Annual Delegation of Authority authorizing CEO and AGM to sign Payroll, Operating, and Speedway checks up to \$5,000 and enter into agreements up to \$25,000

Director Henry moved, Director Lucich seconded, and motion carried to approve Annual Delegation of Authority authorizing CEO and AGM to sign Payroll, Operating, and Speedway checks up to \$5,000 and enter into agreements up to \$25,000.

E. Approval of Interim, Commercial Exhibit, Concession, Standard Service, Entertainment, and Judging Agreements entered into in December 2003

Director Vineyard moved, Director Henry seconded, and motion carried to approve the list of Agreements entered into in December 2003.

F. Approval of 2004 Fair Theme

Director Kennedy moved, Director Gray seconded, and motion carried to approve "Remember When" as the 2004 fair theme.

G. Action on 2004 Revenue Protection Program

Director Lucich moved, Director Gray seconded, and motion carried to authorize staff to purchase \$50,000 worth of revenue protection insurance through CFSA for \$500.

H. Action on Employer Benefits offered

AGM Moore proposed to the Board that we discontinue our group health plan, as we do not have enough employees enrolled to reap the benefits of a group plan, and that actually we are paying more per employee than if the employees were allowed to get individual plans and submit for reimbursement. AGM Moore proposed that employees be required to submit their individual insurance bills for direct payment by the Association to the insurance provider. Director Gray moved, Director Henry seconded, and motion carried to approve 2004 employer contributions for health, dental, and vision insurance as \$315.48 for employee, \$473.20 for employee plus one, and \$504.70 for employee plus 2 or more, contingent upon staff returning to the February meeting with a written proposal for the payment of benefits.

I. Action on Staff Recommendation for 2003 Millennium Flex Fund

Director Gray moved, Director Henry seconded, and motion carried to charge Board & staff development training (IAFE) (\$1,490.13), centralized filing system (\$1,719.91), and website development (\$5,660) to the Millennium Flex Fund and the marquee sign improvements (\$1,112.94) and replacement of the lift station (\$6,387.60) to the Capital Improvement Fund.

**XII. DIRECTORS COMMENTS**

Director Henry reported on his conversation with Mark Wolinski regarding Engine 2252. The historical community is proceeding with their fundraisers and anticipate moving the engine by the end of May.

Director Gray reported on his meeting with Williams and Padden, and subsequent meeting, along with Director Lunsford, with Jim Marin, assistant to the county supervisors regarding relocation of the fairgrounds. Director Gray will continue to keep the board apprised of any meetings and conversations to which he is privy.

The meeting adjourned at 9:15 p.m.

CERTIFIED TO BE A TRUE AND CORRECT COPY.

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Carlene Moore  
Assistant General Manager

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Date