

**The California Mid-State Fair  
Heritage Foundation, Inc.  
Board of Directors Meeting Minutes**

September 13, 2017

The meeting was called to order at 6:30 p.m. by Chairman Dave Belmont.

**BODs Present:** Susan Beebe, Dave Belmont, Mike Coon, Debbie Dusi, Daren Friedle, Tim Hartzell, Deana Nelson, John Peschong, Hugh Pitts, Denise Stornetta, Michael Torgerson.

**BODs Absent:** Joanne Cummings, Brenda Fletcher, Patricia Lawrence.

**Members/Guests:** Jo Bello, Georgia Bollinger, Mike Bradley, Meg Evans, Elizabeth Walker, Steve Walker.

**Approval of Agenda:** Daren Friedle made a motion to approve the Agenda. Jon Peschong made the second to the motion which passed unanimously.

**Approval of Minutes:** Michael Torgerson motioned to approve the August minutes with the following deletion under Fair Update,- Mike Bradley; "as well as food and beverage sales were down". Deana Nelson made the second to the motion which passed with John Peschong abstaining.

**Announcements/Introductions/Member Comments:**

Chairman Belmont asked the guests to introduce themselves and for any comments.

**Financial Report:** The Balance Sheet and Profit & Loss Statement were distributed to the Board for the period January 1, 2017 through September 13, 2017. The Profit & Loss Statement showed a net income of -\$1,948,549.29. Current Assets on the Balance Sheet through September 13, 2017 are \$736,855.63. Daren Friedle motioned to approve the Monthly Report as presented. Denise Stornetta made the second to the motion which passed unanimously.

Deana Nelson presented a list of checks written since the last Board meeting. Daren Friedle made the motion to ratify the checks written since the last meeting. Denise Stornetta made the second to the motion which passed unanimously.

Deana Nelson indicated that at the current revenues the Heritage Foundation could make monthly payments to the barn loan of \$30,000.00. Daren Friedle indicated that the barn project will probably be about 14% over budget and that at \$30,000.00 per month the loan would be paid off in approximately 8 years. After some discussion Deana Nelson made a motion to pay \$30,000.00 per month on the barn loan beginning October 1, 2017. Tim Hartzell made a second to the loan, which passed unanimously.

**Board Business**

**A. Committee Reports:**

1. Concessions – Michael Torgerson presented an Income vs. Expenses Report for the concessions at the 2017 fair. This was a banner year for the Heritage Foundation concessions with the income of \$1,014,153, less \$41,090, which were the food sales for the Island Grill. Mike Bradley indicated that the number for the Island Grill was not correct as is was reported at 24% to the fair but the actual percentage should be 26%. The approximate revenues to the Heritage Foundation for the 2017 fair will be \$146,352.92, up approximately \$64,000.00 from the 2016 fair concession revenues.

2. Membership – Brenda Fletcher - No report.

Balcony Seating – Mike Coon stated that all balcony seats are sold, with 9 parties on the waiting list, and 3 parties with current seats wanting another seat. Mike indicated he is still working on adding 4 new seats in the current open spots.

**B. New Business:**

1. County Board of Supervisors - Dave Belmont announced the County Board of Supervisors would like to present the Heritage Foundation with a Resolution. The tentative date would be at the meeting of October 17, 2017. Dave did not have confirmation of the date, and whether it would be the morning or afternoon session, however he will notify the Board as soon as he knows.
2. Fair Update – Mike Bradley, CMSF CEO informed the Board that the theme for the 2018 fair has been selected; "Ole It's Fiesta Time". Mike indicated that they were working hard on concerts in hopes of being able to announce the 2018 lineup earlier. A high end level style theme park company is looking at setting up a haunted house at the 2018 fair. This haunted house has been very successful in many metropolitan areas. The dinosaur program will be returning this year, with 3 additional horse shows being booked. Finally, Mike reported that Hospice will be using the Pavilion for their event this year.

**Comments:**

Hugh Pitts reported that 4 scholarship recipients have been selected to receive scholarships from the crab feed. Only 10 applications were submitted this year, down from previous years, and Hugh indicated that they will try to reach out to more applicants next year. Mike Bradley suggested they try to promote the scholarship to the moms rather than the students. Deana Nelson explained to the Board that our current email system is very cumbersome, as the members with AOL service do not receive the group email, and they need to be resent individually. Deana informed the Board that she will look into Constant Contact. Mike Bradley indicated that the Fair uses Constant Contact and that Deana should contact Rick Brown. Georgia Bollinger offered to sell the doors again at the Speckle Hens, and asked if Chico could deliver a couple to the booth for display.

There being no further business the meeting was adjourned at 7:02 p.m.

Respectfully Submitted,

Debbie Dusi, Secretary

The next regular meeting is October 11, 2017