

# **CALIFORNIA EXPOSITION & STATE FAIR**

Minutes of the Board of Directors Regular Meeting

Held Pursuant to Due Notice  
September 27, 2019

California Exposition & State Fair  
Clubhouse located at the Miller Lite Racing Grandstands  
1600 Exposition Boulevard  
Sacramento, CA 95815

**Directors Present**

Director Rina DiMare, Chair  
Director Jess Durfee, Vice Chair  
Director Rima Barkett  
Director Sonney Chong  
Director Rex Hime  
Director David Mallel  
Director Tony Ortiz

**Staff Present**

Rick Pickering, Chief Executive Officer (CEO)  
Tom Martinez, Chief Deputy General Manager (CDGM)  
Samantha Brown, Deputy General Manager, Administration  
Margaret Mohr, Deputy General Manager, Business Development & Marketing (DGM)  
Jay, Carlson, AG Programs Manager  
Everest J. Robillard, Chief of Police  
Robert W. Murray Stroud, Chief of Plant  
Sue O'Brien, Recording Secretary  
Randy Brink, Goodwill Ambassador  
Jen Koga, Finance  
Jim McGonigle, IT  
Heidi Turpin, Contracts

**Others Present**

Brian Honebein, Event Partnership  
Amber Williams, un/common  
Ben Kenney, Watch and Wager  
Christopher Schick, Watch and Wager  
Jim Perez, Watch and Wager

\*May not include all others present in the room or arriving late.

**1. CALL TO ORDER**

Chair DiMare called the meeting to order at 1:03 p.m. Chair DiMare dispensed with the reading of the Mission Statement and Policy Statement and read the Public Comment Statement into the record.

**2. ROLL CALL**

Roll call was taken and a quorum was present.

**3. PLEDGE OF ALLEGIANCE**

Chair DiMare asked Vice Chair Durfee to lead the Board and Staff in the Pledge of Allegiance.

**4. MOMENT OF SILENCE**

- a. In memory of Jackie Morris-Henderson – Longtime member of our California State Fair Cultural Advisory Council.

**5. INTRODUCTION OF GUESTS & STAFF**

**6. MINUTES OF MEETINGS**

- a. Accept Agricultural Advisory Council Meeting Minutes of April 16, 2019, as presented.
- b. Accept Cultural Advisory Council Meeting Minutes of May 9, 2019, as presented.

**Motion:**

Director Hime moved acceptance of items 6a and 6b. Vice Chair Durfee seconded the motion. Discussion – None **All in favor, motion passes unanimously.**

- c. Approve Board Committee Minutes for May 31, 2019 as presented.
- d. Approve Board Meeting Minutes for May 31, 2019, as presented.

Director Hime moved approval of items 6c and 6d. Director Chong seconded the motion. Discussion – None **All in favor, motion passes unanimously.**

**7. COMMITTEE AND STAFF REPORTS**

- a. Finance Committee

Deputy General Manager Brown reported that the Finance Committee reviewed service contacts and purchased orders that required notification and recommend approval by the full board of service contacts and purchase orders that required approval. The committee discussed upcoming bids. There was a discussion of the Profit and Loss statement and the cash flow and deferred maintenance.

- b. Annual State Fair Committee

Vice Chair Durfee reported that there were a number of reports from staff describing the many successes of 2019 State Fair. CEO Pickering reported that the Cal Expo Annual Greenhouse Gas Emissions study showed Cal Expo

was targeted for 20% reduction of Greenhouse Gas Emissions by 2020. However, Cal Expo has reached a total reduction of 25% of Greenhouse Gas Emissions by 2019. There was an update of the Major shows moving to Cal Expo from the Convention Center.

Vice Chair Durfee reported that the Annual State Fair Committee recommended to the full Board and Vice Chair Durfee moves that the Board designate the dates of July 17 – August 2, 2020 for the 2020 California State Fair. Director Hime seconded the motion. Discussion – Director Barkett was not at the committee meeting and asked for a brief summary of that meeting. Vice Chair Durfee explained the dates and the overlapping of the horse racing dates.

**Motion:**

Vice Chair Durfee, moved that since there has been a calendar adopted for Southern California Horse Racing Dates that shows 2 weeks of no racing, the Board approve the dates of July 17-August 2, 2020, for the 2020 California State Fair. Director Hime seconded the motion. Discussion – None

**All in favor, motion passes unanimously.**

## **8. FINANCIAL REPORTS**

- a. Service Contracts/Purchase Orders Requiring Notification/Approval  
Director Hime moved the Finance Committee recommendation of approval from the full Board of Service Contracts requiring approval. Vice Chair Durfee seconded the motion. Discussion – None **All in favor, motion passes unanimously.**
- b. 2019 2<sup>nd</sup> Quarter Financials  
Director Hime moved the Finance Committees recommendation of approval from the full Board of 2019 2<sup>nd</sup> quarter financials. Director Mallel seconded the motion. Discussion – None **All in favor, motion passes unanimously.**
- c. Aged Receivable Report
- d. Cash Flow

## **9. CORRESPONDENCE**

As per Chair DiMare, the Board has received more than 100 emails, calls and letters in regards to item 10b which was removed from the agenda at the request of the City of Sacramento. Anyone interested in reviewing this correspondence please call the Administration Office.

## **10. UNFINISHED BUSINESS**

- a. Ongoing Status update of Deferred Maintenance Projects  
CEO Pickering reviewed for the Board the staff report and explained how the Sierra West report was used as the foundation. Robert Stroud, Chief of Plant Operations added that from January 2019 to September there is about \$9 million dollars in various stages of projects. All of these projects have to be “fit in” around all of the events at Cal Expo. Chief Deputy

General Manger Martinez noted that staff is continuing to work to find additional deferred maintenance monies.

- ~~b. Continuance of the discussion regarding the request of the City of Sacramento to enter into negotiations for the use of Parking Lot "P", a roughly 1 acre parcel of land located at the southeast end of Ethan Way, to assist the City in providing local homeless services. **This item has been removed from the agenda at the request of the City of Sacramento.**~~

## 11. NEW BUSINESS

- a. Recommended extension of Agreement with Watch & Wager, LLC for operations of Harness Racing at Cal Expo.  
CEO Pickering reported that the Finance Committee unanimously recommended the approval of the extension of the Agreement with Watch & Wager. Christopher Schick explained that the current lease is good through 2022 as it currently stands. Based on planning that Watch and Wager is involved in with California Harness Horsemen Association and California Sires Stakes they would like to ask for a three year extension to May, 2025.

**Motion:**

Director Mallel moved to accept the recommended extension of the contract with Watch & Wager. Director Chong seconded the motion.  
Discussion – None **All in favor, motion passes unanimously.**

- b. Recommended 1-year extension of Agreement with un/common (Glass Agency) for Marketing and Advertising services for the 2020 California State Fair.

CEO Pickering stated that the Annual State Fair Committee reviewed this item and unanimously recommends approval of this 1-year extension. The current contract with un/common is 3-year contact and it allows for two 1-year extensions. The Committee is recommending that the Board approve the first of the 1-year extensions.

**Motion:**

Vice Chair Durfee moved that the Board approve the 1-year extension for advertising services with un/common and change the end date of September 30 to December 31, 2020. Director Hime seconded the motion.  
Discussion – Director Barkett asked for clarification regarding action taken today. **All in favor, motion passes unanimously.**

## 12. MATTERS OF INFORMATION

- a. Public Comment on Matters not on the Agenda

- b. CEO Comments

CEO Pickering wanted to thank and complement staff for their hard work.

- c. Directors Comments/Agenda Items for Future Meetings

Chair DiMare – Thank you to staff. It was a great fair with all the new and exciting things.

Vice Chair Durfee – Would like to echo the Chair's comments. Very excited for another successful fair.

Director Ortiz – Thanks to the staff, volunteers and leadership. His son had a great time.

Director Mallel – Thanks to everyone for their hard work during fair.

Director Chong – Glad to reaffirm our relationship with Watch & Wager and un/common.

Director Barkett – Staff keep impressing her. Always honored to be working with you.

Randy Brink – Goodwill Ambassador gave his report on the 2019 State Fair.

- d. Next Board Meeting – After a short discussion, it was decided that the Board Retreat and Board Meeting dates in October needed to be moved.

**Motion:**

Vice Chair Durfee moved to change the October Board Retreat and Board Meeting dates from October 24 & 25 to October 28 & 29, 2019. Director Hime seconded the motion. Discussion – None **All in favor, motion passes unanimously.**

**Board Retreat October 28 & 29, 2019 and  
Board Meeting October 29, 2019**

- e. Other, if any

### 13. ADJOURNMENT

**Motion:**

Director Hime moved to adjourn this meeting. Director Chong seconded the motion. **All in favor, motion passes unanimously.**

The Board of Directors meeting was adjourned at 1:54 p.m.