



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Hospitality Committee

To Be Held

Wednesday, July 19, 2017 at 4:00 p.m.

In the
Directors' Room
Solano County Fairgrounds
Vallejo, California

Norma Placido, Chair

Bill Luiz, Vice Chair

Mike Coakley

Rosie Enriquez

Norma Lisenko

Kathy Marianno

Matters of Information

The Solano County Fair Association does not discriminate against persons with disabilities. If you wish to attend this meeting and you will require assistance to participate, please call the Fair Association at (707) 551-2000 at least 24 hours in advance of the meeting to make reasonable arrangements to ensure accessibility to this meeting.

Non-confidential materials related to an item on this Agenda submitted to the Board after distribution of the agenda packet are available for public inspection at the Solano County Fair Association's Administration Office, 900 Fairgrounds Drive, Vallejo, CA or the Solano County Government Center, 675 Texas Street, Fairfield, CA.

Our Mission:

To ensure a positive experience for the public by providing a year-round multi-purpose venue that showcases and celebrates the wide variety of resources and activities to our diverse communities.



AGENDA

1. CALL TO ORDER

All matters noticed on this agenda, in any category, may be considered for action as listed. Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Chair.

2. ROLL CALL

3. CHANGES TO OR DELETIONS FROM THE AGENDA

4. APPROVAL OF THE AGENDA

5. PRESENTATION / PUBLIC COMMENT

6. NEW BUSINESS

- a. Discussion of hospitality activities at the 2017 Solano County Fair.
 - i. Board hosted "pot luck" function on Director's Patio Wednesday, August 2 4 – 6 pm.
 - ii. Celebrate Solano BBQ lunch in Grass Arena Saturday, August 5 11 am – 1:30 pm.

7. COMMITTEE MEMBERS' COMMENTS

8. ADJOURNMENT

Date of Notice: Friday, July 14, 2017



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Silent Auction Committee

To Be Held

Wednesday, July 19, 2017 at 5:00 p.m.

In the Directors Room
Solano County Fairgrounds
Vallejo, California

Carole Paterson, Chair

Ray Bell

Gary Falati

Kathy Marianno

Dennis Yen, Vice Chair

Mike Coakley

Norma Lisenko

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1. CALL TO ORDER

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2. ROLL CALL

3. CHANGES TO OR DELETIONS FROM THE AGENDA

4. APPROVAL OF THE AGENDA

5. APPROVAL OF MINUTES OF WEDNESDAY, JUNE 21, 2017

6. PRESENTATION / PUBLIC COMMENT:

7. NEW BUSINESS

- a. Discussion of the annual Silent Auction during the Celebrate Solano BBQ during the 2017 Solano County Fair.

8. COMMITTEE MEMBERS COMMENTS

9. ADJOURNMENT

Date of Notice: Friday, July 14, 2017



**SOLANO COUNTY FAIR ASSOCIATION
SILENT AUCTION COMMITTEE MEETING MINUTES
June 21, 2017**

1. Minutes of the Silent Auction Committee meeting held on June 21, 2017 at 5:00 pm in the Directors' Patio with Chair Carole Paterson presiding.

2. **COMMITTEE MEMBERS PRESENT:** Chair Paterson, Chair
Dennis Yen, Vice Chair Kathy Marianno Ray Bell Gary Falati

MEMBERS ABSENT: Norma Lisenko (excused), Mike Coakley (excused)

OTHERS PRESENT: Stephen Hales, General Manager; Michael Passey, Deputy General Manager

3. **CHANGES OR DELETIONS FROM THE AGENDA:** There were no changes or additions to the agenda.

4. **APPROVAL OF THE AGENDA:** It was moved by Director Falati and seconded by Director Marianno to approve the agenda. The motion carried unanimously.

5. **PUBLIC COMMENTS / PRESENTATIONS:** None.

6. **NEW BUSINESS:**

a. **Discussion of the Silent Auction at the 2017 Solano County Fair**

Chair Paterson led a review of the 2017 Silent Auction and BBQ.

- Chair Paterson reported that Donation Letters had been sent.
- Chair Paterson reported that she had met with artists Phil and Chad Glashoff and they are happy to work with us again. Same terms as last year (50-50) unless we can get better terms.
- Discussion about purchasing tickets to the Golden Bear Fleet Week cruise. The tickets go on sale on August 1st. Perhaps purchase for a family of four.
- Director Bell will bring his limo down to display and auction off a limo ride auction item.
- Chair Paterson reviewed the auction item receipt form. She asked staff to get more printed to distribute to Fair Board members.
- GM Hales reported that staff recommendation on purchasing auction software was that to hold off for this year as it didn't appear that it would be cost effective. Committee members agreed. The topic should be revisited in September or October as part of the overall budget cycle.
- The Fire Department dinner needs to be put on hold for this year.
- State Senator Bill Dodd still needs to be contacted

- Director Yen will contact Vallejo Admirals. Only problem is that their season is almost over by Fair time but he will pursue.
- Erin Hannigan's office called and they will participate. She is the only member of the Board of Supervisors that has responded.
- Chair Paterson will contact the County Sherriff to try and arrange a boat trip.
- Opportunity to tour the endive manufacturing plant in Dixon. Director Williams will look into that.
- Try and get a Jelly Belly basket
- Follow up and see if we can get another donation from Diane Feinstein.
- Also auction off barn doors again and other "stuff" in the horse barn area.
- Ask Marcia Coffman to attend the next meeting
- Confirmation that we will have the same tenting as last year.

Action: Informational only item. No Action Required.

7. COMMITTEE MEMBER COMMENTS:

None

8. ADJOURNMENT:

It was moved by Director Falati and seconded by Director Yen that the meeting be adjourned. The motion carried unanimously.

Respectfully submitted,



Stephen G. Hales
General Manager & Chief Executive Officer



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Finance Committee

To Be Held

Wednesday, July 19, 2017 at 5:45 p.m.

In the Directors Room
Solano County Fairgrounds
Vallejo, California

Dennis Yen, Chair
Mike Coakley
Bill Luiz
Carole Paterson

Ray Simonds, Vice Chair
Gary Falati
Joe Lopez

Matters of Information

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AGENDA

1. CALL TO ORDER

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2. ROLL CALL

3. CHANGES TO OR DELETIONS FROM THE AGENDA

4. APPROVAL OF THE AGENDA

5. APPROVAL OF THE MINUTES OF JUNE 21, 2017

6. PRESENTATION / PUBLIC COMMENT:

7. NEW BUSINESS

- a. Review of and action regarding recommendation to the Board regarding the June 30, 2017 Financial Statements.

8. COMMITTEE MEMBERS COMMENTS

9. ADJOURNMENT

Date of Notice: July 13, 2017



**THE SOLANO COUNTY FAIR ASSOCIATION
FINANCE COMMITTEE MEETING MINUTES
June 21, 2017**

1. Minutes of the Finance Committee meeting held on Wednesday, June 21, 2017 at 5:45 p.m. in the Directors Room with Chair Dennis Yen presiding.
2. **COMMITTEE MEMBERS PRESENT:** Dennis Yen, Chair

Mike Coakley; Bill Luiz; Carole Paterson; Ray Simonds

MEMBERS ABSENT: Mike Coakley, excused

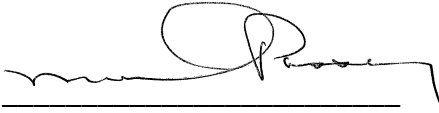
OTHERS PRESENT: Stephen Hales, General Manager; Mike Passey, Deputy GM
3. **CHANGES TO OR DELETIONS FROM THE AGENDA:** None
4. **APPROVAL OF THE AGENDA:** It was moved by Director Paterson and seconded by Director Luiz that the agenda of the Finance Committee meeting be approved. The motion carried unanimously.
5. **APPROVAL OF THE MINUTES OF MAY 17, 2017:** It was moved by Director Luiz and seconded by Director Paterson that the minutes of May 17, 2017 be approved. The motion carried unanimously.
6. **PRESENTATION/ PUBLIC COMMENT:** None
7. **NEW BUSINESS**
 - a. **Review of and action regarding recommendation to the Board regarding the May 31, 2017 Financial Statements.**

Committee Chair Dennis Yen led a page by page discussion of the May 31, 2017 financial statements.

ACTION: Director Paterson moved and Director Luiz seconded that the May 31, 2017 financial statements be approved. The motion carried unanimously.
8. **COMMITTEE MEMBERS COMMENTS:** None

9. **ADJOURNMENT**: It was moved by Director Paterson and seconded by Director Luiz that the meeting be adjourned. The motion carried unanimously.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Mike Passey", written over a horizontal line.

Mike Passey
Deputy GM

Solano County Fair Association
Statement of Financial Position
June 30, 2017
Unaudited

ASSETS

Assets

Current assets

Cash and cash equivalents	236,553
Accounts receivable- general	20,121
Accounts receivable- leases	254,432
Accounts receivable- other	58,947
Inventory	7,266
Deposits and prepaid	6,157
Total current assets	583,477

Noncurrent assets

Land	167,085
Buildings & grounds, net	762,076
Equipment, furniture and fixture, net	14,631
Capital assets, net	943,792
Intangible assets, net	5,800
Total non current assets	949,593

Deferred Outflows of Resources

Deferred outflows related to pensions	109,036
Total deferred outflows of resources	109,036

Total assets and deferred outflows of resources	1,642,106
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Solano County Fair Association
Statement of Financial Position
June 30, 2017
Unaudited

LIABILITIES AND NET ASSETS

Liabilities

Current liabilities

Accounts payable	56,235
Deferred revenue	7,453
Guaranteed deposits	62,874
Payroll payable and other liabilities	12,867
Compensated absences (current portion)	24,418
Pension obligation bonds (Solano County allocation)	101,301
Current debt associated with fixed assets	79,754
Total current liabilities	344,902

Noncurrent liabilities

Compensated absences	46,733
Long term debt associated with fixed assets	391,634
Net OPEB liability (Solano County allocation)	77,172
Net pension liability (Solano County allocation)	1,060,154
Pension obligation bonds (Solano County allocation)	633,654
Total noncurrent liabilities	2,209,347

Deferred Inflows of Resources

Deferred inflows related to pensions	278,120
Total deferred inflows of resources	278,120

Net Position

Invested in capital assets	472,404
Temporary restricted- capital project/ maintenance	17,397
Temporary restricted- parking lot improvements	13,960
Temporary restricted- Fair Hands/ Ag Day	37,264
Temporary restricted- racing facilities improvements	10,669
Jr livestock auction reserve	10,955
Unrestricted resources	(1,752,913)
Total net position	(1,190,263)

Total liabilities, net assets and deferred inflows of resources	1,642,106
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<i>FYI Undesignated net position</i>	<i>288,452</i>
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Solano County Fair Association
Statement of Earnings for the Period Ending
June 30, 2017
Unaudited

Revenues	Current Month	2017 Year-to-Date	2016 Year-to-Date	2017 Budget	% of Annual Budget
Operating Revenues					
Fair gate admissions	\$ -	\$ -	\$ -	\$ 214,700	0%
Fair parking/ RV space rental	-	-	-	99,700	0%
Fair concessions/ carnival	-	-	-	166,935	0%
Fair commercial space	-	-	-	44,000	0%
Fair entry fees	3,770	5,831	7,535	10,000	58%
Facility rental	150,098	583,951	510,466	870,200	67%
Satellite wagering	45,045	285,843	309,990	513,800	56%
Lease revenue	100,569	309,349	298,606	752,214	41%
Sign revenue	14,717	59,323	63,260	120,000	49%
Sponsorship/ silent auction revenue	5,550	51,754	61,740	94,200	55%
Miscellaneous	-	-	977	5,000	0%
Total operating revenues	<u>\$ 319,749</u>	<u>\$ 1,296,051</u>	<u>\$ 1,252,574</u>	<u>\$2,890,749</u>	<u>45%</u>
Other Revenues					
State apportionment	-	-	32,487	32,487	0%
Other non-operating revenue	-	3,339	3,000	29,240	
Interest revenue	\$ 228	\$ 338	\$ 1,867	\$ 100	338%
.33 funds	-	-	32,928	40,356	0%
Total other revenues	<u>\$ 228</u>	<u>\$ 3,677</u>	<u>\$ 70,281</u>	<u>\$ 102,183</u>	<u>4%</u>
Total Revenues	<u>\$ 319,977</u>	<u>\$ 1,299,729</u>	<u>\$ 1,322,855</u>	<u>\$2,992,932</u>	<u>43%</u>
Expenses					
Wages/ payroll tax	\$ 61,329	\$ 456,467	\$ 477,755	\$1,050,019	43%
Workers' comp/ health/ comp absense	16,614	97,276	84,606	184,010	53%
Pension expense	11,747	70,287	75,635	162,081	43%
Professional services	17,071	117,308	142,204	374,401	31%
Supplies and expenses	7,441	52,561	44,296	105,950	50%
Utilities, water, and garbage	32,305	120,265	113,356	273,401	44%
Equipment maintenance	4,202	35,161	26,245	33,500	105%
Liability Insurance	7,268	47,502	40,187	89,100	53%
Dues, permits, assessments	1,135	54,013	56,989	104,607	52%
Buildings and grounds	5,593	27,271	25,127	47,450	57%
Advertising/ promo/ publications	5,642	16,580	14,383	95,300	17%
Travel/ meetings/ training	860	15,580	13,334	32,440	48%
Directors' expense	437	5,512	7,056	21,500	26%
Equipment rental	2,133	17,805	22,079	167,150	11%
Entertainment- stages and ground	-	-	-	105,700	0%
Premiums	-	5,220	4,283	33,800	15%
Bank charges, credit card fees	967	4,234	4,264	11,800	36%
Cash short/ (over), bad debt	43	215	(28)	-	
Equipment (non capitalized)	813	6,512	8,723	3,500	186%
Special projects	940	9,488	4,102	64,240	
Donated services/ sponsor expenses	-	-	16,144	11,600	0%
Interest expense	1,541	9,246	10,413	20,825	44%
Total Expenses	<u>\$ 178,081</u>	<u>\$ 1,168,503</u>	<u>\$ 1,191,153</u>	<u>\$2,992,374</u>	<u>39%</u>
Net Profit/(Loss) prior to depreciation	<u>\$ 141,897</u>	<u>\$ 131,226</u>	<u>\$ 131,703</u>	<u>\$ 558</u>	
Less depreciation	<u>\$ 19,858</u>	<u>\$ 120,276</u>	<u>\$ 140,029</u>	<u>\$ 237,000</u>	<u>51%</u>
Net income/ (loss) after depreciation	<u>\$ 122,039</u>	<u>\$ 10,950</u>	<u>\$ (8,326)</u>	<u>\$ (236,442)</u>	

Solano County Fair Association
Statement of Earnings by Department
For the Period Ending
June 30, 2017
Unaudited

	Fair			Ag Day			Facility Rentals			Solano Race Place			Leases			Electronic Sign		
	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017
Revenues	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget
Operating revenues																		
Fair gate admissions	\$ -	\$ -	\$ 214,700															
Fair parking/ RV space rental	-	-	99,700															
Fair concessions/ carnival	-	-	166,935															
Fair commercial space	-	-	44,000															
Fair entry fees	5,831	7,535	10,000															
Facility rental							583,951	510,466	870,200									
Satellite wagering										285,843	309,990	513,800						
Lease revenue													309,349	298,606	752,214			
Sign revenue																59,323	63,260	120,000
Sponsorship/ silent auction revenue	19,050	30,590	66,200	32,704	31,150	28,000												
Miscellaneous	-	925	5,000															
State apportionment																		
Other non-operating revenue																		
Interest revenue																		
.33 funds																		
Total Revenues	\$ 24,881	\$ 39,050	\$ 606,535	\$ 32,704	\$ 31,150	\$ 28,000	\$ 583,951	\$ 510,466	\$ 870,200	\$ 285,843	\$ 309,990	\$ 513,800	\$ 309,349	\$ 298,606	\$ 752,214	\$ 59,323	\$ 63,260	\$ 120,000
Expenses																		
Wages/ payroll tax	\$ 20,860	\$ 19,552	\$ 175,704	\$ 5,862	\$ 4,024	7,482	\$ 86,929	\$ 51,120	\$ 89,458	\$ 69,904	\$ 72,337	\$ 142,678	\$ -	\$ 326	\$ 614	\$ -	\$ 301	\$ 614
Payroll accrued																		
Workers' comp/ health/ comp absenses	1,765	5,023	9,331	328	189	348	9,939	7,580	14,155	17,144	18,137	34,927	-	15	29	-	14	29
Pension expense	2,439	2,572	5,951	-	-	-	1,933	1,959	4,730	11,867	12,384	25,700	-	-	-	-	-	-
Professional services	23,033	19,140	156,788	813	-	400	54,364	31,200	84,624	27,912	44,889	68,160	-	2,000	2,000	1,220	1,219	1,441
Supplies and expenses	7,118	7,668	33,575	7,579	6,094	5,800	10,229	7,028	16,000	6,445	6,216	13,500	-	-	-	2	23	200
Utilities, water, and garbage	-	-	22,400	-	-	-	28,649	35,931	56,000	26,436	22,069	55,000	15,773	14,868	43,501	22,807	19,590	51,000
Equipment maintenance	-	151	-	-	-	-	1,237	239	-	869	-	-	85	-	-	-	-	-
Liability Insurance	572	1,871	3,600	-	-	-	2,865	1,510	4,500	-	-	-	-	-	-	-	-	-
Dues, permits, assessments	1,472	2,268	3,214	-	-	-	652	1,398	1,145	1,102	2,212	3,219	40,946	40,962	83,204	650	724	1,125
Buildings and grounds	5,970	5,846	16,550	375	385	400	5,260	2,538	3,000	5,413	2,515	6,000	756	842	1,000	586	1,218	2,500
Advertising/ promo/ publications	7,707	7,482	81,300	260	520	-	191	333	1,500	6,756	6,047	12,500	-	-	-	-	-	-
Travel/ meetings/ training	933	187	15,950	12,513	11,770	13,000	78	4	500	389	467	500	-	-	-	28	77	140
Directors' expense	141	572	10,500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equipment rental	-	10,993	139,100	1,254	1,188	1,500	12,022	6,218	14,500	-	321	1,000	1,348	1,351	2,900	-	750	2,000
Entertainment- stages and ground	-	-	105,700	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Premiums	5,220	4,283	33,800	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Bank charges, credit card fees	756	642	4,400	-	-	-	1,323	1,101	1,900	-	-	-	-	-	-	-	-	-
Cash short/ (over), bad debt	-	-	-	-	-	-	217	(6)	-	(2)	(22)	-	-	-	-	-	-	-
Equipment (non capitalized)	923	1,538	-	-	-	-	3,171	4,428	3,000	1,611	873	-	-	-	-	-	844	-
Special projects	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Donated services/ sponsor expenses	-	194	1,600	-	-	-	-	15,950	10,000	-	-	-	-	-	-	-	-	-
Interest expense	-	-	-	-	-	-	-	-	-	-	-	-	9,246	10,413	20,825	-	-	-
Total Expenses	\$ 78,910	\$ 89,983	\$ 819,463	\$ 28,983	\$ 24,169	\$ 28,930	\$ 219,057	\$ 168,531	\$ 305,012	\$ 175,847	\$ 188,446	\$ 363,184	\$ 68,155	\$ 70,776	\$ 154,073	\$ 25,293	\$ 24,761	\$ 59,049
Net Profit/(Loss) before depreciation	\$ (54,029)	\$ (50,933)	\$ (212,928)	\$ 3,721	\$ 6,981	\$ (930)	\$ 364,894	\$ 341,935	\$ 565,188	\$ 109,996	\$ 121,544	\$ 150,616	\$ 241,194	\$ 227,830	\$ 598,141	\$ 34,030	\$ 38,499	\$ 60,951

Solano County Fair Association
Statement of Earnings by Department
For the Period Ending
June 30, 2017
Unaudited

	Admin			Maint			Guest Safety			Other			Total		
	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017	2017	2016	2017
Revenues	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget	Year-to-Date	Year-to-Date	Budget
Operating revenues															
Fair gate admissions													0	0	214,700
Fair parking/ RV space rental													0	0	99,700
Fair concessions/ carnival													0	0	166,935
Fair commercial space													0	0	44,000
Fair entry fees													5,831	7,535	10,000
Facility rental													583,951	510,466	870,200
Satellite wagering													285,843	309,990	513,800
Lease revenue													309,349	298,606	752,214
Sign revenue													59,323	63,260	120,000
Sponsorship/ silent auction revenue													51,754	61,740	94,200
Miscellaneous													-	52	5,000
State apportionment													-	32,487	32,487
Other non-operating revenue													3,339	3,000	0
Interest revenue													338	1,867	100
.33 funds													-	32,928	40,356
Total Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,677	\$ 70,333	\$ 72,943	\$ 1,299,729	\$ 1,322,855	\$ 2,963,692
Expenses															
Wages/ payroll tax	\$ 146,087	\$ 132,901	\$ 273,499	\$ 101,558	\$ 150,457	\$ 301,420	\$ 24,737	\$ 25,609	\$ 52,550	\$ 530	\$ -	\$ -	456,467	456,627	1,044,019
Payroll accrued	\$ -	\$ 21,128	\$ 6,000										0	21,128	6,000
Workers' comp/ health/ comp absenses	36,921	17,908	58,300	29,763	34,586	64,450	1,387	1,155	2,441	30	-	0	97,276	84,606	184,010
Pension expense	31,792	28,149	61,000	19,121	27,407	57,000	3,134	3,164	7,700				70,287	75,635	162,081
Professional services	4,070	33,431	45,000	-	-	-	5,896	10,326	15,988				117,308	142,204	374,401
Supplies and expenses	5,226	4,284	8,775	13,327	10,829	23,950	2,635	2,154	4,150				52,561	44,296	105,950
Utilities, water, and garbage	-	-	-	26,601	20,899	45,500	-	-	-				120,265	113,356	273,401
Equipment maintenance	141	193	500	28,605	24,465	30,000	4,224	1,198	3,000				35,161	26,245	33,500
Liability Insurance	44,065	36,806	81,000	-	-	-	-	-	-				47,502	40,187	89,100
Dues, permits, assessments	8,925	6,920	10,100	266	2,505	2,600	-	-	-				54,013	56,989	104,607
Buildings and grounds	-	-	-	8,910	11,782	18,000	-	-	-				27,271	25,127	47,450
Advertising/ promo/ publications	1,667	-	-	-	-	-	-	-	-				16,580	14,383	95,300
Travel/ meetings/ training	1,403	185	1,500	235	354	850	-	291	-				15,580	13,334	32,440
Directors' expense	5,370	6,484	11,000	-	-	-	-	-	-				5,512	7,056	21,500
Equipment rental	228	410	650	2,953	846	5,500	-	-	-				17,805	22,079	167,150
Entertainment- stages and ground	-	-	-	-	-	-	-	-	-				0	0	105,700
Premiums	-	-	-	-	-	-	-	-	-				5,220	4,283	33,800
Bank charges, credit card fees	2,154	2,520	5,500	-	-	-	-	-	-				4,234	4,264	11,800
Cash short/ (over), bad debt	-	-	-	-	-	-	-	-	-				215	(28)	0
Equipment (non capitalized)	405	54	-	206	986	-	197	-	500				6,512	8,723	3,500
Special projects	-	-	-	-	-	-	-	-	-	9,488	4,102	64,240	9,488	4,102	64,240
Donated services/ sponsor expenses	-	-	-	-	-	-	-	-	-				0	16,144	11,600
Interest expense	-	-	-	-	-	-	-	-	-				9,246	10,413	20,825
Total Expenses	\$ 288,455	\$ 291,375	\$ 562,824	\$ 231,544	\$ 285,114	\$ 549,270	\$ 42,211	\$ 43,897	\$ 86,329	\$ 10,047	\$ 4,102	\$ 64,240	\$ 1,168,503	\$ 1,191,153	\$ 2,992,374
Net Profit/(Loss) before depreciation	\$ (288,455)	\$ (291,375)	\$ (562,824)	\$ (231,544)	\$ (285,114)	\$ (549,270)	\$ (42,211)	\$ (43,897)	\$ (86,329)	\$ (6,370)	\$ 66,231	\$ 8,703	\$ 131,226	\$ 131,703	\$ (28,682)

Jr Livestock Auction- Solano County Fair

Statement of Financial Position as of

June 30, 2017

Unaudited

ASSETS

Assets	June 30, 2017
Assets	
Cash and cash equivalents	14,158
Accounts receivable	<u>0</u>
Total assets	<u><u>14,158</u></u>

LIABILITIES AND AUCTION RESERVES

Liabilities	
Liabilities	
Accounts payable	0
Deferred revenue	<u>3,203</u>
Total liabilities	<u>3,203</u>
Jr livestock auction reserve	
Profit (loss) jr livestock auction	(2,215)
Jr livestock auction reserve as of Jan 1	<u>13,170</u>
Jr livestock auction reserve	<u>10,955</u>
Total liabilities and auction reserve	<u><u>14,158</u></u>

Jr Livestock Auction- Solano County Fair

Statement of Earnings

For the Period Ending

June 30, 2017

Unaudited

	Current Month	2017 Year-to-Date	2016 Year-to-Date
Revenues			
JLA- receipts from buyers	-	-	-
JLA- auction fund contributions	-	-	50
JLA- prior year revenue	-	-	778
Total Revenues	\$ -	\$ -	\$ 828
Expenses			
JLA- payment to sellers	-	-	-
JLA- lunch/dinner	-	-	-
JLA- labor costs	-	-	-
JLA- supplies & expenses	2,038	2,215	409
JLA- leases & rentals	-	-	-
Total Expenses	\$ 2,038	\$ 2,215	\$ 409
Net Profit/(Loss)	\$ (2,038)	\$ (2,215)	\$ 419

JLA Reserve as of January 1	\$ 13,170
Add net profit/ (loss)	\$ (2,215)
JLA Reserve	\$ 10,955



NOTICE OF MEETING

Solano County Fair Association

Meeting of the Board of Directors

To Be Held

Wednesday, July 19, 2017 at 6:00 p.m.

In the Directors Room
Solano County Fairgrounds
Vallejo, California

Directors

Lee Williams, President & Chair

Mike Coakley, Vice President

Dennis Yen, Treasurer

Ray Bell, Director

Gary Falati, Director

Joe Lopez, Director

Kathy Marianno, Director

Norma Placido, Director

Rosie Enriquez, Director

Norma Lisenko, Director

William Luiz, Director

Carole Paterson, Director

Raymond Simonds, Director

Matters of Information

The Solano County Fair Association does not discriminate against persons with disabilities. If you wish to attend this meeting and you will require assistance to participate, please call the Fair Association at (707) 551-2000 at least 24 hours in advance of the meeting to make reasonable arrangements to ensure accessibility to this meeting.

Non-confidential materials related to an item on this Agenda submitted to the Board after distribution of the agenda packet are available for public inspection at the Solano County Fair Association's Administration Office, 900 Fairgrounds Drive, Vallejo, CA or the Solano County Government Center, 675 Texas Street, Fairfield, CA.

Our Mission:

To ensure a positive experience for the public by providing a year-round multi-purpose venue that showcases and celebrates the wide variety of resources and activities to our diverse communities.



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AGENDA

1. CALL TO ORDER

All matters noticed on this agenda, in any category, may be considered for action as listed. Any items not so noticed may not be considered. Items listed on this agenda may be considered in any order, at the discretion of the Chair.

2. ROLL CALL

3. PLEDGE OF ALLEGIANCE

4. APPROVAL OF MINUTES OF BOARD MEETINGS

- a. Regular Meeting of June 21, 2017.

5. CHANGES TO OR DELETIONS FROM THE AGENDA

6. APPROVAL OF THE AGENDA

7. PUBLIC COMMENT/PRESENTATIONS

(This is your opportunity to address the Board on a matter not listed on the Agenda, but it must be within the subject matter jurisdiction of the Board. Comments are limited to 3 minutes per speaker.)

8. COMMITTEE REPORTS

- a. **Ad Hoc Race Place Future Committee** – Report on Ad Hoc Committee meeting of Wednesday, July 12, 2017

ACTION: Discussion and possible action regarding the Committee's recommendations pertaining to the Farringtons Sports Bar in Pleasant Hill, CA proposal to add a "mini-satellite" wagering operation to their facility.

- b. **Hospitality Committee** – Report on Committee meeting of Wednesday, July 19, 2017.

ACTION: Discussion and possible action regarding the Committee's recommendations for the Board's Pot Luck BBQ on Wednesday, August 2 and the Celebrate Solano BBQ on Saturday, August 5 at the 2017 Solano County Fair.

- c. **Silent Auction Committee** – Report on Committee meeting of Wednesday, July 19, 2017.

ACTION: Discussion and possible action regarding the Committee's recommendations regarding the Silent Auction during the Celebrate Solano BBQ at the 2017 Solano County Fair.



- d. **Finance Committee** – Report on Committee meeting of Wednesday, July 19, 2017.

ACTION: Discussion and action regarding the Committee’s recommendation on the June 30, 2017 Financial Statements.

9. GENERAL MANAGER’S REPORT

- a. Update on the Solano County Fair (Wednesday, August 2 – Sunday, August 6, 2017).
- b. Update on Division of Fairs & Expositions / California Fair Alliance / Legislative Issues (*Business Development Manager Mike Ioakimedes*)
- c. Horse Racing (*Solano Race Place Facility Manager Rene Edens*)
- d. Other Matters.

10. PRESIDENT’S REPORT

11. DIRECTORS’ COMMENTS

12. ADJOURN

Adjourn the meeting until the next regularly scheduled meeting of the Solano County Fair Association Board of Directors on Wednesday, August 23, 2017 at 6 p.m.

Date of Notice: Friday, July 14, 2017



**SOLANO COUNTY FAIR ASSOCIATION
MINUTES FOR MEETING OF BOARD OF DIRECTORS
June 21, 2017**

1. Minutes of the monthly meeting of the Solano County Fair Association’s Board of Directors held on June 21, 2017 at 6:00 pm in the Directors’ Room with President Lee Williams presiding.

2. **DIRECTORS PRESENT:** Lee Williams, President & Chair
Mike Coakley Vice President
Dennis Yen, Treasurer

Ray Bell	Norma Lisenko	Kathleen Marianno	Norma Placido
Gary Falati	Carol Paterson	Rosie Enriquez	Raymond Simonds
William Luiz			

DIRECTORS ABSENT: Joe Lopez (excused), Patricia Moreira

OTHERS PRESENT: Stephen Hales, General Manager & Chief Executive Officer; Michael Passey, Deputy General Manager & Chief Financial Officer; Mike Ioakimedes, Business Development Manager; Rene Edens, Solano Race Place Manager; Kim Alexander Yarbor, Deputy County Counsel; Richard Scheidt, Director of Planning & Government Relations, California Authority of Racing Fairs; Debbie Egidio, Principal, DTS Egidio.

3. **PLEDGE OF ALLEGIANCE:** The Pledge of Allegiance was led by Director Simonds.

4. **APPROVAL OF MINUTES OF THE BOARD MEETING OF June 21, 2017:** It was moved by Director Placido and seconded by Director Paterson to approve the minutes of the June 21, 2017 Board meeting
a. The motion to approve the minutes was carried unanimously.

5. **CHANGES OR DELETIONS FROM THE AGENDA:** There were no changes to the agenda.

6. **APPROVAL OF THE AGENDA:** It was moved by Director Paterson and seconded by Director Marianno to approve the agenda as amended. The motion carried unanimously.

7. **PUBLIC COMMENTS / PRESENTATIONS:** None.

8. PRESENTATIONS

a. CALIFORNIA AUTHORITY OF RACING FAIRS (CARF)

- i. Mr. Scheidt informed the board about Farrington's Sports Bar in Pleasant Hill attempt to expand their existing operation to include a mini satellite wagering facility (SWF).
- ii. In 2010 Farrington's made a similar request that received SCFA approval. Farrington's Pleasant Hill proposal is within both SCFA's 20-mile territorial radius (16 miles) as well as Golden Gate Fields' 20-mile territorial radius (15 miles).
- iii. Farrington also has a similar request related to opening a SWF in Sacramento. Farrington's Sacramento proposal falls within Cal Expo's 20-mile territorial radius.
- iv. Scheidt was at the meeting to answer questions concerning SCFA's decision making process as to the Farrington's waiver request.
- v. CARF's position is that there is a need for more, especially in Northern California, SWF's so they support the Pleasant Hill proposal. There have been 6 or 7 sites in Southern California that have been granted waivers to operate within existing SWF's 20-mile areas and they all are performing well
- vi. There is currently a spot bill pending in the California Legislature that proposes to eliminate the 20-mile territorial rights. This bill is not expected to pass but it is a sign that there are some in the horse racing industry who would like to do away or reduce the size of SWF territorial areas.
- vii. Should this bill or a similar bill pass it would mean SCFA would have no say over any new local SWF's.
- viii. The benefit of granting a waiver could be in developing a new revenue stream as well as gaining goodwill with the California Horse Racing Board (CHRB) and California horsemen in general.
- ix. The possible negative impacts could be that the increased competition might result in a decrease in SCFA's "handle" (revenue). Players that live in the Pleasant Hill area may go to the new facility rather than SCFA-SWF
- x. In 2010, Farrington's received all necessary regulatory approvals, but failed to gain the permission of their landlord to modify lease to allow for this change in use.
- xi. Farrington has obtained their landlord's permission first before beginning the regulatory process.
- xii. Comments from the Board – President Williams – SCFA projections show that SCFA-SWF potentially having a negative cash flow in 2020. Given those projections would new competition add to that challenge? There were promises made when SCFA agreed to close the live horse racing that have not been kept. Things haven't gone SCFA's way in the past – concerned that granting of a waiver might be a repeat of prior experience.
- xiii. How would granting the waiver benefit SCFA? – Scheidt responded that without going into details in an open session there is the potential to develop a new income stream. Additionally, while there is no timetable as to when the territorial rights might be eliminated, if they are then the SCFA would no longer have any say about new SWF's.
- xiv. How soon does Farrington's need an answer? – Farrington would like to move ASAP. Scheidt offered to facilitate the Board visiting Farrington's Pleasant Hill operation to get a better idea of the type and feel of their operation.
- xv. Solano Race Place Manager Edens reported that the corridor between Martinez and Brentwood might represent between 10% and 18% of current cliental likely due to traffic

congestion and commute patterns. It is difficult to predict if any new revenue stream would fully compensate for the potential loss of existing patronage.

- xvi. Director Yen suggested that questions from Fair Board be directed back to the Ad Hoc Race Place committee – they will continue to study the issue and report back to the full board.
- b. **Hospitality Committee** – *Note: Director Placido had to leave the meeting early and requested that she be allowed to give the report on the informal meeting of the Hospitality Committee at this point in the meeting. With the Board’s approval, Director Placido proceed:*

The Hospitality Committee met on Wednesday, May 31st, a quorum was not present. The members discussed the Board hosting a new BBQ to be held on Wednesday, August 2nd in conjunction with the opening day activities of the Fair. This will be pot luck BBQ with Fair Board directors contributing dishes. Invitees to include Fair Directors, their spouses, Fair staff and spouses, Solano County Supervisors and Solano County Senior Management staff. The estimated guest count is between 40 and 50 guests. Fair staff will draft and distribute invitations. There will be a list circulated for Fair Directors to sign up for which dishes they are bringing.

Celebrate Solano BBQ – Chair Placido reported that there had been a discussion about improving the registration process at this event. Creating multiple lines to register guests should speed up the process. This year the buffet line will be staffed to monitor food portions.

The next meeting of the Hospitality Committee is scheduled for Wednesday, July 12, 2017.

c. **DTS Egidio**

Debbie Egidio updated the Board on the 2017 Marketing, Advertising & Public Relations efforts. The overall marketing budget is \$92,000 which represents 3.1% of the total annual Fair operations budget.

The \$92,000 is broken down into:
\$12,500 – allocated to Solano Race Place
\$1,500 – allocated to Facilities Rentals (Interim events)
\$78,000 – Allocated to the annual Fair

The Fair ad buys reflect \$57,000 in cash ad buys and \$21,000 in in-kind ad trades.

Egidio recommended that future marketing funds be shifted from the Fair to facilities rentals as they represent the largest revenue generating category. Director Yen asked for a specific amount and Egidio responded that since the overall budget is not expected to grow that \$20,000 be shifted from the Fair to Facilities rental. Egidio stated that in her experience it is counter-intuitive to put less ad dollars into your highest profit and highest revenue generator.

9. COMMITTEE REPORTS:

a. Finance Committee – Report on Committee Meeting of June 21, 2017

- i. Chair Yen reported that the Finance Committee met earlier in the day and recommended approval of the May 31, 2017 financial statements as presented.
- ii. **Action:** It was moved by Director Luiz and seconded by Director Paterson to approve the May 31, 2017 financials as presented. The motion carried unanimously.

b. Silent Auction – Report on committee meeting of June 21, 2017

- i. Chair Paterson reported that the committee is doing magnificent work and things are proceeding nicely. To date there are over 25 auction items received.
- ii. Additionally, cash donations received are being used to purchase additional auction items.
- iii. The next committee meeting is scheduled for Wednesday, July 19th at 5:00 pm.

c. Ad Hoc Race Place – Report on Committee Meeting of May 18, 2017

- i. Chair Yen reported that at the previous Ad Hoc meeting the committee heard basically the same report given to the Board this evening. More homework needs to be done on the Farrington waiver request.
- ii. The committee is also looking at the larger picture concerning overall operational issues facing the Solano Race Place, and how to best maximize the asset.

d. Hospitality Committee – Report on Meeting of May 31, 2017 (*Informal meeting only, quorum not present*)

- i. Reported earlier in meeting.

e. Solano 360 Implementation Committee – Report on Meeting of June 1, 2017

- i. Director Falati asked Business Development Manager Mike Ioakimedes to report on the Solano 360 meeting held on June 1 at the County Building

Ioakimedes reported that the situation was unchanged since the Board was last updated at their May meeting. There does seem to be an acknowledgement that brick and mortar retail will not be the horse that pulls this project wagon.

The project has all its needed entitlements, a big first hurdle for any project, but doesn't not seem to have a viable concept to move the development forward.

There was some discussion about the prioritization and importance of potentially tearing down Expo Hall.

There was also a discussion about the traffic improvements proposed along Fairgrounds Drive from Redwood Street to Highway 37.

10. GENERAL MANAGER'S REPORT:

- a. **Update on Solano County Fair (August 2-6, 2017)** - GM Hales reported that Fair preparations are on-track and proceeding nicely.

- b. **Update on Legislative Issues** - loakimedes reported that both AB 1499 and SB 368 are moving forward.
 - i. County Budget Hearing
 - 1. It was approved in the coming County fiscal year budget for an expenditure of \$ 4 million (from the County building fund) for demolition of the racing grandstand and auxiliary buildings along with \$1.7 million for renovations and improvements to yet unspecified existing buildings.
- c. Other Matters – Deputy GM Passey reported on a new distribution system for complimentary Fair tickets and passes.

11. PRESIDENT’S REPORT

- a. President Williams had nothing to report this month.
- b. On a motion from Director Falati seconded by Director Marianno the board moved to closed session.

12. CLOSED SESSION

- a. Confer with and receive advice from Legal Counsel – Potential Litigation (California government Code Section 54956.9(b) – 1 case
- b. The Board returned from Closed Session with nothing to report.

13. DIRECTORS’ COMMENTS

- a. Director Falati – Wanted and received some clarification on the start time for the Celebrate Solano VIP BBQ
- b. Director Luiz – Asked about the funding for the BBQ. CFO Passey was not present so GM Hales answered as best as he could. More information to follow. The new BBQ on opening day costs will be covered by the Directors themselves.

14. ADJOURN

- a. It was moved by Director Paterson and seconded by Director Luiz that the meeting be adjourned until the next regular Board Meeting on July 19, 2017 at 6:00 p.m.

Respectfully submitted,



Stephen G. Hales
General Manager & Chief Executive Officer