



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

MINUTES

Board of Directors Meeting

April 17, 2007

7:00 p.m.

LOCATION: Placer County Fair – Administration Office

MEMBERS PRESENT: Bickford, Derobertis, Gray, Green, Henry, Kennedy, Lunsford

MEMBERS ABSENT: Moore & Vineyard

Others Present: CEO Brock Wimberley, John Sorenson and John Hanglin representing Model Airplane Club. TEI representatives Scott Thomas, Scott Mason, and Todd, last name unstated, Speedway Host Ken Brooks, Maintenance Supervisor Rick Poppert.

I. CALL TO ORDER

CEO Wimberley verified the legal meeting notice requirements were met. Following the roll call, President Kennedy determined that there was a quorum and the meeting was called to order at 7:06 pm.

II. PUBLIC COMMENT

John Sorenson and John Hanglin discuss usage of Johnson Hall for Model Airplane Club to fly model electric airplanes, approximately once a month in the fall, and two nights this summer. Mr. Thomas inquired about PCF no longer using the services of TEI. Board deferred discussion to Action Item A on agenda.

III. ACTION ON BOARD MEMBERS ABSENT

Director Bickford moved, Director Lunsford seconded, and motion carried to excuse Director Gray from the previous Board meeting.

IV. CONSENT AGENDA

Director Gray moved, Director Green seconded, and motion carried to add Fireworks Booth as Action Item H on agenda. Director Gray moved, Director Henry seconded, and motion carried to approve the Consent Agenda.

V. FINANCIAL REPORTS

Director Lunsford moved, Director Bickford seconded, and motion carried to approve the Financial Reports.

VI. COMMITTEE REPORTS

A. Entertainment and Community Relations

April 16, 2007

Association Newsletter, still a few items needed for contribution. School packets looked great, Premium Book ready to print shortly, waiting on a few items. Committee talked of giving two complimentary fair tickets to each household in nearby community, streets that border our grounds, Pleasant St. being the cutoff. Patty and Rose attended Chamber luncheon. Fair entertainment nearly complete, with a wide variety of acts, but not all contracts executed. Ground's placement for fair layout, waiting on grounds layout. Layout needed more for vendor and food placement other, than the actual placement of

entertainer's. Cinderella Ball was a success, able to raise \$4,200.00 dollars for the Child Abuse Council and \$1,800.00 for pageant fund. Speedway entertainment possibility, referred to Race Committee for input. Harvest Festival; rather have private vendor's co-ordinate than taking on another responsibility ourselves.

VII. ACTION ITEMS

A. Fair Entertainment

Mr. Thomas distributed letter from CTA and Yuba-Sutter Fair (see attachments). Mr. Scott Thomas, talked of prior entertainment employment and apologized for coming across harsh earlier. PCF is a fair he likes, a lot. He is upset for the way that he lost the job at PCF, and feels he was treated unfairly. He is bothered the most by the Fair calling entertainers for pricing. CEO Wimberley stated that the decision was based on obtaining more entertainment for the same or less cost. Scott Mason was concerned about the contracts sent out by TEI, and that bands have been on hold for several months. CEO Wimberley stated that he would speak with staff, to determine what statements were made to the entertainers. Mr. Thomas stated TEI provides a service contract to cover staff costs related to stage management. Mr. Thomas also stated that his stage manager was contacted by the Fair to find out his actual payment for services. Mr. Mason then stated that a band manager contacted their stage manager. CEO Wimberley stated that he would like to know who it was because they were certainly not calling on behalf of the Fair. Mr. Thomas stated he did know if the Board was aware of the decision. Director Lunsford asked when the decision was made to discontinue using TEI. CEO Wimberley responded that he had made the decision about 6 to 8 weeks ago. That TEI submitted an initial entertainment schedule with limited entertainment, at about \$65,000 dollars, and that the entertainment committee had met a couple times. Based on their pricing, and discussion with other fairs that book their entertainment directly, and they receive a lot more acts for less money. It was discussed that although it is TEI's job to book entertainment, a business decision was made to save money on entertainment. Director Lunsford asked what exactly TEI did prior, as far as booking entertainment and fair management. CEO Wimberley stated they would contact bands, prepare contracts, and provide a stage manager. After CEO Wimberley informed TEI that their services were no longer needed, Mr. Thomas still offered the services of "Caton" his stage manager at a reduced rate because he would not be doing as much work. CEO Wimberley then stated that TEI turned in a contract for the stage manager, and the price was not reduced. Discussion regarding past year's entertainment ensued. President Kennedy personally has had people ask, "Where is your entertainment?" Director Bickford concerned that word "gouge" may have come up in casual conversation. CEO Wimberley will speak with staff to investigate. TEI fee structure discussed, where payments come from, band vs. fair. Director Green questions the insurance requirements, where the cost comes from. CEO Wimberley stated that we are covered by CFSA. Discussion regarding industry and being sensitive about discussions with industry related persons. No action taken. CEO Wimberley will prepare an email report on what discussions were held, as well as entertainment listing PCF vs. TEI schedule and pricing.

B. Facility Rental Fee Reductions/Waivers/Refunds

1. MADD-\$2,500 fee waiver. Director Lunsford moved, Director Gray seconded, and motion carried to deny request.

C. Employee Benefits – Discussion deferred to Closed Session.

D. Fair Staff Recruitment and Retention – CEO Wimberley requests that Board reinstate his authority to hire staff. Director Lunsford moved, Director Bickford seconded and motion carried to grant CEO Wimberley the authority to hire seasonal, temporary, and Speedway staff, however all permanent employee hires would require approval by Executive Committee or Board.

E. Fair Staff Salary Study - CEO Wimberley informed Board of interest in researching other fair salaries, and running a comparison report. Board reported results of study should be discussed in Closed Session, and that all factors of the Fair should be considered (size, location, workforce, living expenses etc.)

F. Facility Fee Reductions – Director Lunsford moved to defer facility policy changes to Executive Committee, Director Henry seconded, and motion carried to defer to Executive Committee.

G. Approval of Interim, Commercial Exhibit, Concession, Judging, Standard Service, and Entertainment Agreements entered into March 2007 - Nothing to act on.

H. Fireworks Booth - President Kennedy distributes letter (see attachment). Explains how the fireworks booth for the Fourth of July came about, discussion of raising funds for the Fair and pageant. President Kennedy sent a letter of interest, and PCF was included in the lottery. Only 15 groups are chosen for

five-year contracts, out of 60-70 groups. Discussion regarding the storage of fireworks, overnight security, and option of bringing fireworks back nightly. Volunteers and PCF Pageant parents would staff. Director Green concerned about location of fireworks off Washington Blvd. not being very accessible, but visible. Approval from fire department would be needed regarding location of stand. Director Lunsford brings up concern that PCF winning the lottery may take away from another non-profit that might be in greater need. Community views Placer County Fair as a part of Placer County Government, and it may raise some concerns. Discussion involving subletting or splitting the booth with another group, if that was a possibility. Director Green moved, Director Lunsford seconded and motion carried to decline the opportunity to sell fireworks, thus offering the opportunity to another deserving group.

VIII. CLOSED SESSION

No action to report.

IX. MANAGEMENT REPORT

CEO Wimberley provided written report in Board package with nothing additional to report.

X. PRESIDENT'S REPORT

President Kennedy read her report and is incorporated by reference.

XI. DIRECTORS COMMENTS

Director Derobertis thanked President Kennedy for her efforts at the April 7, 2007 races. Director Gray shared compliments on the Director's booth as the Speedway. Director Bickford suggests using the Administration Lot for extra Handicap/ADA parking during race nights.

XII. ADJOURNMENT

Having no further business to consider, the meeting was adjourned at 9:18 p.m. by President Kennedy.

CERTIFIED TO BE A TRUE AND CORRECT COPY.

Brock Wimberley
Chief Executive Officer

April 17, 2007
Date

Patty Kennedy
President

May 15, 2007
Date