

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 MINUTES

October 24, 2018 • 4:00 P.M.
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 at 4:01 by President Ron Magnuson.

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. President Ron Magnuson – This is when we do our boards roll call, but I would like to start off by welcoming our new Director Cindy Palumbo. She’s already come aboard all week during the fair, so I think we’ve got a great addition.

Director Brad Scott – Mr. Chairman can we ask her to introduce herself and tell us something about herself this being her first meeting?

President Ron Magnuson – Cindy if you want to go ahead and turn your microphone on.

Director Cindy Palumbo – I’m Cindy Palumbo and I’m from Temecula my husband and I have a winery out there and my son has don 4H for the last 8 years that’s about it. I’m happy to be a part of this and be involved in it.

Directors in attendance were Director Brad Scott, Vice President Nick Bruno, President Ron Magnuson, and Director Gene Skala
Director Jaime Hurtado arrived at 4:10 pm
Director Marisa Yeager arrived at 4:20 p.m.

4) ABSENT DIRECTORS

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

A motion was made by Director Gene Skala and Seconded by Nick Bruno to approve the absence of Director Tricia Almiron and Director Louis Tavaglione. 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 in attendance were: Kerri Olobri, Shirley Marshal, Marie Spradlin, Judy Hofmann, Lauren Oostdam, Kelly Secord, Penny O'Brian, Sally Schott, Linda Thompson, Marcie Stimmel, Don Kazarian, Dale Smith, Christina Rapert, Sherrie Henretta and Jackey Ostin

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.

Judy - First of all, I would like to thank you all for the most magnificent honor ever the stage naming it after my father and then letting me tag along right on his coattails you will never know how much that means to me. I bought a lot of bricks and I'm going to keep on buying. I want to complement all of you for Hay bucking it was awesome, I brought some city neighbors from where I live, and they loved it and the bull riding was fantastic as well.

Jackey - I think they did an extremely good job. Kelly did a great job in the office. I guess the biggest thing is the buyers lunch it was a bit of a letdown. But overall, I think the fair as a whole was done really well. The dairy show went on a little long. Those are my only two real criticisms. The fair was nice and clean the kids and staff did a really good job picking up all the trash and that makes me happy because a fair is not always the cleanest, so it was nice to see the fair picked up it made me feel like people cared.

Marie - Did you all make it into the Exhibit tent? Ok our grids we thought looked great the problem was when they were brought in to our tent bound in the rope or cable three of them where bent already. If you are anywhere where there are props we can use, we had 52 collections this year and only had 40 cabinets. When I went through the list I had cabinets doubled up. In one I had 5 collections in one of the big boxes. We only had 40 cabinets and that's bad. Chris brought some cabinets from Orange County, so Tom bent and put all those together and we kept them good so hopefully they will be here again next year to use. The 4x4 barn yard blocks that the kids painted where really neat and I understood that they were supposed to be displayed all over the fair and so they were sitting up next to the display table blocking the stuff inside and then on Friday after the fair opened they were taken down to Livestock I'm not a perfectionist but I didn't want them blocking the other stuff that was in there. Kids day I had people come over to babysit the tent and watch the kids that came in only to be told after they had come over here and spent their time that the kids weren't even going to be coming into our tent which they always do. Has anyone read yelp? You can get on and read all the remarks people have said about the fair. No good it's too hot it's too this it's too that some didn't like the bull riding or the hay bucking who wants to see that. I loved the bull riding I thought it was great. I had two people call me one called Judy they called the office about the senior events and they were told that they weren't going to be held so they called Judy and she confirmed that yes, they were being held. Someone needs to be

grandparents and some parents in there very upset that they weren't there I don't know if they are still here in the office, but they never got put up. Overall though we got her done.

President Ron Magnuson – well I think you done a great job. I know it's a lot of work so Carl is making note on what you are stating and if you need more that's what your biggest concern was, so noted.

Dale - On those box lunches we had for the buyers lunch they were donated by US Foods so that was the good side of it. There were a lot of people that weren't happy with it I was afraid of that, but it did save us thousands of dollars plus US Foods donated the Jr. cooking contest which was around 3,000.00 dollars. It was a good try we know better for next time.

President Magnuson – I don't know if any of you got back in to the kitchen when that was going on that was really well attended. They are a big partner on the fair thanks in part to Dale

Lauren - I'm going to touch on that for a second. Even though they were donated, and I appreciate that 90% of those were frozen and no one wanted to eat them. I don't know where they were stored or anything, but they were delivered they were frozen. I had like five of them thrown at me because they were very un-happy with them.

President Magnuson – We are all aware of it. It was a first time
Dale – We are already talking about doing it different for next year

Lauren - None of the buyers got letters telling them when the auction was. So, everyone was coming up to me where was our letter we had no information what day the auction was time nothing. Normally a letter is sent out to all the buyers from the fair with all the information.

Jackey – The kids' letter was confusing too. They didn't know what time to be there because it said one time and then it said another. It was the same letter I think from last year, so it was all very confusing.

Lauren – The buyers packets we did not have enough of them. We were only given 100 so I had people coming up to me asking why they didn't get a packet like them and I just had to say because it was just the first 100.

Kerri - As you all know right before the fair I ran for Miss Rodeo California it was an amazing experience. I won Miss Congeniality. I had a lot of fun. It was neat to be an ambassador for the fair at that kind of event. I had a lot of people asking me when is the fair and I would say I'm going home to it. But I had a really great experience and then being able to run the flag and the rodeo was really neat it was a really cool experience, so I just wanted to thank you guys for sponsoring me and I will still take the title to other rodeos and upcoming events for the fair.

Sally - I just wanted to commend the auctioneers that donated their time. If in fact that is true it was what I was told so if it was true that is a great thing they did, and they did an amazing job too.

President Magnuson – *Carl can you make a note of that and get a thank you letter out to them.*

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**

✓ **September 19, 2018**

A motion was made by Director Marisa Yeager and seconded by Director Jaime Hurtado to approve the September 19, 2018 Minutes. Motion unanimously approved. Motion carried.

a. RENTAL AGREEMENTS 2018

CONTRACT #	NAME	DATE OF EVENT	TYPE OF EVENT	AMOUNT
NONE				

b. STANDARD AGREEMENTS 2018

CONTRACT #	NAME	BEG DATE	END DATE	AMOUNT NOT TO EXCEED
NONE				

8) CORRESPONDENCE See CORRESPONDENCE TAB

a. Date Received from Subject

09/26/2018	Cindy Palumbo	Oath Letter
10/13/2018	Oakley Family	4H Letter

b. Date Sent to Subject

NONE		
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INFORMATION ITEMS

1.) UPDATE ON LOAN BALANCES:

Current on Loans Balances

- **COMMUNITY BUILDING \$207,732.34**

2.) FINANCIAL INFORMATION:

(August Financials) See **FINANCIALS TAB**

- August Financials
- 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)
- Statement of Net Position (LIME)
- Bank Balances

A motion was made by Vice President Nick Bruno and seconded by Gene Skala to approve August Financials. Motion unanimously approved. Motion carried.

9) ACTION ITEMS:

a.) **Annual Audit:** Previously presented for review

- Discussion
- Action (if needed)

CEO Carl: The audit we had the compliance audit we had that we passed out copies of. Somehow Sacramento doesn't have us saying that all the Board members approved it. It's one piece we need to redo to send it in for allocation they are missing that.

Director Marisa Yeager: What meeting was the minutes suppose to reflect that?

CEO Carl: I think it was in July or August

President Ron Magnuson: I think it was July

Director Marisa Yeager: So, the request is to amend the July minutes to reflect the Board action?

CEO Carl: Yes, that the Board tonight is having everyone approve that they got a copy and you have seen it.

Director Marisa Yeager: So, what I'm suggesting is reflecting we can either put it in these minutes or we can ask for the July 2018 minutes to be amended to reflect the Board action, that actually happened

CEO Carl: We need to do it for this Board meeting.

Director Marisa Yeager: That's what I'm suggesting that the request is to amend the July 2018 Board minutes to reflect that action that actually took place at that meeting versus this meeting.

President Ron Magnuson: So is that your motion then

Director Marisa Yeager: I'll move to amend the July 2018 minutes to reflect the board action on approving the compliance Audit.

Seconded by Director Gene Skala Motion unanimously approved. Motion carried.

11.) **IMPORTANT DATES:**

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

November 21, 2018

December TBD

Director Marisa Yeager: So, Mr. Chair and we see if the CEO can poll all the Board members and see what date works best? I know our college Almiron has work conflicts that are the day before and after that Wednesday. The 14th and 28th

Director Brad Scott: Just for the record both of those days I'm out of town for.

CEO Carl: Can I make a suggestion? We usually don't meet in October and everyone has a conflict can we just not have the meeting in November

Director Marisa Yeager: And then have our Board meeting in December?

CEO Carl: We have our party in December and we can have a wrap up

Director Marisa Yeager: I think we should still have our Board meeting.

President Ron Magnuson: So, do you want to set a date for December? December is a tough month too.

Director Nick Bruno: Well there are Directors that aren't here tonight so if One Director is going to be gone then everyone else will still be in attendance.

Director Marisa Yeager: I will not be here the week of Thanksgiving.

CEO Carl: The first week I'm going to be in Sacramento doing a managers meeting. The 6th – 9th

Director Marisa Yeager: What about the 28th

Director Brad Scott: The 28th I'm in Chicago

Director Marisa Yeager: Can we poll for November 13th and 15th can we poll a Tuesday Thursday versus a Wednesday

CEO Carl: We can make it any day you guys want that is your privilege.

Director Marisa Yeager: For the turn around though if we did it November 13th or 15th that's a really quick turnaround from this meeting.

CEO Carl: So, it's better to have it after

Director Marisa Yeager: So, the 27th or 29th?

Director Gene Skala: We don't want to have a meeting in 3 weeks

Director Marisa Yeager: Right so how about November 27th or 29th?

Director Brad Schott: The 27th I'm in New York and the 29th I'm in Chicago

Director Jaime Hurtado: Do we have anything pending for November that's urgent that has compelling need for us to meet if so then let's meet if not then lest just go dark for November. Then meet in December. What is the urgency to meet in November? Other than what Fair numbers?

Director Brad Scott: Can I suggest that if we are going to skip November like you are suggesting that still gives us ample time to get a lot more feedback and information then can we also include our fair wrap up along with our regular meeting. An appropriate fair wrap up takes a lot more time then a normal meeting. It gives everyone ample time when everything is still fresh in our minds to have a good fair wrap up meeting.

President Ron Magnuson: So, we are talking about December then?

Director Marisa Yeager: So, would that be December 19th? If we go dark in November.

President Ron Magnuson: That's a whole week before Christmas lets set the 19th.

Director Jaime Hurtado: I agree

President Roan Magnuson: Alright we will be dark in November we will set our next meeting for December 19th

12.) **DIRECTORS COMMENTS:**

Director Jaime Hurtado: I'm going to pass Mr. President

Director Marisa Yeager: I just wanted to thank everyone for all the roles that they played. It's a team effort. So, thank you to all the volunteers. You guys play a very important part of the fair for all the events that go on at the fair. I think this year there was a great improvement on partnerships but there will always be room for improvement. So, I would hope that because our time in November is dark that we could do the board evaluation form again and have that submitted the CEO's office by mid-November so that way in December the boards evaluation and remarks can be put in with the fair wrap up and maybe a plan in place for staff action for next year.

Director Brad Scott: Just to clarify remarks on?

Director Marisa Yeager: The annual fair. Filling out the form for the remarks we have on the fair. I'm sure Carl has all the evaluations from other departments happening as well, so it will be nice to see all of those altogether.

Director Gene Skala: First of all, welcome Cindy to the board. Thanks to Grant Nick for what they did on the Hay bucking they did a great job with that. With the bull riding that was very successful. Thank you to everybody for all their help and thank you all for coming out to this meeting and we need to keep up on the Barn Bash. Keep the date and all the information going all year long.

Vice President Nick Bruno: I would also like to thank all the volunteers all the ladies and guys who helped in the Livestock the hay loading contest and all help getting everything ready. We had one rainy day Saturday which is probably our biggest days, but I think over all it went over well and hopefully we can do a better job next time.

Director Brad Scott: For starters here, I would like to welcome Cindy to the Board I'm glad you had an opportunity to see the fair a little bit. Because now you are going to hear a lot of discussion good bad different or whatever but at least you were here to experience it. I look forward to your thoughts and support moving forward. So welcome to the board and everything else that goes with it. I got to apologize I was not here in my full attendance as normal I would like to apologize for that. I would also like to thank the fair for the I guess we will call it the honor of having a directional sign to the men and women's bathroom it doesn't get any better than that. How can you top that? There where a lot of things the good the bad and the indifferent during this I kind of feel that sometimes the directors comments here are sometimes are the right to vote if we are going to be directors lets make sure that if we hear things lets try to present them in an effective manner because we can't learn about the things that were not right or correct were bad unless we bring them out onto the table so even though we are going to be having the follow up on this I have my own things here ill leave half of them off or else we would be here all night. It was a concern about the letters not going out that did affect the auction it was obvious with who was not there and the number of people that were there. Thank you to all buyers if they bought one animal or a thousand animals you are all very important we could do it with out you. So, thank you for coming and participating and the Jr Livestock couldn't do it without your support. The lunch I need to say thank you Cisco (US Foods) for trying as you all know I've probably been one of the people that say is this isn't warranted for the dinner it's a distract form the auction. I for one for many years that have complained about when they call for dinner bell halfway through the auction that we lose the buyers that doesn't do the kids any good the hurts the rest of the buyers I think it pulls the sale down. Once again can we do something different do something effective? Thank you for trying Cisco (US Foods) I did not through my lunch at Lauren I ate it. But seriously when you get people to step up to the plate that's what its really all about. Thank you for trying and hopefully we will do something better for next year. My biggest concern about that one unfortunately is that I am in that auction ring the longest of any one I hear all the complaints and concerns and I was not told about the lunch change so maybe next time talk to some people that have some impute that are in there. Its an effective organization when it comes to leadership and communication. Its better to talk to those that are actually involved in it. But thanks to Cisco (US Foods) it will be the lunch that no one forgets. The positive thing is no one really knew about the auction lunches and now it's the lunch that will never go away. There were communication problems this year we need to keep raising the bar. We have volunteers, paid patrons' workers all moving through the fair and if we are not communication with all aspects of the fair we are not going to have a fair. All those people need to be combined communicated with and everyone brought to the table on all issues going forward. If we don't make these comments, we can improve. I think we were really hurting on signage this year. Maybe later in the fair some signs came up, but they should have been there immediately. I know the situation with the nursery you walked by you saw a white tent nobody knew what was over there. I know for the milking display it kind of came late or whatever but if we don't have signage there is no communication. The patrons need to know things and where the things are. Don't make them have to go find a book and find

was hearing again I was not part of these meetings, but it was about the Jr livestock awards some of the kids where promised the biggest and best awards ever, a lot of the kids felt it was hipped up and it did meet up to the expectations. So, let's make sure that next time we promise something ese deliver on our promise. It goes to show that we always need to raise the bar. I'm sure at the fair wrap up there will be more things more comments. If we don't bring these things to the table if we don't discuss them then we can try to find ways to improve. I'm glad its over we only had one rainy day. I know that livestock got hit hard with the weather and they were out there all night with the tents and clean up but all in all the wasn't a bad weather day. Hopefully everything will go better next time and that's it for my short wrap up.

Director Cindy Palumbo: I was a little late to the game on this one I didn't get my appointment until two or three weeks before the fair, so I didn't have a lot to do with the planning of it I have always come to the fair. We purchase animals we are involved in the livestock. So, I did notice things this year obviously I head from people about the sandwiches. There were some comments about the badges that it was difficult for some of the kids versus having the wristbands. They had these badges that where suppose to be scanned in and out that where never scanned people and cars coming and going. Nobody ever looked at anyone's badges, so it seems like it was maybe a waste of money and time. Maybe we should thing about going back to the wristbands. The only other thing I had was the scholarships. All the kids where brought on the stage and only a few of them received the awards. It was embarrassing and maybe we should rethink how to do the awards next time.

President Ron Magnuson: After all the discussion I don't have too much to say. I got to tell you it's great that you all show up after our fair with your comments and your comments are not taken casually as a board we will work on them. I don't think we can hear them all in one year, but we can sure improve

13.) **CEO Comments:**

CEO Carl - Thank everyone all the Directors for giving me the opportunity its like working at Disneyland I enjoy it. We did do a lot of improvements during fair. I will agree we need work on communications I was not happy with it in all departments. And I am aware of them I am still answering E-mails and letters and they will all be addressed and taken care of. I think everyone sees the direction we are going we are getting in better heritage village I think we are done in the livestock area we got brand new toilets. I didn't hear about any back ups this year so that was nice. The fair did pretty well we did come out of the gate doing great doing percentages high until Saturday. The second weekend is usually are largest weekend and Saturday when your percentages come down from 150 to 170 thousand to 22 hundred that kind of a hurt to try to make a profit on for the fair. The process we are working on for the loss it that it was fair driven. I'm being schooled on that from my consultant on getting reimbursement from our insurance for the loss. That's what I'm working on now that's why I'm glad to have extra time for the wrap up. It was also nice to have Lyndal around this year because he knows about this and was out there taking pictures of all the water and the track. We were only down with the carnival 6% with the rain for all 9 days. One day we here at 45% and never down more than 20% besides the one day of rain at 6%. I've never seen Cory happy and he was happy all 9 days. I want to thank all my staff and volunteers, everybody. They all worked really supper hard. With the board involvement we are defiantly moving in the right direction. I'm looking forward to addressing the issues and I'm my biggest critique. We have a lot to take care of and communication need great improvement in all departments.

President Ron Magnuson: Any further comment before we adjourn the meeting?

Director Marisa Yeager: Follow up question, so for the December meeting on director Scotts request are we going to have a visuals or orals with the reports. I just want to clarify so that I know what to expect come December. Will it all be broken up in a power point for each department. Will be getting the report with the power point of all the departments comments, and comprehensive reports form all staff, Vendors and all comments? Before the December meeting so that we can review it and makes notes before the meeting?

CEO Carl: Yes, you will have each category. You guys will have a wrap up from all departments.

Director Brad Scott: I think to simplify her request is to give us all the information prior to the meeting that way we can all sleep on it and make notes and be prepared for it.

CEO Carl: I have one thing that's not fair related. On Friday at 10 a walk through for the final phase on our electrical. I don't know if it's a good thing or a bad thing they made some changes from the last time we did the walkthrough. I'm going to have to deal with, but all the bids are out and its going to be worked on. They changed things like just having boxes with no outlets, so I need to go over it all with Becky next week because we know what we need they just know what needs to be fixed.

Director Jaime Hurtado: Carl because we are on that subject what's important to me is the drainage the electrical and the landscaping now is the time to use our recourses of our comprehensive needs of what this property needs and maybe bring in some recourses for all of our needs. Do we have a comprehensive report we can provide our local legislator?

Director Brad Scott: I think to clarify what Jaime is asking is do we have a report, or do you only have that emergency order. The electrical was determined curial. He is looking for an overall report of all the improvements we need.

Director Marisa Yeager: If we had a comprehensive list then we can get the staff to find where we can get assistance from like the assistance from the taxes and funds from the state. So, we need an estimated comprehensive report. While you are working with the all the contractors they may be able to get you an estimated report of all the needs we need.

Director Jaime Hurtado: Now that we are on the record that we are stating we have a need on the record. Then they can find the funds and address our needs because we are on record now. We will help you Carl.

14.) ADJOURNMENT 5:06

Carl L. Wuersch, CEO/Sec-Mgr.

Date

Ron Magnuson, Board President

Date