

## BOARD OF DIRECTORS MEETING

November 15, 2011

The 30th District Agricultural Association Board of Directors meeting was called to order at 1:00 p.m. in the Tehama Room on the Fairgrounds.

**ROLL CALL** - Present were Directors Ray Bianchi, Cindy Brown, Don Crain, Pete Dagherret, Bob Kerstiens, Tonya Redamonti, Bev Ross, and Farrell Shatswell.

**APPROVE DIRECTORS ABSENCES** - It was moved by Director Ross, seconded by Director Dagherret, and carried to approve the absence of Director Cindy Brown. Director Brown arrived at 1:10 p.m.

**INTRODUCTION OF STAFF/GUESTS** - Mark Eidman, CEO, Carol Hanson, Business Assistant, Jacque Brown, Office Assistant, Julie Zeeb, Red Bluff Daily News, Dennis Garton, Tehama County Supervisor District 3, Don Krois, Red Bluff Round-Up Association Director, Donald Hughes, Computer Logisticsics, and Mike Collins, Tehama District Junior Livestock Auction Committee President

**PUBLIC COMMENT** - Dennis Garton, Tehama County Supervisor District 3, reported he had met yesterday, Tuesday, November 14, 2011, with Bill Goodwin, Tehama County Administrator, Tehama County Council and Manager Eidman; trying to find a suitable funding source to replace the \$250,000.00 State allocation which was cut from the California budget by Governor Brown. Mr. Garton said it is imperative to Tehama County the Fairgrounds remains a viable enterprise. Mr. Garton said they are going to explore the possibility of placing a measure on the 2012 November ballot proposing a \$1.00 to \$2.00 per month tax on unincorporated parcels within the county, excluding cities and federal parcels. Mr. Garton said there are 33,000 parcels in the county outside the cities, which in round figures estimated in excess of \$350,000.00. The money collected would be earmarked to support the fairground. There would be a 5 year cap placed on the measure. This would allow the measure to be revisited and the option of placing the measure on the ballot again to continue the tax. It would take a two thirds majority to pass. Director Kerstiens directed staff to put this on the December agenda for discussion and approve supporting the idea. Mike Collins, Tehama District Livestock Auction Committee President, reported the Tehama District Livestock Auction Committee met Wednesday, November 9, 2011. They are recommending all market livestock confirmation classes be held on Thursday of Fair and all showmanship classes be held on Friday of Fair.

**CONSENT CALENDAR** - It was moved by Director Redamonti, seconded by Director Dagherret, and carried to approve consent calendar items **a.** Approve October 18, 2011 Board of Director Minutes, **b.** Approve Refunds **c.** Approve Contracts, **d.** Approve Oct/Nov Paid Bills Review with the exception of Cornerstone Community Bank, PG&E Cumulative Energy Charges 09/17/11 to 10/18/11 \$6,435.12 and Pacific Gas & Electric (Photovoltaic Cumulative Fees) \$26,575.58 and **e.** Approve Delegations of Authority 1. Contract Delegation of Authority, 2. Workers' Compensation Insurance Delegation of Authority. After a brief discussion, it was moved by Director Ross, seconded by Director Brown, and carried to approve deposit to Cornerstone Community Bank \$6,435.12 and Pacific Gas & Electric \$26,575.58.

**a. Approve October 18, 2011 Board of Directors Minutes** - October 18, 2011 Board minutes were approved as mailed.

### **b. Approve Refunds**

**1. IC11-05 Moule's Tehama County Glass** - Concessionaire paid \$300.00 space fee, Rec #38437, Aug 19, 2011. Concessionaire intended to participate in this year's Fair, however, due to circumstances beyond their control Concessionaire was not able to be part of this year's fair. Concessionaire's company recently endured financial hardship due to a personnel change. With the change in personnel, Concessionaire was not able to provide coverage for both the Fair and their office this year. Concessionaire is looking forward to being a part of next year's Fair. Total Refund \$300.00 - Ck #26097 - Oct 10, 2011

**2. IR11-70 Caroline Garcia** - Renter paid \$450.00 refundable damage deposit on Oct 12, 2011, Rec #39772. There were no damages sustained during event. Renter is entitled to full refund. Total Refund \$450.00 - Ck #26163 - Oct 25, 2011

### **c. Approve Contracts**

**1. Interim Rental #11-99 Red Bluff Junior Round-Up Cattle Days** to hold a cattle days on November 27, 2011. A rental rate of \$605.00 for the Pauline Davis Pavilion and \$275.00 for the Bull Sale Arena will be charged plus stalls and cleaning fees. Proof of \$3,000,000.00 liability insurance is required.

**c. Approve Contracts**

**2. Interim Rental #11-103 Northern-Cal Appaloosa Association** to hold three schooling shows: January 15, February 12 and March 11, 2012. Rental rate will be assessed at \$385.00 plus \$50.00 for the use of the PA system per event. A \$100.00 refundable damage deposit is also required. Renter will provide proof of \$1,000,000.00 liability insurance.

**3. Interim Rental #11-104 J P Ranch Rodeo** to hold a ranch rodeo in the Pauline Davis Pavilion on January 20 and 21, 2012. The Fair will receive \$605.00 per day rental fee for the Pauline Davis Pavilion plus \$275.00 per day rental fee for the Bull Sale Arena plus \$1,200.00 rental fee for portable arena without roping chutes plus \$75.00 per keg beer sold, stall rental, cleaning fees and tractor and rotterra usage fees. Food and drink concessions will be provided by the Renter, Renter will retain all proceeds. Renter will provide proof of \$3,000,000.00 liability insurance.

**4. Interim Rental #11-108 Ishi Archery** to hold archery practice and training in the Ron Knight Youth Ag Center on Wednesday and Thursday beginning January 4, 2012 and concluding February 29, 2012. The Fair will receive \$95.00 rental fee per event. A \$200.00 refundable damage deposit is also required. Renter will provide proof of \$1,000,000.00 liability insurance.

**5. Interim Rental #11-110 North State Barrel Racing Association** hold barrel racing on week days when available from January through December, 2012 in the Bull Sale Arena. The Fair will receive \$195.00 rental fee per event. Renter will pay a \$195.00 refundable damage deposit. Renter will provide proof of \$1,000,000.00 liability insurance.

**d. Approve October/November Paid Bills** - Manager Eidman reviewed paid bills for October/November

<u>PAYEE</u>	<u>DESCRIPTION</u>	<u>AMOUNT</u>
Alsco	53000 Bldgs/Grds Expense	2.68
American Express	50700 Office Supplies/Expense	96.11
Ameripride Uniform Services	53000 Bldgs/Grds Expense	121.14
Avaya	50800 Telephone Monthly Service Agreement Nov	42.09
Ben's Truck Repair	52900 Equipment Expense	79.02
California Fairs Financing Authority	21250 Task #15764 Photovoltaic Loan Payment Nov	1,652.52
California Fairs Financing Authority	51160 Task #15764 Photovoltaic Interest Payment Nov	6.54
California Fair Services Authority	51000 General Liability Insurance - 6 <sup>th</sup> of 8 installments	2,310.00
California Fair Services Authority	50330 Administration WC Insurance - 6 <sup>th</sup> of 8 installments	2,148.66
California Fair Services Authority	52230 Maintenance WC Insurance - 6 <sup>th</sup> of 8 installments	2,148.66
City of Red Bluff	52800 Water 08/16/11 to 09/15/11	1,378.16
Cornerstone Community Bank	11670 PG&E Cumulative Energy Chgs 09/17/110 to 10/18/11	6,435.12
Dept of Forestry and Fire Protection	57600 Fire Marshal Inspection Fees (4 <sup>th</sup> of July)	280.00
Eidman, Mark	53000 Reimburse Bldgs/Grds Expense	46.21
Employment Development Department	51200 UI Reimbursable Benefits	133.00
Geveden	53000 Bldgs/Grds Expense	1,144.44
Grainger Industrial Supply	53000 Bldgs/Grds Expense	488.96
Green Waste	53100 Trash Removal (Non-Fair)	100.72
Hawes Ranch & Farm Supply	53000 Bldgs/Grds Expense	429.54
Holt of California	52900 Equipment Expense	25.92
Home Depot	53000 Bldgs/Grds Expense	386.47
Indoff	50700 Office Supplies	116.02
Jack Waterman Web Design	54400 Monthly Web Design (Oct)	16.25
Jack Waterman Web Design	54410 Monthly Web Design - Fair Information	21.67
Les Schwab Tires	52900 Equipment Expense	8.25
North Valley Distributing	53000 Bldgs/Grds Expense	896.91
Office Depot	50700 Office Supplies/Expense	235.09
Pacific Gas & Electric	52800 Utilities (Photovoltaic Cumulative Fees)	26,575.58
Pacific Gas & Electric	52800 Utilities	517.94
Parsley's Pest Control	53000 Bldgs/Grds Expense	60.00
Red Bluff Auto Electric	52900 Equipment Expense	12.58
Red Bluff True Value Hardware	53000 Bldgs/Grds Expense	18.21
Rental Guys - Chico	53000 Bldgs/Grds Expense	50.41
Roberson Enterprises	63400 Exhibit Supplies	176.06
Tehama County Lock	53000 Bldgs/Grds Expense	10.17

**d. Approve October/November Paid Bills** - Manager Eidman reviewed paid bills for October/November

PAYEE	DESCRIPTION	AMOUNT
Tehama Motor Parts	52900 Equipment Expense	18.99
Thomes Creek Rock Co.	53005 Transformer Issue	203.62
Tulelake-Butte Valley Fair	66780 Light Tower Transport	300.00
Vision Communications	57830 Radio Rental	230.00

**e. Approve Delegations of Authority:**

**1. Special Manager Delegation of Authority to Pay Bills:** Mark O. Eidman, CEO, is authorized to execute F31 Rental Agreements up to \$5,000.00, STD 210 Short Form Contracts up to \$5,000.00, and STD 213 Standard Agreements in the amount of \$10,000.00 as long as these contracts do not exceed a one year term, without further authorization from the Board of Directors.

The CEO is also authorized to execute emergency F31 Rental Agreements, STD 210 Short Form Contracts, and STD 213 Standard Agreements as long as these contracts do not exceed a one year term, without prior authorization from the Board of Directors. However, the CEO is to notify the members of the Executive Committee upon negotiation of any such agreements.

All such executed agreements, however, are to be submitted to the Board of Directors for review at the subsequent meeting. The duration of delegation is authorized for a one year period, January 1, 2012 through December 31, 2012.

**2. Workers' Compensation Insurance:** The members of the Board of Directors of the Tehama District Fair who volunteer their services for any Fair related activity, contract employees, and any volunteer labor, probation people, work furlough people or wards of the Justice or Superior Court who are working off fines at the Fairgrounds, be covered under the Workers' Compensation Insurance Policy administered through California Fair Services Authority.

The duration of delegation is authorized for a one year period January 1, 2012 through December 31, 2012.

**GENERAL CORRESPONDENCE** - Manager Eidman reviewed the following correspondence:

**a. F&E Update** - Rebecca Desmond, Director Fairs & Expositions, updating what is currently happening at F&E. F&E recently discovered a computer calculation error that affects the supplemental allocations sent to fairs last June. Some fairs have been overpaid and will have to return the money, some were underpaid and will receive their corrected allocation; others were not impacted at all. F&E staff has hand-calculated all the supplemental allocations and have notified all the Fairs that were impacted. What is expected to be the last CDFA Fairs Consortium meeting was held on Tuesday, October 18, 2011. It was a valuable discussion on emergency funding, governance and the future of fairs. Currently a draft of the meeting is being assembled and will be sent to all fairs. Secretary Ross will be sending her recommendations to the Governor in November. F&E is looking forward to the CFA Budget Workshop November 1 through 3, 2011.

**b. D2011-05 New Legislation Regarding Certain Events at DAAs** - Rebecca Desmond, Director Fairs & Expositions, inform fairs of recent legislation (AB 74) which adds Section 11000.10 to the Government Code effective January 1, 2012, and adds to the code District Agricultural Association (DAA) procedures regarding certain events on fairgrounds. This is known as the Concert and Music Festival Safety Act or Sasha's Law. This legislation will require in DAA (or joint powers agency that includes a DAA) that contracts for an event to be held on property that the DAA owns or operates, with an expected attendance level of over 10,000 to conduct a threat assessment of the proposed events. If the event is a performance that by its nature places the performers at risk, including, but not limited to, rodeos and monster truck rallies, then the event action plan is not required to address that risk.

**c. PLP 2010 Update for SEIU and Excluded Employees** - Gay Faivre, Human Resources, CDFA, this is a reminder, the Personal Leave Program 2010 (PLP 2010) will end at the conclusion of the October 2011 pay period for all SEIU and excluded employees. This is also a reminder there is no expiration date for accrued Furlough hours, but this time must be used prior to separation from state service or it will be lost.

**d. Thank You Notes:**

- Tehama County Farm Bureau - thanking the Fair for supporting the 2011 Giant Pumpkin Contest by allowing the event to be held on the fairgrounds.
- Plum Valley School - Jade, a student and Peggy Zane, Teacher Assistant - thanking the Fair for supporting Farm Day. Both enjoying the learning experience.
- Tehama County Department of Education - Lisa Sandberg, Education Fair Day Chairman, thanking the Fair for their contribution to the success of the 2011 Education Fair Day. Plans for the 2012 Education Fair Day are already underway.

**GENERAL CORRESPONDENCE - continued:**

- Corning School - several student thank you notes for Education Fair Day.
- e. **Shasta Regional Community Foundation** - Beth Freeman, Director of Community Programs, thanking the Fair for submitting the grant application requesting funds to install a commercial kitchen. Unfortunately the application was not selected to receive a grant. Ms. Freeman encouraged the Fair to continue our work to support our communities.

**OCTOBER 2011 INTERIM RENTAL REPORT**

a. **Revenues Received** - Manager Eidman reviewed October interim rental revenue which generated \$52,701.00 as compared to \$53,201.00 for October 2010, a decrease of \$500.00. Manager Eidman reported we gained several small events totaling revenue of \$3,120.00; increased revenue from barrel races, go karts, and the Western Open Fiddle Championships totaling \$3,309.00. The big loss of revenue was the decrease of \$6,138.00 from the monster truck show compared to 2010.

b. **Attendance Reports** - Reported attendance for the month of October was 23,943; year to date 123,755. 2010 attendance year to date was 107,315.

**IR11-57 RB MONSTERS, LLC**

a. **Financial Report 2011 vs 2010** - Manager Eidman referred to the settlement sheet mailed in the Director's packet.

	<b>2011</b>		<b>2010</b>
<u>Gross Admissions</u>	<u>\$ 181,167.00</u>	<u>Decrease 22%</u>	<u>\$ 221,531.00</u>
7% of Gross Due 30 <sup>th</sup> DAA	\$ 12,681.69	Decreased 22%	\$ 15,507.17
Parking Revenue @ 25% car parked	\$ 3,285.00	Decreased 25%	\$ 4,101.50
Food Concessions @ 10%	\$ 5,028.42	Increase 7%	\$ 4,714.88
Liquor Concessions @ 15%	\$ 0.00	Decreased	\$ 918.30
Kegs of Beer Sold @ \$60.00/keg	\$ 2,760.00	Decreased 33%	\$ 3,660.00
Merchandise	<u>\$ 3,007.00</u>	Decrease 33%	<u>\$ 4,000.20</u>
Total Revenue Due 30 <sup>th</sup> DAA	\$ 26,762.11	Decreased 23%	\$ 32,902.05
Less Non Refundable Deposit	<\$ 5,000.00>		<\$ 5,000.00>
Less Payment Oct 13 Rec #39775	<\$ 21,762.11>		<\$ 27,902.05>
<b>Total Adjustment Due to Calculation Error</b>	<b>\$ 0.00</b>		<b>\$ 1.61</b>
Plus After Event Charges - Dumpsters	<u>\$ 650.00</u>	Janitorial Crew	<u>\$ 975.00</u>
Less Payment Oct 27 Rec #39806			
<b>Additional Amount Due as of Oct 31</b>	<b>\$ 0.00</b>		<b>\$ 976.61</b>
<b>Decreased Revenue for 2011</b>	<b>\$ 6,139.94</b>		

**4<sup>th</sup> OF JULY HERITAGE DAYS INCOME/EXPENSE REPORT UPDATE:** Manager Eidman reported he still has not received an accounting of the 2011 4<sup>th</sup> of July Heritage Days even after repeated requests. Manager Eidman said the Fair was reimbursed \$1,798.00 on October 13, 2011 for the CFSA event insurance and State Fire Marshall event inspection. On October 21, 2011, the rental fee of \$2,500.00 was paid and on October 25, 2011, the Fair also received \$300.00, beer revenue.

**MANAGER'S REPORT:** Manager Eidman reported on the following:

a. **Manager's Conference - 2012 Budget Preparation** - Manager Eidman said the conference was held in Sacramento, November 1, 2, & 3, 2011. Sadly the State's budget is falling apart, more cuts are expected; the Fair industry should not look for the State to reinstate Fair funding. The Department of Food & Agriculture introduced a new program called Play It Safe. The program educates the public regarding contamination possibilities in the livestock exhibit barns and surrounding areas; food consumption should be avoided, frequent hand washing is encouraged. Manager Eidman brought back a Play It Safe kit which includes a video and signage. Lots of conversation regarding Fairs increasing their revenue. Some of the ideas were:

- ▶ increase Fair admission
- ▶ hold fund raisers
- ▶ Fair friends/booster club/foundations to sell beer during annual Fair or all events held on grounds
- ▶ Fair friends/booster club/foundations park cars or be security during annual Fair or all events held on grounds

**MANAGER'S REPORT: a. Manager's Conference - continued:**

- ▶ buildings/areas/barns/fence naming rights or advertisement signs
- ▶ all volunteer staff
- ▶ Maintenance Department use 3 wheel bikes instead of motorized vehicles
- ▶ cut all premiums offered except livestock divisions
- ▶ only offer on line entering; don't print Exhibitor Handbook
- ▶ secure sponsors for ribbons; put their business logo on ribbons
- ▶ sell life time passes to annual Fair
- ▶ sell all events, all year pass held on the grounds
- ▶ sell blue ribbon winner cook book
- ▶ Junior Livestock Auction Committee funding livestock judges
- ▶ raise an animal to sell at the end of the livestock auction during Fair
- ▶ garden or fruit stand in parking lot

There were many discussions on how to reduce the budget; one was to come up with a 100 ways to reduce \$1,000.00 from the budget. Discussion on not complying with all the State's required reports; Fair's were encouraged to continue submitting the reports just to stay in the State's favorable graces if funding was ever again a possibility. Manager Eidman said it was a very informative conference; budget suggestions, future outlook of the Fair industry, were just a few of the discussions held.

**1. Exhibitor Entry Fees and Premiums Paid** - Manager Eidman reported entry fees were increased in all still divisions from \$1.00 to \$2.00 including the junior department which in the past has not had entry fees. Manager Eidman went through and drastically cut premiums in all areas; all junior stills no longer offer premiums, all showmanship classes no longer offer premiums. Ribbons were also reduced; in the still divisions 1<sup>st</sup> place will receive a ribbon, 2<sup>nd</sup> and 3<sup>rd</sup> will receive stickers. Livestock ribbons were not eliminated but size was reduced. The horse show is still being discussed. Manager Eidman invited the Directors to review the reductions. Manager Eidman said he would expect these increases and reductions to have a significant negative affect on next year's entry counts. The suggested reductions is a possible savings of:

Ribbons	2011 - \$3,218.53	2012 - \$1,966.03	Cut - \$1,252.50
Premiums Offered	2011 - \$31,285.00	2012 - \$9,394.50	Cut - \$21,890.50

**b. Return Photovoltaic II Refinance Funding Advance to F&E** - Manager Eidman explained in June of 2011, F&E sent all Photovoltaic II fairs a funding advance for the proposed refinancing of the Photovoltaic Phase II project loans. The 30<sup>th</sup> DAA received a funding advance of \$37,833.00. The PVII fairs were instructed to establish a restricted account for the funds. Upon negotiating a beneficial restructure of the overall PVII loan the funding advance was to be reimbursed to F&E to use for the refinancing of the PVII loans. At the June 14, 2011 Board of Directors Meeting, the Directors approved authorizing Director Kerstiens, President of the 30<sup>th</sup> DAA and Manager Eidman, CEO to sign the 2010/2011 Supplemental Allocation Fairs and Expositions Funding Agreement. Manager Eidman reported the funding advance was deposited into a CD where it still remains. All Photovoltaic II Fairs are now in litigation with the PNC, therefore, F&E is asking the funding advance be returned to them. After a short discussion, it was moved by Director Shatswell, seconded Director Bianchi, and carried to return the funding advance of \$37,833.00 for the Refinancing of the Photovoltaic Commercial Loan to Fairs & Expositions.

**c. Law Suit - Lida and Robert Chase vs 30<sup>th</sup> DAA** - Manager Eidman reported Tehama District Fair/30<sup>th</sup> DAA and the County of Tehama has been released from the Chase vs 30<sup>th</sup> DAA law suit regarding the 2008 Red Bluff Round-Up bull incident. The Red Bluff Round-Up Association is still in litigation regarding the incident.

**d. Length/Cost of Cyclone Fence for South Boundary of Trinity Parking Lot** - at the October 18, 2011 Board of Directors meeting, Manager Eidman read a letter from Charles Walter, a Fair neighbor. Mr. Walter explained his property borders the south boundary of the east parking lot and there have been chronic issues during events on the Fairgrounds. After a discussion the Board directed Manager Eidman to research installing a cyclone security fence. Manager Eidman reported the length of the fence was 475 feet which would be an estimated \$10,000.00 to purchase fencing and installation. After a discussion with Mike Collins, Mr. Collins informed Manager Eidman, he still had the 9 inch gauge fencing which was removed from the front entrance when the new entrance was built. Mr. Collins thought, including material and labor, the fence could be built the entire length of the border, approximately 600 feet, for under \$5,000.00. Manager Eidman said the Maintenance Department and community service workers would assist Mr. Collins. Manager Eidman said the Fair still had the old front entrance post. After a discussion, it was moved by Director Bianchi, seconded Director Dagorret, and carried to install the 475 foot fence, not to exceed \$5,000.00, by using the old front entrance 9 inch gauge fencing and posts, and the Fair Maintenance Department.

**MANAGER'S REPORT: e. Computers/Software/Internet Upgrades - continued:**

**e. Computers/Software/Internet Upgrades** - Manager Eidman introduced Donald Hughes, Computer Logistics, explaining Mr. Hughes is here to answer any further questions the Directors may have before making a decision. Manager Eidman suggested at least replacing the Business Assistant and the Office Assistant computers. Mr. Hughes assured the Directors the networking between the old and new computers would work well. It was moved by Director Bianchi, seconded by Director Shatswell, and carried to approved spending \$2,500.00 to replace two computers which included monitors and licencing fees.

**f. May Fund Raiser** - Manager Eidman reported shortly after Fair, Megan Mandolfo, Miss Tehama County, approached him with an idea to sponsor a fund raiser. It was decided May 12, 2012, would be a spaghetti dinner fund raiser. Manager Eidman asked for the Directors to become actively involved in this fund raiser saying the potential could be significant to the success of the 2012 Fair.

**g. Cell Phone Tower** - Manager Eidman reported he met with a cell phone tower broker, looking for cell phone tower placement in the Red Bluff area. The gentleman represented several major companies and had a working relationship with DGS. After a short discussion the consensus of the Board was to have Manager Eidman further pursue the possibility of providing cell tower space. Director Redamonti cautioned Manager Eidman to verify credentials and to check references to verify authenticity.

**h. Drop In The Bucket Fund** - Director Kerstiens thanked Mary Jayne Eidman for the idea saying it was a good one and would like to know how to advance the idea. Manager Eidman reported Western Open Fiddle Championship donated \$129.00 to the Drop In The Bucket Fund. A discussion pursued.

**i. Governor's Appointment Secretary** - Manager Eidman reported he received a telephone call from the Governor's Appointment Secretary, scheduling an hour conference call on Monday, November 21<sup>st</sup> at 4:00 p.m. Manager Eidman was advised to encourage Directors with expired terms to reapply if they have not submitted an application since Governor Brown took office.

**j. 2012 Operating Budget** - Manager Eidman noted a draft copy of the 2012 Operating Budget was distributed to each Director to review. The Finance Committee will meet on Thursday, November 17 to work on the 2012 Budget and give their recommendations at the December 5 Board meeting. Manager Eidman said he will continue working on the budget with the Finance, but this will give the Directors a sense of what to expect.

**FRIENDS OF THE FAIR** - Don Krois, Red Bluff Round-Up Association Director, said there was nothing to report.

**OCTOBER 2011 FINANCIAL REPORTS:** Manager Eidman reviewed all the Check Register, Income/Expense and Balance Sheet reports included in the Board packet.

**3<sup>RD</sup> QUARTER FINANCIAL REPORT:** Manager Eidman reviewed the reports explaining it was only a. Income/Expense Report and b. Income/Expense Report

**a. Income/Expense Report** (compares current year to date figures with prior year to date figures) - The 3<sup>rd</sup> Quarter 2011 revenues are \$569,347.53, an increase of \$27,265.01 over 2010 \$542,082.52. 3<sup>rd</sup> Quarter 2011 expenditures are \$668,255.36, an increase of \$49,651.51 over 2010 \$618,603.85. 2011 net loss <\$98,907.83>; 2010 net loss <\$76,521.33>.

**b. Income/Expense Report** (compares current year to date figures with current year operating budget) - The 2011 Operating Budget annual revenue projection is \$618,100.00. The 3<sup>rd</sup> Quarter 2011 actual revenues of \$569,347.53 are under 2011 annual budget projection by <\$48,752.47>. The 2011 Operating Budget annual expense projection is \$780,577.00. The 3<sup>rd</sup> Quarter 2011 actual expenses of \$668,255.36 are under 2011 annual budget projection of <\$112,321.64>. Net income year to date <\$98,907.83>; year to date budget projection <\$162,477.00>; year to date variance \$63,569.17.

**c. Revenue/Expense Net Income Chart** (current year to date revenue/expenses/net income) - No report

**d. Cash Flow Report** (current year to date cash receipts, cash payments and change in cash over specific time period) - No report

**e. Balance Sheet** (current year to date assets/liabilities/capital) - No report

**FINAL FAIR REPORTS**

**a. Fair Attendance Reports (paid attendance year to year & day to day/gate receipts vs daily temperatures)** - As reported at the October 18, 2011 Board of Director's Meeting.

**b. Fair Financial Reports (gross food sales w/o beer/food & beer year to year/concert revenue & expense/Fair revenue & expense)** - As reported at the October 18, 2011 Board of Director's Meeting.

**c. Fair Thank You Dinner Critique** - all Directors said they would be attending the November 16<sup>th</sup> Thank You dinner. Director Kerstiens asked the Directors to wear their Director shirts.

Board of Directors Meeting  
November 15, 2011

**FINAL FAIR REPORTS - continued:**

**d. 2012 Fair Theme** - Manager Eidman reported at the March 16, 2010 Board of Director's Meeting the Fair themes for the 2011 through 2015 were presented and approved. The 2012 Fair theme is Share The Magic. The Tehama Trail Marketplace Committee has chosen beef as their product to focus on for the 2012 Fair and asked the Board if they would incorporate beef into the 2012 Fair Theme. Director Bianchi said he thought the Fair theme already approved would be fine. The Board agreed.

**e. Set Fair Dates 2013-2014-2015** - There was a lengthy discussion regarding researching the idea of looking for a summer or spring Fair date. It was moved by Director Dagherret, seconded by Director Redamonti, and carried to approve 2013 Fair dates for September 26, 27, 28 & 29. It was moved by Director Dagherret, seconded by Director Redamonti, and carried to approve researching the possibility of moving the Fair to a June or July date in 2014.

**MATTERS OF INFORMATION**

**a. Next Board Meeting** - Monday, December 5, 2011 at 1:00 p.m. in the Tehama Room.

**ADJOURN INTO EXECUTIVE SESSION**

After a five minute break the Directors convened into Executive Session at 3:00 p.m. to discuss the photovoltaic law suit. The Executive Session adjourned at 3:15 p.m. into open session.

**OPEN MEETING**

The Board of Directors reconvened at 3:15 p.m. into open session. Director Kerstiens reported Manager Eidman advised the Directors of the status of the litigation with PNC vs PVII. The Board gave directions to staff regarding the law suit.

**ADJOURNMENT** - It was moved by Director Bianchi, seconded by Director Shatswell, and carried to adjourn the meeting at 3:18 p.m.

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Chief Executive Officer

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President of the Board