

**39<sup>th</sup> District Agricultural Association**  
**Minutes of a Meeting of the BOARD OF DIRECTORS**  
**September 10, 2008**

A meeting of the Board of Directors of the 39<sup>th</sup> District Agricultural Association was called to order at 3:30PM by President Kautz in the Administration Building, Frogtown®, Angels Camp, CA on Wednesday, September 9, 2008.

- Call to Order**                      President Kautz called the meeting to order at 4:05PM.
- Pledge of Allegiance**            Director Folendorf led all persons present in reciting the Pledge of Allegiance.
- Directors Present:**                President Kautz, Vice President Folendorf, Aschwanden (arrival @ 4:10PM), Callan, Campbell, Downum, and Trincherro
- Directors Absent:**                 AlRafiq, Erickson
- Staff Members Present:**        Ray Malerbi, General Manager; Laurie Giannini, Facility Marketing; Jesse Truelock, Senior Maintenance; Terri Truelock, Groundskeeper
- Guests:**                              Sherri Smith, Greenhorn Creek Administrator; Buck King, Frog Jump Committee; Marilyn Ficus, Public, Jerri Mills, Angels Sheet Metal CEO; Mike Taylor, Calaveras Enterprise; Kathy Mazzafero, Bank of Stockton Vice President; Sean Janssen, Union Democrat; Pat Van Lieshout, JLC; Kim Landreth, Brete Hart FFA; Ryan Sullivan, JLC; John Hamilton, thepinetree.net

**Minutes of Meetings**

A motion was made by Director Callan and seconded by Director Trincherro to approve the August 13, 2008 Board Meeting Minutes. The motion passed.

**Reports**

Rules Recommendations for Board approval from the Junior Livestock Committee

1. Limit the number of dairy goats an exhibitor can bring, no more than one entry per class, limited to four per division.
2. Change the weight range on market rabbits, 3.00 - 5.5 lbs, a pen of 3 may not weigh less than 10.5 lbs.
3. Add market classes for single rabbit fryers, weight range 3.5-5.5lbs
4. Increase the maximum weight on market lambs from 145 - 155lbs.
5. Eliminate the pay to weight on steers from 1350 lbs – Discussion and explanation that we can continue the practice as it against the law
6. Recommend that the bottom wt. on steers be increased to 1150lbs for the 2010 Fair – Discussion followed, decision to table recommendation
7. Allow exhibitors whose animal are injured or die after the show and before the auction to substitute an animal, owned by said exhibitor in the same division that is market ready. The exhibitor will rotate to the end of the sale order
8. County Bred and Bred by exhibitor will become a class and must be pre-entered by the exhibitor – discussion followed and rule amended to make County bred and bred by exhibitor separate categories and charges be imposed as in all other categories
9. Expand junior horse/ gymkhana eligibility to all bordering counties
10. Intact male goats are not permitted to be used in Showmanship Classes.

Recommendations 1, 2, 3, 4, 5, 7, 9 and 10 recommended passing by Director Folendorf, seconded by Director Callan - passed unanimously as written; #6 no action taken.

Recommendation # 5 failed for lack of a motion

Recommendation # 8 motion to approve as amended by Director Folendorf, seconded by Director Trincherro - passed unanimously

#### 2009 FAIR PLANNING

- Update of recommended 2009 Fair Plan (copy attached)  
Staff presented an outline of the 2009 Fair – discussion followed regarding the following:
  - Transfer of focus and funding from headliner to arena events
  - Raise of Fun Jump Frog Jump fee by \$1
  - Frogeteria turned into a Pub – needs to be a restaurant
  - Move of commercial exhibits to Mark Twain Hall

Acceptance of the plan as written proposed by Director Folendorf, seconded by Director Callan – motion passed unanimously

#### FINANCIAL REPORT

- July Financial Report – although approval recommended by Finance Committee, due to clerical error copies not available to full Board - tabled until October Board Meeting
- 2009 Budget reviewed and explained by Finance Committee Chair Aschwanden who was carrying the Committee's recommendation for approval, seconded by Director Trincherro. Discussion followed including:
  1. Director Campbell expressed the concern of the Frog Jump Committee that raising the Fun Jump price by \$1 was a concern and suggested looking at alternatives, including a special price on kids' day
  2. Director Downum expressed concern that more expense cuts need to be made. The cost of supplies is extremely high. CEO Malerbi explained that the figures include supplies for all departments of the Fair and he would be happy to do a line item explanation of expenses and also provide a ledger detail to the Board if requested. Director Aschwanden explained that the Finance Committee did a line item study of the budget and were satisfied the proposed budget was reasonable. No requests were made for detail or line item explanations.
  3. Director Downum stated there is a need for interim events and without maintenance staff how can we get additional business or service the business we currently have. The salary for the CEO and Facility Marketing Representative are extremely high, and reducing them to ½ time and keeping the maintenance staff full time that is currently scheduled for lay off might be a consideration. President Kautz explained that the recommendation of the ad hoc committee named to study possible solutions to the budget crisis and develop an action plan had made the recommendations as structured in the budget proposal and it was approved at the July Board Meeting.
  4. President Kautz called for the vote:

Aye	Aschwanden, Folendorf, Callan, Campbell, Trincherro, Kautz
Nay	Downum

Motion passed.

#### NEW BUSINESS

- Request by Director Downum for Committee assignment clarification
  - A report was provided by CEO Malerbi that Director Downum was appointed to the Finance Committee at the January Board Meeting, but when President Kautz submitted his list of committee assignments at the end of January the Finance Committee was changed

- Director Downum asked if the change was due to her asking questions about the financials; President Kautz stated that was not the case, that he did not remember the January appointment and made the official list. Director Downum was assigned to different committees. Director Downum requested the minutes of the January Meeting be amended to reflect she was not appointed to the Finance Committee. CEO Malerbi said he would check with counsel if approved minutes could be changed.
- Friends of the Calaveras County Fair and Jumping Frog Jubilee  
CEO Malerbi reported that the 501 (c) (3) has applied for their tax exempt status and is now a functioning body. He will bring back a recommendation to the Fair Board to limit the numbers of Fair Directors and formalize any future associations with the Friends of the Fair with agreements.

#### 11. UNFINISHED BUSINESS

- Request by Director Aschwanden for “Fixed Cost” breakdown – no discussion
- Request by Director Erickson for Directors’ expense breakdown - no discussion, Director Downum volunteered to give Director Erickson her copy of the ledger detail

#### 12. CORRESPONDENCE

- Two thank you notes from scholarship recipients

#### 13. MARKETING MANAGER’S REPORT

- An updated event sheet through the end of the year was provided
- A copy of the JLC minutes of the 8/15/08 meeting was provided
- A copy of the Frog Jump Committee minutes of 9/8/08 was provided

#### 14. CEO’S REPORT

- A breakdown of the Fair’s Revenue Protection Insurance Claim was provided
- A report of negotiations with Ovations as pertains to 2009 was reviewed
- A report of the status of the investigation of the 2008 carnival accident was given as well as the negotiations with Midway of Fun as pertains to 2009 was reviewed
- Marketing Rep Giannini has been asked to speak at an F&E “Nuts & Bolts” session on disaster preparedness for office staff
- CEO Malerbi has been asked to be a part of a panel at CFA’s Managers’ Conference to discuss financial recovery for fairs
- The draft ADA report has been received
- Discussion took place regarding payment for the recycled rubber mats financed by Integrated Waste Management
- The Fair received I check for Flex Capital
- The next Board Meeting is scheduled for 10/8/08.
- CEO Malerbi requested a community meeting with the Marketing and Programs Committee and received Board approval. The meeting is scheduled for 10/1/08 at 5:00PM in the Frogeteria

#### 15. MATTERS OF INFORMATION

#### 16. ADJOURNMENT