



**52nd District Agricultural Association**  
Wednesday, Aug 9, 2023, at 5:30 p.m.

Cal Expo Fair Office, Board Room  
1600 Exposition Blvd,  
Sacramento, CA 95815

## **BOARD MEETING MINUTES**

### **I. Call to Order**

### **II. Roll Call**

- a. Mike Albiani Board President, Director Evan Corder, Director Arturo Barajas, Director Serina Correa present
- b. Director Coby Turner, Director Coby Turner absent
- c. Director Arturo Barajas moved to excuse Director Coby Turner and Director Denise Tugade. Director Evan Corder 2<sup>nd</sup> the motion. All voted unanimously to excuse Director Denise Tugade and Director Coby Turner. Motion passed.

### **III. Introduction of Guests and Staff**

- a. CEO Matt Cranford and Jim Vietheer were present.

### **IV. Public Comment on items not on the agenda**

- a. N/A

### **V. Approval of Minutes**

- a. President Albiani moved to approved the minutes for February 8, 2023. Director Evan Corder 2<sup>nd</sup> the motion. All voted unanimously. Motion passed.

### **VI. CEO Report (Informational Only) - CEO Cranford**

- a. Overall attendance was down but the per cap spending has a \$3 increase.
- b. We have been working with ticketing people, feel like we are missing people entering fair grounds (back gates), based off cell phones we had about 138,000 people but ticketing and gates do not match that
- c. Revenue at the gates was \$348,000 and JLA was \$1.5 M+
- d. We have not yet closed out with Cal Expo yet to get completed financials
- e. Starting to plan the 2024 fair, would like to get the handbooks done by



December to have less last-minute planning.

- f. Need to close out auction financials, need kids to finish filling out thank you cards.
- g. Going to have a meeting with Jennifer Mason, Tina, Allison, and livestock people to go over how the fair went to try and get more details smoothed out for next year. Need to improve horse show, looking into a new leader for that and working through the options. Horse shows all over have been going downhill and we need to make improvements.
- h. Showworks Management is very complex and has some problems. Could be doing things differently we can make a lot of improvements and have a new approach to using the system.
- i. County Fair let State Fair use the office for their fair. Joe Anderson helped with State Fair along with some other county fair staff. All the shipping and receiving and food audit went through our office.
- j. We had a good fair, needed to figure out what type of fair this is and it is definitely a livestock show and school tours is very large, want to focus on those to expand and improve for next year. Would like to use state fair farm, for school tours during county fair.
- k. Food, concerts and the carnival are going to get improvements too and were good this last year but the main reason people come to our fair is for livestock and Ag.

#### **VII. President's Report (Informational Only) – President Albiani**

- a. Fair went well, new livestock superintendent took charge and was organized and made the livestock people behave better and had less problems.
- b. Was able to walk around on Saturday and there was a good crowd and great weather.
- c. Some problems with horse show but we can fix and improve for next year, had some people try to sneak livestock out early so we need to figure out a way to make a point that you can't do that but not punish a 10-year-old for what their parent did.
- d. Sale went good thanks to everyone that helped out.
- e. Think we should process small animals not just have them all go resale, hard to do but we can figure something out.
- f. Had very few problems with kids getting checks.

#### **VIII. Financial Reports**

- a. Discussed that the financials we are looking at are pre-fair and the expenses are up, we haven't closed out the financials for after the fair, when we do it will change dramatically. They will be updated better for the next meeting.
- b. President Mike Albiani asked for approval of financials as presented and



we will look into the JLA numbers to see why they presented how they did. These packets include Profit & Loss Statements, Payroll Reports, Accounts Payable and Accounts Receivable reports. Director Serina Correa made a motion to accept with follow up on correction on 2023 assets/ liability and Director Arturo Barajas 2<sup>nd</sup> on the motion. Motion was passed unanimously.

**IX. Committee Reports**

**X. Old Business**

- a. Discussed Mandatory Training for Board of Directors and who still needs to finish it.
- b. Only have one Director left that needs to turn in their Form 700.

**XI. New Business**

- a. Discussed that we should do CFSA Worker's Compensation Coverage Resolution and that it will stay in place at CFSA , talked about this at previous meetings but did not have a quorum to vote. Director Barajas made a motion to put this in place, Director Correa 2<sup>nd</sup> on motion. Motion was passed unanimously.
- b. Have previously discussed putting new committees in place. Reviewed and discussed a system to assign people on New Committees (Finance Committee, Marketing Committee, Livestock Committee) decided the Directors will come up with who they want on the committees and the President will approve. Director Barajas made a motion to approve the three new committees and that the Board Members will submit their preferences on people to be on them and the president will approve. Director Correa 2<sup>nd</sup> on motion. Motion was passed unanimously. Board members will bring names to the next meeting for these committees.
- c. Reviewed 2023 Contracts (Standard, Concessions, Commercial) Director Barajas made a motion to approve the contracts, Director Corder 2<sup>nd</sup> on motion. Motion was passed unanimously.
- d. Director Corder made a motion to approve the 2024 Fair Dates – May 23-27, 2024. Director Correa 2<sup>nd</sup> on motion. Motion was passed unanimously.

**XII. Correspondence**

**XIII. Director Comments/Request for Agenda Items**

- a. Director Barajas requested to discuss officer positions at the next meeting.

**XIV. Future Board Meetings**



a. Wednesday, Sep 13<sup>th</sup>, 2023, 5:30pm

**XV. Adjourn**

Meeting adjourned at 6:48 pm