

**The California Mid-State Fair
Heritage Foundation, Inc.
Board of Directors Meeting Minutes
September 12, 2018**

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

Chairman Belmont called for a moment of silence in honor of Hugh Pitts a long time Heritage Foundation Board member who passed away suddenly.

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

BODs Absent: Joanne Cummings, Patricia Lawrence.

Members/Guests: Michael Bradley, Branden Blanke, Ashley Blanke, Georgia Bollinger, Chuck Fletcher, Wendy Hall, David Maislen, Tandra Nakamoto, Steven Nakamoto, Ernie Rey Constance Stewart, Robert Stewart, Altovese Vigil.

Approval of Agenda: Daren Friedle made a motion to approve the Agenda. Michael Torgerson made the second to the motion which passed unanimously.

Approval of Minutes: Daren Friedle motioned to approve the June minutes as presented. Deana Nelson made the second to the motion which passed unanimously.

Announcements/Introductions/Member Comments:

Chairman Belmont asked the guests to introduce themselves.

After introductions many of the guests expressed concerns with overcrowding, which affects many issues in the lounge, and the fact that they were unable to bring guests up to the lounge. Chairman Belmont explained that the Board has been working on these issues and are having ongoing discussions regarding membership. Chairman Belmont also discussed the fact that we currently have a large monthly payment for the Pavilion, and have hesitated to cap membership, which has been one of the ways suggested to handle many of these issues. In addition, several guests questioned why there could not be an additional entrance to Section 8 on those nights guests are not able to be brought through the lounge to their seats in Section 8. Chairman Belmont explained that this was not a decision the Board could handle, and turned the floor over to Mike Bradley, CMSF CEO. Mike explained that there are safety and security issues to consider, but that he would be happy to discuss this in his office with anyone.

Financial Report: The Balance Sheet and Profit & Loss Statements were distributed to the Board for the period of January 1, 2018 through September 12, 2018. Tim Hartzell made a motion to approve the Monthly Financial Reports as submitted. Denise Stornetta made the second to the motion which passed unanimously.

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

Unpaid Bills: Deana indicated there are no unpaid bills at this time.

Board Business

Committee Reports:

1. Concessions – Michael Torgerson reported the Concessions Committee has met several times since the fair. Michael stated that the concessionaire will donate \$91,694.86 to the Heritage Foundation and stated that the Concessions Committee is recommending the 2015/2016 sales taxes be paid. After some discussion, Mike Coon made a motion to pay the 2015/2016 sales taxes. Brenda Fletcher made the second to the motion which passed unanimously.
2. Membership – Brenda Fletcher reported to the Board that the Membership Committee has met and has the following recommendations for the Board to implement beginning the 2019 Membership renewals:
 - a. General Membership to increase to \$1,100.00;
 - b. Balcony Membership to increase as follows-4 seats \$5,000.00, 2 seats \$3,000.00;
 - c. A “No Guest” policy;
 - d. Change of timeline for membership payment as follows – only renewals of membership will be accepted until May 1, 2019. Following that date new memberships, with a cap equal to the current membership be accepted on a first come first serve basis until the deadline date (which will be determined).

After some discussion, the Board elected to come back to this at the October meeting.

Denise Stornetta indicated membership was becoming a time problem. Denise asked the Board to consider a management program, which would really cut down on the time required for membership. This program would cost \$1,200. After discussion Denise Stornetta made a motion to invest \$1,200 in a membership program. Daren Friedle made the second to the motion which passed unanimously.

Mike Coon informed the Board that the balcony is sold out, with 22 parties on the waiting list.

3. Facilities – Chuck Fletcher reported to the Board that the fire sprinklers are done, and the State Fire Marshall has been notified.

New Business:

1. Buyer Thank You Cards – Deana Nelson made a motion that any money received from buyer thank you card donations be put directly to the principal of the loan. Mike Coon made a second to the motion which passed unanimously.
2. Fair Update – Mike Bradley thanked everyone for all their help and reported the following:
 - a. The Fair Board will continue to work to secure great acts like the last couple of years, however there is no guarantees.
 - b. Beer sales were tremendous the night of the Eric Church concert.
 - c. The VIP tent had tremendous success, this is one area of improvement the Fair Board will continue to look at.
 - d. The Junior Livestock was 2.6 million this year.
 - e. The carnival was up a little this year, with presale wrist bands being redeemed primarily the last 3 days of the fair.
 - f. Sponsorships were up 25%.

Comments:

Dave Belmont announced elections are coming up in January 2019, with many Board members up for re-elections.

There being no further business the meeting was recessed to closed session at 7:24.

Closed Session called to order by Chairman Belmont at 7:30 p.m.

Closed Session: Informational Only.

Closed Session Adjourned at 7:58 p.m.

Respectfully Submitted,

Debbie Dusi

The Next Regular Board Meeting:
Wednesday, October 10, 2018