

46th District Agricultural Association
SOUTHERN CALIFORNIA FAIR
www.socalfair.com

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

MARCH 27, 2019 • 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 called to order by President Magnuson at 4:06pm

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.

4) ABSENT DIRECTORS

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

Director Marisa Yeager, Director Tricia Almiron, Director Cindy Palumbo, and Director Louis Tavaglione

Motion to excuse absences Director Skala 2nd Director Scott

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.

Dale Smith, Celia Smith, Kim Kazarian, don Kazarian, Lauren Oostdam, John Oostdam, Linda Thompson, Christina Rapert, and Katie Keys

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.

Katie Keys: There needs to be more advertising in the smaller communities like Menifee’s Facebook page Menifee 24/7. I think if there is not a committee for advertisement there should be and I would like to be on that committee if I can.

Don Kazarian: We have the world of Out Laws this weekend and the weather should be good if you guys want to come out, get ahold of Carl or Kim.

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**

✓ February 27, 2019

Motion made to Approve the Minutes by Vice President Bruno
 2nd by Director Skala
 Motion unanimously approved. Motion carried.

a. RENTAL AGREEMENTS 2019

CONTRACT #	NAME	DATE Of EVENT	Type of Event	AMOUNT
19-18-HH	Jose Trulliyo	5/19/2019	Quinceanera	\$2,900
19-19-HH	Jose & Sandra Perez	7/27/2019	Quinceanera	\$2,900
20-01-HH	Imelda Vasquez	1/11/2020	Quinceanera	\$2,900

CONTRACT #	NAME	BEG DATE	END DATE	AMOUNT NOT TO EXCEED
19-03-INT	Hippy Killer	4/6/2019	6/8/2019	\$2,500

8) CORRESPONDENCE See CORRESPONDENCE TAB+

a. <u>Date</u>	<u>Received from</u>	<u>Subject</u>
3/14/2019	Barn Bash	Save The Date

Date

Sent to

Subject

NONE		
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INFORMATION ITEMS

1.) UPDATE ON LOAN BALANCES:

Current on Loans Balances

- **COMMUNITY BUILDING** **\$197,514.72**
- **ADMIN OFFICE** **\$90,753.48**

2.) FINANCIAL INFORMATION:

(Financials) See **FINANCIALS TAB**

- , Financials
- Statement of Net Position (LIME)
- AP Aged Invoice Analysis (Current) (PURPLE)
- AR Aged Invoice Analysis (JLA Current) (White)
- Summary of Operations (GREY)
- AP Payments Check Register (PINK)
- Check Register (Payroll) (GREEN)
- AR Aged Invoice Analysis (YELLOW)
- Trial Balance Sheet (BLUE)
- Bank Balances

Motion Made to approve the Financials by Director Scott
2nd by Director Skala
Motion unanimously approved. Motion carried.

3.) 2019 FAIR UPDATES:

CEO Wuersch: We did the theme last month and we have the design of out pen. We want your opinion between the red or the blue.

President Magnuson: Is the consensus that everyone likes the blue?

- Everyone agreed to the blue

CEO Wuersch: Everyone got a Deferred maintenance packet. This was a lot easier and simpler this time around. Because I went to Becky and she streamlined it all for me. This time they are taking 74 of us and gave us this form from CFSA and picked 4 items and did a short explanation with pictures. They are going to take it and not charge us for it and work with F&E. They are going to present to F&E the ones they think should draw from and distribute the money to. They will be using local inspectors and Construction companies to make things go faster this time. They also asked us to get a letter, that is also in the packet. For a few years now I have worked with Sonya Brown. With all the emergency services using our grounds for their training and seminars, they said that if we can get that letter that will help out our case a lot. The packet you have is what has been submitted. Jeff has already gotten back to me and said that everything looks good. We probably won't hear anything until August or September.

Vice President Bruno: About the Financials for next Month will we have Fair Financial updates?

CEO Wuersch: Yes, they will be quarterly

Vice President Bruno: Will we also have the Calendar update for May and June?

CEO Wuersch: Yes, it will be for the next 3 months.

4.) **CALENDAR OF EVENT:**

- Monthly event on fairgrounds
- May, June

5.) **CFSA Report:**

- Monthly Update

President Magnuson: With Director Marisa Yeager out today, there is not an update.

9) **ACTION ITEAMS:**

a.) **Family A Fair:** New 2019 contract renewal approval.

President Magnuson: We talked about this in our Executive meeting and I know there are more negotiations to be had.

Dale Smith: I thought that we had it all worked out last week. Last Friday I was talking to Carl and there is a 5-year \$10,000.00 (Ten thousand) sponsorship. About a year ago I asked Carl if I could use that money for repairs and capital improvements on the Fairgrounds. The cooler last year leaked and almost fell through the roof and I had to have it replaced. I went to Carl for help to get \$14,000.00 (fourteen thousand) and Carl said no that it wasn't part of that money. Originally, I had given that money to Cindy for the Fair because the Fair was in bad shape. It was just a gift. She came back with a contract for 3 years with that \$10,000.00 (Ten thousand) Sponsorship package and that is not what it was. Since then it has changed to where I just give you the money and I don't see any of it or have a say where it is spent. Last year I paid over \$100,000.00 (one hundred thousand) in rent and all I was asking for was something I didn't have to pay out. I did \$14,000.00 (fourteen thousand) in repairs and \$10,000.00 (Ten Thousand) would have gone a long way towards that \$14,000.00 (fourteen thousand). When I spoke to Carl, he said that he would have the \$10,000.00 (Ten thousand) dollar sponsorship taken out but then he said that he was not going to and that it will need to be tabled. I don't want to table this contract again. Last time it was tabled was months ago and nothing was done. I want to either use the \$10,000.00 (Ten Thousand) dollars for repairs or take it off the table completely. Because it wasn't originally a sponsorship package. I don't need to sponsor the fair I live here.

President Magnuson: This will need to be tabled because it will need to go before the Rental Committee.

Dale Smith: If this gets tabled again then I am working without contract.

CEO Wuersch: The State said that if the contract expires before negotiations for a new contract are finished the old contract is still in effect until negotiations are done.

Director Hurtado: If I was A Vendor, I would want that in writing just to be sure.

President Magnuson: We can't call them up and have that faxed over tonight but I do know that Carl has looked into it.

Dale Smith: When Toro Wapo was being built, I was guaranteed the contract for 5 (Five) years and I was going to do Food and Beverage. I had 6 events last year and I spent over \$25,000.00 (Twenty-Five) thousand dollars in that area. Now we have been

moved aside and Toro Wapo has now taken it over. I'm letting that go but I need a contract for the Fairgrounds, more than anything I need it tonight.

President Magnuson: I thought that this was all worked out but we cant do anything tonight we will need to get with the Rental Committee

Director Scott: If what Carl is saying about the Contract and the State saying that your old contract is still good until the new one is done then you are covered for that part. But I understand your point of not wanting to go above what your current contract is. So, you can still work off your current contract. So have another meeting with the Rental committee and work out the details.

Celia Smith: Do we have to wait 30 days

President Magnuson: It needs to be an agenda item again.

Director Scott: Technically we could have an emergency meeting but unfortunately that does not fall under the criteria for an emergency meeting.

President Magnuson: Brad was actually out of town when we had the rental committee meeting. Brad and Marisa are on that committee. Your biggest concern is that \$10,000.00 (Ten Thousand) dollar item.

Director Scott: I would like to suggest that because you guys where at the last meeting and have the history and are familiar with the conversations that went on that you guys should be in the next meeting as well.

Vice President Bruno: I think that we should meet as soon as possible. I available whenever you guys want to meet.

President Magnuson: I know we can meet by the end of this week. So, this is tabled until next months agenda. But lest set a meeting for Friday.

Celia Smith: Friday would be great we are open for any time

CEO Wuersch: How about 9am

President Magnuson: Are you in town Brad

Director Scott: I have Vet checks on Friday but like I said it would be better for this situation is if you guys just continue your conversations and get this all handled and situated.

Director Hurtado: Also Mr. President can we not have this type of situation that our Vendors are out of Contract.

CEO Wuersch: We are working on making it better and we have been getting better.

b.) **Deferred Maintenance:** New list CEO will be passing the information sheets.

President Magnuson: No action is required

c.) **Fiscal Year 2018/2019 state allocation:** For Approval

Motion to approve the budget made by Director Brad Scott

2nd Director Gene Skala

Motion unanimously approved. Motion carried.

10.) **IMPORTANT DATES:**

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

- April 24, 2019 – Director Scott states he will not be able to attend.
- May 15, 2019
- June 19, 2019
- July 17, 2019

- August 21, 2019
- September 18, 2019
- October TBD
- November TBD
- December TBD

11.) DIRECTORS COMMENTS:

Director Hurtado: Sunday was a great event at Toro Wapo. It was a well-attended event. Carl, I hope we got a part of the percentage of the parking, right? I would say there was about 10,000 people here

CEO Wuersch: There was over 12,000

Director Hurtado: This one event was probably a record-breaking historical event.

Director Skala: We have the Barn Bash coming up on May 18th. We have someone in the audience that can give some information on that too

Lauren Oostdam: Fliers went out the first week in April. Everyone should of gotten save the date cards as well

Dale Smith: I would like to Donate the Water and Soft drinks like we have in the past.

Vice President Bruno: What I would like to say is about our renters and them being concerned about their positions and their outstanding contracts that haven't been agreed upon I would like to see these get resolved. Our renters have been here for years. They have done good by us and I would like to see these issues resolved.

Director Scott: I was looking at these meeting dates and for the next 3 months I am scheduled to be at my second home in Chicago those dates as of now I will not be able to attend but things could change only time will tell.

President Magnuson: I consider all of our Vendors like a partner and I don't think anyone takes these issues casually. They have a lot of work to do to be successful in their companies and their companies couldn't be here without the Fairgrounds, so everyone needs to be working together to make this all successful. Linda do you want to tell everyone where we are at on our Non-profit?

Linda Thompson: We have the EIN number and I am going to canvas the potential board members next week for a good date for them to get together to approve the bylaws and then they can start moving forward.

12.) CEO COMMENTS:

- Recommendations for the 2019 Fair

I reached out to three different cities. I've got Grant Bennet and on the opening Saturday it will be Perris day and we will have the Hay Bucking in the evening. Then we will have the event with the kids and their High School competitions with marching bands and cheerleaders. They will be running the program. It will be held on the straightaway.

Everyone that I have talked to about this competition is excited about it. Its all about the community and the kids. I've met with the Mayor of Menifee and I have another meeting with him on the 4th he was telling me about their 4H program. I think we are doing good with getting the word out and we need to find ways to do better.

Director Scott: Is the school thing similar to what Imperial does?

CEO Wuersch: Yes, its Perris Day so they get in free but with the competition you will be getting more paid admission to come with the schools. Grant and Josh are working together on organizing the competitions. Toro Wapo was the largest event to date of net income for the fair. A one-day event \$149,332.00 (One hundred and forty-nine thousand three hundred and thirty-two) dollars and that is going to go up a little bit because we have the food coming in too.

Vice President Bruno: Is that food, beverage and parking?

CEO Wuersch: We did \$102,075.50 (One hundred and two thousand, seventy-five, fifty) dollars in alcohol. We did \$47,256.00 (Forty-Seven thousand, two-hundred and fifty-six) dollars in parking.

13.) ADJOURNMENT

President Magnuson: If here is nothing else can I get a motion to end the meeting:

Motion made to end the meeting by Director Scott

2nd Director Skala

Motion unanimously approved. Motion carried.

Meeting Adjourned at 4:56pm


Carl L. Wuersch, CEO/Sec-Mgr.


Date