



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

## **MINUTES**

**Board of Directors Meeting**

**November 18, 2008**

**7:00 p.m.**

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**LOCATION:** Placer County Fair – Administration Office

**MEMBERS PRESENT:** Day, Derobertis, Gray, Henry, Lunsford, Moore, & Vineyard

**MEMBERS ABSENT:** Director Kennedy

**Others Present:** CEO Brock Wimberley, Wes Ritchie, Jim Hutchinson, Michael Mansch

### **I. CALL TO ORDER**

The legal meeting notice requirements were met. Following the roll call, Director Moore determined there was a quorum and the meeting was called to order at 7:00 pm.

**II. PUBLIC COMMENT:** Bill McAnally complimented the Board, Race Committee and Banquet Committee for a job well done on the AAS Awards Banquet, specifically with the recognition of all the track sponsors. Requested to be paid the balance of the amount due for sponsorship percentage, noting a \$50k balance due. Also, commented it was difficult to determine what exactly was owed due to deduction of expenses, the difference in contract/invoice identification and could not produce a hard figure. Mr. McAnally requested to sit down and determine what is owed. CEO Wimberley agreed to meet with BMR staff to determine the actual amount due and continue making payments. Bill McAnally also commented that he would like to see a promoter manage the track that has “skin in the game”, someone who has a vested interest in making the track successful. He has been to every race track on the West Coast and AAS has so much more potential.

### **III. ACTION ON BOARD MEMBERS ABSENT**

Director Derobertis moved, Director Henry seconded, and motion carried to excuse Director Kennedy from the previous Board meeting.

### **IV. CONSENT AGENDA**

Director Day noted that Randy Dunham and Scott Woessner attended the October meeting and the minutes should be corrected to reflect their presence. Director Gray moved, Director Henry seconded, and motion carried to approve the Consent Agenda with above correction to the minutes.

### **V. FINANCIAL REPORTS**

Director Vineyard moved, Director Gray seconded, and motion carried to approve the financial reports.

### **VI. MANAGEMENT REPORT**

CEO Wimberley reported that cash flow continues to be tight, but revenue is covering recurring expenses. There are still outstanding amounts from the State for base allocation and CFSA from the Revenue Protection, which we are working to collect. The line of credit from the bank will likely be tapped to carry the Fair through the lean winter months. Overall the interim rentals seem a little slower, but we expect several other larger contracts to

return during the 2009 calendar year. Including the Strawberry Festival, Harley Davidson Rally, Haunted House, Mixed Martial Arts building rental and a couple others. Will continue to look at a pricing structure that provides a percentage to the Fair for events that charge admission for events.

**VII. COMMITTEE REPORTS –**

A. Race Committee – CEO Wimberley reported the race committee agreed to adjust ages and gate fees for the speedway as follows: Child (under 5) – Free; Junior (ages 5-15) - \$7; Adult (ages 16-59) - \$13; Senior (60 or better) - \$7; Pit gate – (members) \$30, (non-members) \$40; eliminated vehicle entry fees; paying purses more money further down; schedule is diverse with a good mix of divisions; reduced the number of races for divisions; added an additional open show at the beginning of the season.

**VIII. ACTION ITEMS**

- A. 2009 Budget – CEO Wimberley reported the budget numbers from page 2 back are accurate, but the front page does not reflect accurate figures due to leasehold improvements and related depreciation. CPA and F&E are providing assistance and recommendations to correct. Board agreed to authorize the Executive Committee approve the budget after corrections were made to page 1.
- B. Carnival RFP – CEO Wimberley reported speaking with Shamrock Shows and they are interested in returning, but at a reduced minimum guarantee due to slow sales two of the past three years. Board directed CEO Wimberley to negotiate with carnival operator for a reasonable minimum guarantee.
- C. Approval of Interim, Commercial Exhibit, Concession, Judging, Standard Service, and Entertainment Agreements entered into in October 2008 – Director Vineyard moved, Director Gray seconded, and motion carried to approve the list of agreements.

**IX. CLOSED SESSION** – No action to report.

**X. PRESIDENT’S REPORT**

President Moore reports everything is great, the meeting was great, his fellow Board Members are great, financials look good, grounds look good, and the fireworks at the race makes him want to come back, and be a part of it.

**XI. DIRECTORS COMMENTS**

Director Day inquired about the AAS Banquet financial outcome, CEO Wimberley reported it was about a break-even as far as costs.

Director Ronco thanked the Board members for their support in appointment as a member of the Board.

Directors agreed not to hold a regular meeting in December, to hold the Annual Association Meeting on February 2, 2009.

Director Gray requested to begin discussions regarding a promoter for the 2010 Speedway season shortly after the beginning of the year.

**XII. ADJOURNMENT**

Having no further business to consider, the meeting was adjourned at 8:34 p.m. by Director Moore.

CERTIFIED TO BE A TRUE AND CORRECT COPY.

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Brock Wimberley  
Chief Executive Officer

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November 18, 2008  
Date

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John Moore  
Board President

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January 20, 2009  
Date