

Mission Statement

“The Mission of The Southern California Fair & Event Center Is to Provide & Promote Agricultural Activities, Entertainment, Education, Recreation and Service Opportunities for All People in Riverside County”

BOARD OF DIRECTORS AGENDA

February 28, 2018 • 4:00 p.m.

18700 Lake Perris Dr.

Perris CA 92571

Americans With Disabilities Act

All Board meetings must be accessible to the physically disabled. Any person needing a disability-related accommodation or modification in order to attend or participate in any Board or Committee meetings or other Southern California Fair activities may request assistance by contacting Carl Wuersch at (951) 657-4221.

1) CALL TO ORDER

All matters noticed on this agenda, in any category, may be considered for action listed. Any item not so noticed may not be considered. Items listed on this Agenda may be considered in any order at the discretion of the chairperson.

Meeting was called to order at 4:04 pm

2) PLEDGE OF ALLEGIANCE

Attendees of this 46th District Agricultural Association Board meeting will be asked to join the Board President in reciting the Pledge of Allegiance if they wish to do so.

3) ROLL CALL

The Board of Directors of the 46th District Agricultural Association are asked to introduce themselves to all in attendance.

In attendance was Directors Adkison, Scott, Skala, Yeager. Tavaglione, Vice President Bruno and President Magnuson. Director Hurtado arrived at 4:20 pm

4) ABSENT DIRECTORS

A motion and second is requested to excuse the absence of any Directors under this agenda item.

Director Yeager made a motion to excuse the absence of Director Almiron. Motion seconded by Director Skala. Motion unanimously approved. Motion carried.

5) INTRODUCTION OF AUDIENCE AND GUESTS

Audience and guests are requested to introduce themselves to the Board of Directors and other guests under this agenda item.

Audience and Guests in attendance were: Shari Dimond, Dave Dimond, Sarah Pelle, Shirley Marshal, Judy Hofmann-Wade, Katie Keyes, Josh Naggor, Dave Stewart, Sabrina Chavez, Donna Wuersch, Linda Thompson, Sherrie Henretta, Devin Wheller, Marci Stimmel

6) MATTERS OF PUBLIC COMMENT

Persons in attendance may request to speak on any item on agenda or request item to be placed on agenda at next meeting. Speakers presenting matters to the Board will be limited to three (3) minutes.

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Judy Hofmann-Wade – Handed out the Biography of Dorothy McElhinney, this was my idea not Marci’s They are trying to get her inducted into the Cowgirl Hall of Fame, which is not easy to do. She is truly an amazing lady. I want everyone to know who she is so years from now when people ask who McElhinney is, you will all have this information. We also put out a request, and we aren’t sure how this works, but we would like to meet with the rental committee because we would like to find out if we can contact promoters as volunteers and not staff, and prices for the venues for potential renters. Marci also thought maybe we could have a Junior Rodeo there, we don’t know for sure but that’s what we want to talk to the Rental Committee about.

Dave Dimond – Would like to request the date for the Renters Committee Meeting.

President Magnuson explained that there is not a specific date for the meetings.

Dave Dimond - How do we go about getting a date to go in front of the committee. At the last meeting, we requested to meet with them but haven’t.

President Magnuson stated that they will have them contact them because it is not a monthly meeting.

CEO Wuersch explained that they are going to talk about committees and that will now be done through the executive committee not a renters committee anymore, so we can set up a time with them to meet.

7) CONSENT CALENDAR

All matters listed are considered by the Board of Directors to be routine and will be enacted in one motion. There will be no discussion of these items prior to the vote unless members of the board, staff or public request specific items to be discussed separately and/or removed from this section.

- Approval of Minutes **See MINUTES TAB**

✓ January 17, 2018

Director Yeager made a motion to approve the January Minutes with corrections to some typos within it. Motion seconded by Director Skala. Motion unanimously approved. Motion carried.

RENTAL AGREEMENTS 2018

CONTRACT #	NAME	DATE OF EVENT	TYPE OF EVENT	AMOUNT
18-01-HH	Citrus Hill School Winter Formal	1/26/2018	School Dance	\$1,900 Non-Profit
18-02-HH	Wendy Gomez	4/14/2018	Quinceañera	\$2,900
18-03-HH	Maricela Reyes	11/3/2018	Quinceañera	\$2,900
18-04-HH	Antonia Rodriguez	5/20/2018	AA Annual Meeting & Banquet	\$1,900 Non-Profit
18-05-HH	St. James Catholic Church	2/10/2018	Dinner & Dance	\$1,900 Non-Profit

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18-06-HH	Miriam Rendon	1/14/2018	Football & Cheer Banquet	\$1,900 Non-Profit
18-07-HH	Ester Valdivia Richie Leyva	9/15/2018	Outdoor Wedding	\$2,900
18-08-HH	Jennifer Lara	9/22/2018	Sweet 16	\$2,900
18-09-HH	William Robles	1/21/2018	Football & Cheer Banquet	\$1,900 Non-Profit
18-10-HH	Chris Figueroa	11/10/2018	Wedding	\$2,900
18-01-INT	Knokx Pro Entertainment	4/29/2018	Professional Wrestling	\$1,500
18-02-INT	Riverside Harley Davidson	1/1/2018 12/23/2018	Motorcycle Practice	\$250 per day
18-04-INT	L.A International Beer Competition & Festival	3/10/2018- 3/11/2018	California Irish Festival	\$4,000
18-05-INT	American Cancer Society	7/13/2018- 7/14/2018	Mud Run/Walk	\$1,000
18-06-INT	Hippy Killer	4/14/2018	Car Show/Music	\$ 2,500
18-07-INT	Octavio Alegria	2/23/2018- 3/5/2018	Circus	\$5,000

b. AMENDMENT TO CONTRACTS

CONTRACT #	NAME	DATE OF EVENT	Type of Event	AMOUNT
17-06-INT	Nitro Circus	2/20/2018- 6/14/2018	Rental Agreement	\$15,000/ year

C. STANDARD AGREEMENTS 2018

CONTRACT #	NAME	BEG DATE	END DATE	AMOUNT NOT TO EXCEED
18-01-PS	Scott Daloisio Sports	1/1/2018	12/31/2018	\$1,500/Month

8) CORRESPONDENCE See CORRESPONDENCE TAB

a. Date

Received from

Subject

12/11/2017	State Controller's Office Coleen Morrow, Chief	Returned-Discharge From Accountability
12/11/2017	State Controller's Office	Returned-Discharge From Accountability

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	Coleen Morrow, Chief	
2/01/2018	C DFA Betsy Fishe	Standard Agreement Amendment
2/09/2018	Associate Right of way Agent Bradley Johnson	Department of Water Resource

b. Date Sent to Subject

NONE		
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Director Scott questioned the correspondence regarding BMX. CEO Wuersch explained this was from years ago before the current renters took it over.

CEO Wuersch also explained that the DWR correspondence was in regards to authorization for more testing. The process takes 24 months.

INFORMATION ITEMS

1.) UPDATE ON LOAN BALANCES:

Current on Loan Balances

- **COMMUNITY BUILDING** **\$247,670.94**

Audience asked for clarification, this is for the Harrison Hall Building.

- **ADMIN OFFICE** **\$130,550.95**

2.) FINANCIAL INFORMATION:

(September, October, November, December Financials) See **FINANCIALS TAB**

- September, November, December Financials
- AP Aged Invoice Analysis (Current)
- AR Aged Invoice Analysis (JLA Current)
- Summary of Operations
- AP Payments Check Register
- Check Register (Payroll)
- AR Aged Invoice Analysis
- Trial Balance Sheet
- Statement of Net Position
- Bank Balances

Vice President Bruno informed the Board that the financials provided are incomplete, CFSA is working on them, therefore no action will be taken on the Financials until they are finalized. Director Yeager asked if they will be finished by next month.

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President Magnuson stated they should be complete by next month.

9.) ACTION ITEAMS

- a.) BOARD COMMITTEE RECOMMENDATIONS 2018: President may present committee recommendations for the 2018 operating year.

President Magnuson explained that he cut the committees down because there were 12 or 14 committees and they weren't done every month so there was no reason to have them. Sacramento recommended we keep the Executive Committee which will be myself (President Magnuson) and Nick Bruno.

Other Committees are as follows:

Financial Committee: Gene Skala and Nick Bruno

Fair Committee: Brad Scott and Marisa Yeager

Exhibits Committee: Tricia Almiron and Marisa Yeager

Department of Water Resources: Brad Scott and Ed Adkison

JLA: Brad Scott and Gene Skala

Director Yeager asked for a copy of the committees.

- b.) RENTERS COMMITTEE MEETING ON FRIDAY 1/26/2018

President Magnuson explained that CEO Wuersch will explain what happened at the Renters Meeting held last month.

Carl Wuersch – We had a meeting on January 26th at 2:00 it was Brad, myself and Ron. We discussed some items.

Director Yeager asked if we were missing the minutes from that meeting.

CEO Wuersch explained the minutes were not provided. He explained they discussed Amazon, McElhinney Arena and El Toro Property and Apex did not attend the meeting. We have a breakdown for the rental of the McElhinney Arena: If our staff works on it Day Rental: \$500 per Day, if they run in the evening with lights, we will charge an additional \$50. So, the fair will make either \$270 or \$230 after paying everything. We are looking at a contract with a renter that wants to take over the facility and do events there and we would work with them. It will always be the McElhinney Arena, the name will never change. The venue may change, and we will add to it, but the name will never change.

Director Yeager asked if prices will be posted on the website. CEO Wuersch answered that they will post it.

Director Scott asked for clarification on the contract for a potential renter.

CEO Wuersch – My plan is to have a renter like BMX or Apex where they take over the track and we won't deal with it, on their off days they can rent it out. We would get a monthly income and other people would rent the area from the monthly renter. So, these prices would be null and void. We have to let the community know the area will be used more than just during fair time, it will be used every weekend potentially, so we need to let the community know with an EIR.

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Sarah Pelle clarified that we could potentially check with legal and see if they can check our exemptions and possibly see if this would already be covered in those exemptions, so we wouldn't have to go through that process.

Director Hurtado requested to be given information ahead of time on all events that will be happening on the fairgrounds.

- c.) EXECUTIVE COMMITTEE REPORT: CEO Wuersch to provide an update from the Executive Committee Meeting on items that may require their direction to CEO and staff.

CEO Wuersch – 6 of us now have been working on the financials now for months, trying to get that straightened out and done. I think the committees we have now need to meet every month.

- d.) BUDGET COMMITTEE:

- Discussion
- Action (if needed)

- e.) DELEGATION OF AUTHORITY: In accordance with accepted guidelines by the Division of Fairs and Expositions and as established in the annual audit, a request is hereby made to authorize newly appointed CEO to execute Rental Agreements and Standard Agreements up to an amount Thirty-Five Thousand (\$35,000), as long as contracts do not exceed a one-year term, without further authorization from the Board of Directors. All such executed agreements, however, are to be submitted to the Board of Directors for review at the subsequent meeting. This delegation is effective through December 31, 2018.

Director Yeager asked for clarification regarding the wording “subsequent meeting” will the agreement be signed before the board is able to review it?

CEO Wuersch clarified that they will be shown to the board after they have been signed on a monthly basis just as it is done currently.

A motion was made by Director Scott and seconded by Director Skala to approve above Delegation of Authority. Motion unanimously approved. Motion carried.

10.) LAKE PERRIS SPORTS PAVILION:

CEO Wuersch will provide information and updates.

CEO Wuersch – 2017 total was \$169,125. That's the highest we have had in over three years. That has a great deal to do with online gambling and cutting back on labor.

President Magnuson – Also, finally got California Horseman's Association is advertising horseracing again and the Pres Enterprise and LA Times have had some articles as well.

11.) FAIR WRAP UP:

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CEO Wuersch – Thank you for approving the Cannabis Policy, I think its going to be great for the Fairgrounds. Thank you for being patient with me and my staff on getting these financials done with CFSA. I think we are going to have a great 2018.

b. Director Comments

Director Adkison – None

Director Scott – A couple quick comments, it is important to remind everyone that we didn't approve an event on this last item so much as we approved a policy. The event will be worked out logistically later, just so if anyone asks you about an event, the event has not been approved just the policy. Keep that in mind if you are contacted. Fair season has started, the Indio Date Festival was last week, the attendance seemed to be down, the concessionaires said it was down. So, for whatever reason, they seemed to have a good fair otherwise. In the Junior Livestock area, it seems like it trends, and we see a lot of what happens there will happen at our fair like the prices for the animals. You have to remember that those same kids who exhibit there and bring their animals there, also come to our fair, they do both fairs so its interesting to follow the trend. We made some changes down there as far as the order of the livestock as we sold them, it seems like they had a more successful fair and the auction raised a lot more money, they seemed to get a lot more money with the same amount of animals, so we are probably going to start hearing about those same practices we saw down there brought here to be implemented at our fair. Also, I hope as we move forward, we had a really quick wrap-up but at the same time, I hope staff is aware and takes to heart some of the comments that were made both positive and negative. I know our Facebook page I read a lot of things on there, positive, negative, questionable, we can't please everybody but at the same time, we need to take a look and process it and see if they are a legitimate concern. I have to admit I saw both pros and cons about the greatest Hay Bucking Contest anywhere. So, we just need to be aware and take into consideration these comments. Like you said I hope we have a better fair this year, but we have to learn from the past and listen to those comments and taking them into consideration.

Director Skala – I wasn't sure if anyone wanted me to make any comments since I wasn't given a mic. Anyway, I don't have any comments.

Vice President Bruno – Director Scott pretty much wrapped it up for whatever I was going to say. I am looking forward to this year's fair. Hoping everything goes good.

Director Tavaglione – Quite happy that McElhinney is going to get some recognition, I can't wait to read the magazine. I hope she gets the recognition she deserves. It's a nice-looking horse.

Director Hurtado – Good words Brad. We should definitely focus on a good fair this year, be sure we have marketing start early on, we need some timelines. You see all these ladies, they are always here, and we need to make sure to incorporate the community. Its very important because they are volunteers and we shouldn't discount them. We need to embrace them and use them as a resource, they are an extension of us.

Director Yeager – Next meeting I will not be here, we did share in the last meeting that we wanted to continue to work on the policies and what needs to be amended. If like to work with the CEO and identify the 3 that need to be addressed at the next meeting in order to update all of the policies in the manual.

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CEO Wuersch to provide information and an update:

CEO Wuersch explained that the Board all have a packet in front of them and they can go over it if they wish, we will not be having a separate meeting for the Wrap- Up. He also explained that this was the first year they used the monitors and wands and they got good feedback from that.

Director Adksion asked what the costs of security were compared to the year before.

CEO Wuersch explained he doesn't have that in front of him, but he will get that for him. He further explained that in 2016 they started trimming back their food booths, they used to have 31-32 food booths and now they have cut that down to 21. We already have two other nice booths interested in coming in this year. We are trying to bring out different booths, no duplicates.

Director Scott – its nice to see an increase from 2016 but still less than 2015.

CEO Wuersch – 2015 had a great start, we hope to have that again this year.

Director Scott – I hope you take a look at all of the feedback because there is a lot regarding the lack of vendors, hopefully we don't have any holes where people sees a line and decide not to eat at all.

Director Adkison requested to have the ticket sales to be outlined by day like the parking and concessions are daily.

CEO Wuersch explained they had that for the board on the wall during fair, but he would get them to him now.

Director Scott stated during fair they did not have the comparison numbers from previous years.

CEO Wuersch – Our carnival had a really good year, we were up quite a bit. We have many plans for this year's fair. Sarah is talking to schools and getting community involved, getting more involvement in the Livestock and Heritage Village.

12.) BOARD TRAINING/STRATEGIC PLANNING See TRAINING MINUTES TAB

- Strategic Planning Committee

CEO Wuersch – I have been dedicating a lot of my time with the financials, but I will have the Strategic Plan to present to you guys soon, I also want to set up some dates for the training as well. Director Yeager asked for some clarification and refresh the board on what the plan is with the Strategic Plan as apposed to the policy training.

CEO Wuersch explained that he will bring what he thinks should be done with the Strategic Plan at the next meeting with short term and long term goals listed out.

13.) POLICY MANUAL

CEO to provide information regarding Cannabis Policy for Board approval.

- Cannabis Policy Approval

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CEO Wuersch handed out a copy of what is needed if someone comes in wanting to have an event. We also are trying to put together an event with Victorville fairgrounds to put an event on at our fair with their client on May 5th. That contract will be brought to the next meeting.

Sarah Pelle explained that in order to have an event, the law states that you have to have state permit and local jurisdiction has to sign off on it as well Victorville has thrown a stone at the fairgrounds and stated that they will not be having any cannabis events. They have had very successful events in Victorville and have had them many years and Jeff came to Carl and suggested having the event at this fairgrounds with their staff.

Devin Wheller, the owner of the Local Expo Services which is the event promotion company, explained some of the successful events he has put on which have been exclusively medical based. This would be their first medical and recreational event here in the open space this fairground has. Director Scott asked for some clarification on item 2 on the handout.

CEO Wuersch explained he left the number blank for board discussion and approval. He recommended not more than 6 events per year to be approved in this policy.

Director Hurtado asked what the fiscal impact and revenues would be from this event.

Devin Wheller explained that with a projected 7,500 attendees the discussed amount going to the fair would be \$23,000, which would include security and everything else.

CEO Wuersch explained that price is just for the rental, that does not include the revenue from parking or food and beverage.

Director Yeager made a motion to approve policy for no more than 6 events per year. Motion seconded by Director Scott. Motion approved with one abstention from Director Hurtado. Motion carried.

14.) IMPORTANT DATES

Board Meetings are held on the third Wednesday of the month at 4:00 pm unless otherwise specified:

March 21, 2018 – Director Yeager will be absent due to work.

April 18, 2018

May 16, 2018

June 20, 2018

July 18, 2018

August 15, 2018

September 19, 2018

October TBD

November 21, 2018

December TBD

15.) MATTERS OF INFORMATION

a. Manager Comments

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President Magnuson – I’m very glad on our good attendance from our volunteers and renters and neighbors, keep up the good work and we will see you all next month.

c. Other, if any

Dave Dimond – I don’t know if this is inappropriate, but I’ve been a partner with the fairgrounds for 30 years now and id like to put on the agenda for next month, presently there is argument whether we are on contract or not on contract so I want to make sure that’s handled, and I can get with Carl on that, but its really important so I want to make sure its addressed.

Sabrina – I am with the City of Perris, Id like to request for the board to consider at the next board meeting at the request of the mayor, that the Perris Day at the fair be on the weekend as opposed to a weekday which would allow families more time to enjoy the fair.

16.) CLOSED SESSION

The Board is authorized to meet in Closed Session for the purpose of considering.

- Personnel matters: CEO Performance Evaluation GOV. Code §11126(a)(1)

Board went into closed session at 5:40pm

17.) RECONVENE INTO OPEN SESSION

Board reconvened into open session at 7:19pm with no action taken.

17.) ADJOURNMENT

Meeting adjourned at 7:19pm



Carl L. Wuersch, CEO/Sec-Mgr.

3-12-18
Date

Ron Magnuson, Board President

Date