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ORANGE COUNTY FAIR & EVENT CENTER
BOARD OF DIRECTORS

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BOARD OF DIRECTORS MEETING,)
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OC Fair & Event Center
Administration Building
88 Fair Drive
Costa Mesa, California

Thursday, June 27, 2019
9:00 a.m.

Reported by:
LUIS R. HERNANDEZ

1 APPEARANCES OF ATTENDEES:
2 BOARD OF DIRECTORS:
3 BOARD CHAIR ROBERT RUIZ
4 VICE CHAIR SANDRA CERVANTES
5 DIRECTOR BARBARA BAGNERIS
6 DIRECTOR GERARDO MOUET
7 DIRECTOR ASHLEIGH AITKEN
8 DIRECTOR DOUG LA BELLE
9 DIRECTOR NEWTON PHAM
10 DIRECTOR NATALIE RUBALCAVA-GARCIA
11 DIRECTOR ANDREAS MEYER

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ALSO PRESENT:
KATHY KRAMER
JOSH CAPLAN, ESQ.
MICHELE RICHARDS
KEN KARNIS
NICK NICORA
TONY HENDRYX

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I N D E X

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Proceedings

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E X H I B I T S

None

1 Costa Mesa, California, Thursday, June 27, 2019

2 9:00 a.m.

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6 CHAIR RUIZ: Good morning. I will now call this
7 meeting to order.

8 Just a few house cleaning items: If you have a cell
9 phone, please put it on vibrate or silent it so you don't
10 disrupt the meeting.

11 Two, for those of you who are here for the first time,
12 we do have some restrooms. They're right behind you between
13 those two glass doors.

14 And the other item is, I'll call the meeting to order.
15 Okay. All matters noticed on this Agenda in any category may be
16 considered for action as listed.

17 Any item not so noticed may not be considered items.
18 I'm sorry. Items on this Agenda may be considered in any order
19 at the discretion of the Chairperson.

20 The mission of the OC Fair & Event Center is
21 celebration of Orange County's communities, interests,
22 agriculture, heritage with results justifying resources
23 expended.

24 At this time, we're going to do the
25 Pledge of Allegiance, and I would like to call on former Board

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1 member, Nick Berardino, to lead us in the Pledge of Allegiance.

2 MR. BERARDINO: Thank you very much, Mr. Chair.

3 Everyone, please, put your right hand over your heart.

4 Salute and face the flag. Ready, begin.

5 (Pledge of Allegiance recited)

6 CHAIR RUIZ: Okay. Now we move onto the roll call.

7 MADAM SECRETARY: Chair Ruiz?

8 CHAIR RUIZ: Present.

9 MADAM SECRETARY: Vice Chair Cervantes?

10 VICE CHAIR CERVANTES: Here.

11 MADAM SECRETARY: Director Bagneris?

12 (No response)

13 Director Mouet?

14 DIRECTOR MOUET: Here.

15 MADAM SECRETARY: Director Aitken?

16 (No response)

17 Director La Belle?

18 DIRECTOR LA BELLE: Here.

19 MADAM SECRETARY: Director Pham?

20 DIRECTOR PHAM: Here.

21 MADAM SECRETARY: Director Rubalcava-Garcia?

22 (No response)

23 And Director Meyer?

24 DIRECTOR MEYER: Here.

25 CHAIR RUIZ: Okay. Thank you.

1 Now we move onto the CEO's Operational Announcements
2 and Updates. And I will turn that over to CEO Kathy Kramer.

3 MS. KRAMER: Thank you, Chair Ruiz.

4 Good morning, everyone.

5 (All answered in the affirmative)

6 Well, it looks like the OC Fair elves made it into the
7 Board room. I think they're excited that in 15 days, we're
8 going to be opening the 2019 OC Fair and wanted to share a sneak
9 preview. Later in the meeting, we will certainly provide for
10 everyone all the highlights of the upcoming OC Fair.

11 Following the May Board of Directors meeting, the
12 Board's vote to fly the rainbow flag year-round at OCFEC
13 culminated with a celebration on Saturday, June 8th, at 10:00
14 a.m.

15 A flag raising was held to celebrate and officially
16 hoist the rainbow flag on the flagpole in front of the
17 administration building. The rainbow flag will be flown at
18 flagpoles across the fairgrounds year-round. Vice Chair
19 Cervantes and Director Meyer joined staff and representatives
20 from several local LGBTQ organizations to commemorate the event.

21 Unfortunately, some time on the evening of Tuesday,
22 June 11th, someone removed and vandalized the rainbow flag from
23 the flagpole in front of the administration office. This
24 incident was reported to local law enforcement officials who
25 have initiated investigation which is still underway.

1 The flag was replaced within a couple days of the
2 incident. A statement was issued by the OC Fair & Event Center
3 Board of Directors denouncing this action stating the extreme
4 disappointment that this offensive act occurred because it goes
5 against the message of community and inclusion that we believe
6 in.

7 The Orange County Wine Society hosted their 43rd
8 Annual Commercial Wine Competition, June 1st through 3rd. Over
9 2,900 California wines were judged by 90 renowned California
10 winemakers and wine principals. The weekend culminated with a
11 dinner and wine pairing and an opportunity to meet and interact
12 with many of the wine producers.

13 I want to thank Chair Ruiz and Director Meyer for
14 attending this dinner with staff.

15 Many of the award winning wines will be available
16 during the 2019 OC Fair in the wine courtyard operated by the OC
17 Wine Society and there are over 300 volunteers.

18 (Director Aitken arrived at 9:07 a.m.)

19 Speaking of volunteers, we hosted our annual
20 End-of-the-School-Year Docent Thank You Luncheon on June 6th.
21 The Centennial Farm docents are integral to the success of our
22 school tour programs by providing their volunteer services to
23 support this program during the school year.

24 Ending this year's school tour program, the 100
25 docents donated over 5,500 hours of service. We also had two

1 docents that received their 20 years of volunteer service pins.

2 I think that's a pretty good milestone for some volunteers.

3 Thank you to our docents for their service to the
4 community and helping us make the Centennial Farm school tours
5 possible.

6 We are working with the United States Census Bureau,
7 the Los Angeles Division, to help get the word out about the
8 upcoming 2020 U.S. Census. Their mission is to create awareness
9 in the community about the importance of being counted and
10 participating in the Census. They will have a booth at the
11 Community Connection Area to promote the upcoming 2020 U.S.
12 Census.

13 They're also partnering with other fairs across the
14 state to help reach large diverse demographics to promote the
15 upcoming census. Staff continues -- sorry. We'll wait for
16 Summer to get to the next slide.

17 Staff continues to work with the City of Costa Mesa in
18 preparation for the upcoming Independence Day Community
19 Celebration on Wednesday, July 3rd. This is a free public event
20 that will run from 5:00 p.m. to 11:00 p.m. Lots of fun for the
21 family, contests, live entertainment, and a pyrotechnic show at
22 9:00 p.m.

23 And don't miss the Pacific Symphony Summer Concert
24 Series kickoff this year. Celebration will take place on July
25 4th in the Pacific Amphitheater and will feature

1 Hotel California, a salute to The Eagles; a traditional salute
2 to the U.S. Armed Forces, and a fireworks. That's all on July
3 4th and tickets are still available. So come early and bring
4 your picnic baskets because you can picnic on the
5 Plaza Pacifica.

6 We just finalized one of the last pieces of our
7 organizational succession plan, the retiree legacy workshop.
8 Post-fair, we will be conducting these workshops for civil
9 service staff that are eligible to retire.

10 We'll also be surveying our seasonal staff this year
11 during the OC Fair to gauge their interest in future civil
12 service employment opportunities. I'll provide a more
13 comprehensive update on our organizational succession plan as
14 part of our 2020 Operating Budget presentation this fall.

15 Speaking of financials: Budget. There we go. Thank
16 you, Summer. I'd now like to present the May financials. For
17 the month of May, we're favorable to budget by and for the we
18 are favorable to budget by 1.4 million. These positive
19 variances are primarily due to timing of expenses.

20 Next slide, Summer. That's five months. Okay. Next
21 one. The Cash and Equivalence on hand as of May 31st, 2019, was
22 54 million versus last year at this time of 47 million. This is
23 a 14 percent increase representing \$6.7 million increase year
24 over year.

25 With the help of our financial software provider,

1 we've been able to create new reports providing staff more
2 comprehensive information to assist in managing their budgets.
3 Once the June financials have been published, we will have a
4 six-month snapshot. The entire management team will be meeting
5 to review the six-months actuals to budget. This information
6 will help us manage and forecast the remaining six months of
7 2019.

8 At this time, I'd like to turn it over to Ken Karns,
9 VP of Operations, for his Operational Update.

10 MR. KARNS: Thank you, Kathy. Good morning, Board.

11 A couple of items this month. In the Equestrian
12 Center, we did some emergency training. On Wednesday, June 5th,
13 the OCFEC Emergency Preparedness Training Module A was presented
14 to the Equestrian Center tenants, mostly comprised of boarders,
15 trainers, and other frequent users of the Equestrian Center.

16 Module A consists of four key components: Basic
17 emergency room preparedness, evacuation, fire, AED which is
18 automatic external defibrillator usage, and active shooter
19 workplace violence.

20 In addition to Module A, attendees participated in a
21 workplace violence active shooter tabletop exercise and received
22 a condensed version of our emergency training program Module B
23 which includes behavioral analysis tips and techniques as well
24 as behavioral pre-incident indicators.

25 Attendees were also provided the Equestrian Center

1 Emergency Response Manual which details emergency response
2 procedures tailored specifically for the Equestrian Center.
3 Contents include procedures, information, and assignment of
4 responsibilities in regard to evacuation, communication,
5 notification, extreme weather, AED usage, tourniquet usage,
6 freedom of expression activities, fire, earthquake, large animal
7 evacuation, and animal containment.

8 The Emergency Response Manual is also presented to
9 previously the entire Equestrian Center management team
10 personnel back in March. So that training occurred back in
11 March.

12 On the project -- on the fire alarm project in the
13 Equestrian Center -- as of Monday, June 6th, we completed the
14 construction installation of the fire alarm system in the
15 Equestrian Center.

16 On Friday, June 14th, we performed a demonstration of
17 how loud those alarm bells may be during the contractor's
18 pretest inspections scheduled for Thursday, June 20th. And the
19 final testing with Cal Fire, that is scheduled for Tuesday, July
20 2nd.

21 Again, on Thursday, June 20th at 11:00, we performed a
22 demonstration of the sound while the contractor's pretest being
23 performed. So on the 20th, the contractor's pretest consisted
24 of activating the visual notification devices -- strobe
25 lights -- inside the track rooms and the audible by activating

1 all the bells.

2 During the pretest, we are having the bells baffled to
3 limit sound. There was limited disruption of horses per barn,
4 and we activated all heat sensors.

5 On July 2nd at 11:00 a.m., the final fire alarm test
6 will be performed with Cal Fire. The Fire Marshal will have
7 full access to all the tack rooms, provision inspection. The
8 Fire Marshal will have access to several stalls in each barn to
9 activate the heat sensors. Everyone has really fully cooperated
10 in assisting this process and moving the horses as required.

11 When the final testing has been signed off as complete
12 by Cal Fire, the Equestrian Center Fire Alarm Project will
13 finally be complete and fully functioning. The facility is
14 currently being monitored by our outside monitoring company,
15 Boyd Security. When we're all done at that time, we'll be able
16 to cancel the fire watch team.

17 And finally, the feedback from numerous equestrians is
18 that the OCFEC team was very communicative and West Coast Fire
19 has been very accommodating to get the work done.

20 And that concludes my report for this month.

21 MS. KRAMER: Thank you, Ken. Thank you, Ken.

22 And that concludes my CEO Update.

23 CHAIR RUIZ: Thank you. Thank you, Kathy. Both you
24 and Ken.

25 I do have a couple of speaker cards on this item. So

1 I'm now going to call on Reggie Mundekis.

2 MS. MUNDEKIS: Withdrawn.

3 CHAIR RUIZ: Withdrawn. Okay.

4 MS. MUNDEKIS: We're on CEO's Reports; right?

5 CHAIR RUIZ: Yes.

6 MS. MUNDEKIS: Okay. Withdrawn.

7 CHAIR RUIZ: Okay.

8 Then I will call on the next person which is
9 Adam Carleton.

10 MR. CARLETON: Thank you, Board. Thank you, Chair.

11 And my name is Adam Carleton. I am your Vice
12 President of Finance and Administration here at the OC Fair.

13 And over six months ago, I was placed on
14 administrative leave suddenly by the CEO, and you've taken six
15 months. You can investigate almost anything. I've seen murder
16 investigations get done quicker than that. But it's been
17 dragging on and on and on.

18 And so we talk about the accomplishments of the CEO
19 and all the things she hasn't done. She hasn't even completed a
20 simple investigation and she spent, oh my gosh, you look at the
21 contracts, something is going; \$160,000.

22 And the investigator -- even though the letter they
23 sent to me was back in February -- didn't contact me for an
24 appointment until just a week ago.

25 And oddly, even though they know I have an attorney,

1 they hand-delivered or certified mail to my house on a Saturday,
2 so my wife had to sign for it and that I had to be there on a
3 Tuesday, and my attorney is busy. So it took a couple days to
4 get it going, but we made their scheduled appointment. It
5 happened just yesterday.

6 And for three-and-a-half hours, he went through this
7 entire long list of stuff and I answered all of his questions
8 accurately. Some of them were a bit confusing. We had to stop
9 the guy because it was like the land of the not-quite-right
10 where someone had told him some story that didn't quite add up,
11 and he's suppose to show me the source documents.

12 And when I did, some of them looked incomplete. I
13 said, "I remember this email having five pages." And the fifth
14 page is from the -- Mr. Jones -- Jason Jones, the CPA -- saying,
15 "and here is your 2016 Audit." Well, somehow that page was
16 missing off the emails.

17 And so we went through all these things and he finally
18 got around to the -- what we call the \$64 Question -- because
19 they never told me what I did wrong. They called it financial
20 errors and misconduct.

21 Okay. That could be anything. My attorney has
22 written them several times and they won't tell me. Six months
23 have gone by and she stalled and stalled looking for something;
24 getting affidavits from the staff.

25 So finally done and gets to the thing, I, kind of, was

1 ready for it. And he tries to tell me how there's this
2 overpayment of \$900,000. I said, "Are you trying to say that
3 there's any money still due in outstanding to or from the fair?"
4 And he um's and ha's and he finally admits: "Well, no."

5 And I said, "Well, then you got your accounts
6 receivable and your accounts payable mixed up." And I'll read
7 right from the contract. This is the RCS Contract where he was
8 getting at. It says: "A separate contract or contracts shall
9 be established for the concessions." And we do all of our
10 concessions through a concession system and we bill them on AR.
11 So we're not going to mix our AP and our AR. And there may be a
12 short period of time when you look at the balance sheet and go,
13 "Oh, yeah." But the guy had nothing. He was flummoxed.

14 Thank you.

15 CHAIR RUIZ: Thank you. Okay.

16 Now we will move onto Matters of Public Comment.
17 Public comment is not allowed on issues not on the current
18 Agenda; however, no debate by the Board shall be permitted on
19 such public comments and no action will be taken on such public
20 comment items at this time as law requires formal public notice
21 prior to any action on a docket item.

22 Speakers are requested to sign in prior to the start
23 of the meeting and are limited to three minutes. Comments will
24 be accepted on Agenda items during the meeting. Speakers
25 wishing to address the Board on items on the Agenda are

1 requested to sign in prior to the start of the meeting and
2 identify the Agenda item items on which you desire to address
3 the Board. Speakers are limited to three minutes.

4 Okay. Now we move onto the the next item which is the
5 minutes. If all the Board members have had a chance to
6 review --

7 MS. MUNDEKIS: Wait a minute. Public comment.

8 CHAIR RUIZ: Oh, I -- I apologize. You got to bear
9 with me. I'm dealing with a little bit of vertigo this morning
10 so please bear with me. I apologize.

11 Okay. All right. Okay. Public comments. I do have
12 some public speakers here, and the first one is Reggie Mundekis.

13 MS. MUNDEKIS: Good morning. I'm Reggie Mundekis.
14 And I'm addressing the public comment item. And thank you for
15 taking the opportunity to address you this morning.

16 I request, yet again, to move these meetings to the
17 evening. This is public property. You are appointed by the
18 Governor to serve the public and the public needs to be able to
19 attend these meetings. And the way you do that is you should
20 have them in the evening like City Councils and school boards
21 do.

22 I also request, yet again, that the committee meetings
23 be opened up to the public. You're working for the public.
24 You're making decisions in closed rooms which are then presented
25 to the public as fait accompli.

1 There has been recent criticism of the way that
2 Anaheim Mayor, Harry Sidhu, has been handling negotiations for
3 Angel Stadium that he's been doing it in closed rooms and he's
4 been doing it in private. And that is very similar to the way
5 that the committee business has been done here for many years.

6 I'd like to thank staff for their due diligence in
7 work and installing fire alarms and sprinklers in the
8 Equestrian Center. This is a wonderful safety upgrade and will
9 assure the safety of both the humans and the animals at the
10 Equestrian Center.

11 I request that a fire alarm and sprinkler system be
12 installed at Centennial Farm. There's no fire alarms and
13 sprinklers there, and you can walk over and you can see that.
14 These buildings house animals and are used for educational
15 events for students and Millennium Barn hosts large weddings and
16 other events. The lack of sprinklers and fire alarms in
17 Centennial Farm places human lives and animal lives at risk.

18 It would be great tragedy if a fire were to break out
19 there with all the combustible materials because it would be an
20 embarrassment to say the least if the fire was contained and
21 nothing was lost and possibly an unrecoverable public relations
22 problem if any human or animal is harmed.

23 So let's cap -- let's get sprinklers and fire alarms
24 for Centennial Farm in the budget for next year. Thank you.

25 CHAIR RUIZ: Thank you.

1 Okay. I will now call on the next speaker which is
2 Mr. Jay Humphrey followed by Mary Spadoni.

3 MR. HUMPHREY: Good morning, Board. Jay Humphrey,
4 Costa Mesa resident.

5 First, I'd like to say happy fair. I'm looking
6 forward to coming to the fair and everything else. I'm also
7 looking forward to the efforts you're going to take which you've
8 already made public to take care of the neighborhood as much as
9 possible.

10 The one thing I'm going to talk about a little bit is
11 City of Costa Mesa did their contract -- their policing contract
12 with you guys -- and the numbers for this year, the
13 not-to-exceed numbers, seem to be pretty appropriate. I'm
14 pretty happy with that.

15 And for the other time -- the other events those
16 police have been used for; however, in talking to a number of
17 people, I became aware that nobody seemed to have a real good
18 idea about where you guys are planning to go in the future.

19 And so their future planning now becomes problematic
20 if they're going to try and do the policing activity off
21 Fairgrounds associated with the increased activity as you're
22 looking at for the future as a destination.

23 So I would appreciate any place you can to make sure
24 that you connect with the city that they're completely aware of
25 your future plans because I was surprised -- quite surprised --

1 that nobody I talked to seemed to have a real handle on it.

2 You know, "Yeah. We talked to some people, yeah."
3 But they didn't seem to understand really where this is going,
4 so I would appreciate you make sure that would happen, and I
5 look forward to that.

6 And I do have to -- to ditto on Ms. Mundekis' comments
7 about having these meetings at night. I'm lucky. I can come to
8 these meetings. I'm retired. I don't have any obligations to
9 go to work and make money for my family, but there's a huge
10 piece of the community that is unable to come to these meetings.

11 That doesn't mean that they're going to come at night,
12 but it would be a very good process to make sure that these
13 meetings happened at night often enough so the public can
14 absolutely participate.

15 I've had conversations with a lot of people that say
16 that they would participate and I've had a lot of conversations
17 with people that say, "No. I don't want to go to those Board
18 meetings." But you're a public agency. So I would appreciate
19 those things, too. Thank you very much.

20 CHAIR RUIZ: Thank you.

21 I will now call on Mary Spadoni followed by
22 Beth Refakes.

23 MS. SPADONI: Good morning.

24 My comments sort of ducktail into the last two
25 speakers. On Tuesday night, we had a Costa Mesa City Council

1 meeting. We had approximately four speakers from College Park.
2 And this particular group lived on Hanover which the back of
3 their houses back up to Merrimac. And we were hearing some
4 horror stories regarding trash being thrown over their fences,
5 not getting any sleep.

6 You know, when the fair was two weeks, you know,
7 that's tolerable. But now you're talking about five weeks of
8 every night having at midnight or what not having people that
9 are most likely at that time inebriated pulling wheelies in the
10 parking lots of Orange Coast College and the police having --
11 "Well, we don't have any authority at Orange Coast College. We
12 don't have any authority on the campus here."

13 But we had four people on Tuesday and they're just
14 saying that whenever the parking situation is, I know that the
15 police were there and said that they're doing their best.

16 But in the last couple of weeks, it seems like
17 whatever is going on is not being monitored very carefully. And
18 I was wondering along the line of the alcohol that's being -- is
19 the alcohol -- I'm sure Reggie will know this -- but is the
20 alcohol -- the sales of alcohol -- is that going up each year?
21 Obviously, as the sales are going up?

22 So these people are being affected five weeks out of
23 the year. They're not sleeping. Babies are waking up. One
24 family literally leaves their home for five weeks. So they
25 wanted to come and speak but they can't. They all work.

1 So I'm going to ask what the other two speakers have
2 asked and make -- even if you do three or four a year, it will
3 give the community a chance to step up and be able to tell you
4 what they're going through. What they would like from
5 firsthand.

6 I live on eastside. And if there's something really
7 big happening on the fair, I have people parking in front of my
8 house. I have Jack in the Box litter everyday as an aftermath
9 of the fair, but nothing like what College Park is going
10 through.

11 And now, they're even having issues that when they
12 move in with the realtors letting them know what the activity is
13 and how they can be expected to have six weeks -- five weeks or
14 more out of the year upset and not have, you know, the use of
15 their homes.

16 So please. It would be very beneficial if you can
17 have an evening meeting. If you could keep Costa Mesa more
18 apprised of what you're doing. This year, we had a deficit
19 budget so we don't have an overabundance of money or staff to do
20 the overflow of what's emanating from the fairgrounds and
21 effecting our residents.

22 Thank you.

23 CHAIR RUIZ: Thank you. I will now call on Beth
24 Refakes.

25 MS. REFAKES: Beth Refakes, Costa Mesa resident.

1 Thank you for letting me speak. I know everybody is looking
2 forward to another great fair and hopefully it will be better
3 than last year's.

4 But I did want to also speak about what was discussed
5 at the City Council meeting at Costa Mesa the other night from
6 the residents along Hanover.

7 I don't know if -- I know in a lot of neighborhoods
8 you have field ambassadors out there, kind of, going out and
9 patrolling and picking up trash and stuff like that. But
10 they're having a very bad problem in their area, especially late
11 in the evenings with bottles being thrown in their yards which
12 the police have acknowledged that they will take care of it if
13 someone calls and tells them. They will make that a priority
14 call.

15 But you've got people moving signs around -- the "no
16 parking" signs, the trash, loud noises -- everything. So I
17 would hope that you would have, perhaps, field ambassadors out
18 in that area as well because nobody really deserves to have --
19 be subjected to that.

20 The other thing is that if it becomes a disclosure on
21 people's property, then their property value is going down. So
22 I would hope that you would, you know, work with the
23 City of Costa Mesa and even Orange Coast College and have some
24 more coverage out in that area so these people don't have to go
25 through that.

1 I know some of them even have their driveways blocked
2 by people parking there. So I think you really need to address
3 it because it becomes a PR problem for you because people do
4 that that live in the area. The relationship between the
5 residents and everything is going to deteriorate again to what
6 it was in prior years.

7 So I'm hoping that you will take some kind of action
8 on this.

9 Thank you very much.

10 CHAIR RUIZ: Thank you. Okay. That wraps up that
11 item.

12 And now we will move --

13 DIRECTOR AITKEN: Chair Ruiz?

14 CHAIR RUIZ: Yes. Go ahead.

15 DIRECTOR AITKEN: I would just like to ask our CEO:
16 Do we have any complaints last year from that area as -- in
17 regards to blocked driveways, trash being thrown over people's
18 yards? Do we have any phone calls or emails from that area?

19 MS. KRAMER: I -- I don't -- I would suspect if we
20 did, it was low because it didn't get elevated to my desk. With
21 that said, we can certainly go back in our records and look.

22 We do deploy the neighborhood ambassadors to the three
23 communities. We also make sure that they're in those -- in that
24 particular area as well. So we'll re-circle with the team and
25 see if we need to maybe even have a stronger presence there.

1 DIRECTOR AITKEN: Okay. And just one more follow-up
2 question: I know we pride ourselves on trying to be such good
3 neighbors to the residents that -- that are around this area.

4 Are we doing any outreach or partnerships with the
5 city to make sure people know that we have a 24-hour phone line
6 where people can complain if there is a problem or address it
7 via emails, online complaints?

8 Are we doing any partnership with Costa Mesa or
9 outreach to the neighborhood so that they know that that is
10 something that they can also contact us, not just elevated to a
11 police situation?

12 MS. KRAMER: Yes. On both of those, would you like a
13 little bit more detail?

14 DIRECTOR AITKEN: That would be really helpful for me.
15 Thank you.

16 MS. KRAMER: You bet.

17 CHAIR RUIZ: Okay. Great. Thank you.

18 Okay. Now we move onto the next item which is
19 minutes. If all the Directors have had a chance to review the
20 minutes, I'd like to entertain a motion to approve.

21 DIRECTOR LA BELLE: So moved.

22 DIRECTOR AITKEN: Second.

23 CHAIR RUIZ: There's been a motion and a second to
24 approve. Roll call to vote.

25 MADAM SECRETARY: Chair Ruiz?

1 CHAIR RUIZ: Yes.

2 MADAM SECRETARY: Vice Chair Cervantes?

3 (No response)

4 Director Mouet?

5 DIRECTOR MOUET: Yes.

6 MADAM SECRETARY: Director Aitken?

7 DIRECTOR AITKEN: Yes.

8 MADAM SECRETARY: Director La Belle?

9 DIRECTOR LA BELLE: Yes.

10 MADAM SECRETARY: Director Pham?

11 DIRECTOR PHAM: Abstain.

12 MADAM SECRETARY: And Director Meyer?

13 DIRECTOR MEYER: Yes.

14 CHAIR RUIZ: Thank you.

15 Okay. We now move onto the next item, Consent
16 Calendar. All matters listed under Consent Calendar are
17 operational matters about which the Board has governing policies
18 implementation of which is delegated to the CEO. They will be
19 enacted in one motion. There will be no discussion of these
20 items prior to the time of the Board of Directors vote on the
21 motion, unless members of the Board or staff or public request
22 specific items to be discussed separately and/or removed from
23 this section.

24 Any member of the public who wishes to discuss Consent
25 Calendar items should notify the Chair of the Board at the time

1 requested and be recognized by invitation of the Chair to
2 address the Board.

3 Okay. I do have some public comments on this and I'm
4 going to take the public comments first. If any of the members
5 would like to come up and speak or do you want to address?

6 (No response)

7 You know what, what I'll do is I'll have -- take it
8 back to the Board if any Board members would like pull any items
9 from this?

10 DIRECTOR LA BELLE: I have several items I'd like to
11 pull, Chair Ruiz.

12 CHAIR RUIZ: Go ahead.

13 DIRECTOR LA BELLE: SA19819PA for 40,000. That is
14 with Pacific Symphony. SA23019FT. That is with security
15 services. SA23719YR which is also with security services. And
16 then Rental Agreement 19713 with AT&T, DirecTV.

17 CHAIR RUIZ: Okay. Any other items that any of the
18 Directors would like to pull from the Agenda?

19 (No response)

20 Okay. If not, I'll --

21 MR. KARNS: Chair Ruiz?

22 CHAIR RUIZ: Yes?

23 MR. KARNS: Staff is also pulling SA23719YR. And it's
24 not required. That contract is not required.

25 CHAIR RUIZ: Okay. Great. Okay. Any other items?

1 (No response)

2 If not, I'll entertain a motion to approve the items
3 that were not pulled.

4 VICE CHAIR CERVANTES: So moved.

5 CHAIR RUIZ: There's a motion and a second?

6 DIRECTOR LA BELLE: Second.

7 CHAIR RUIZ: All is in favor, we'll take roll call.

8 MADAM SECRETARY: Chair Ruiz?

9 CHAIR RUIZ: Yes.

10 MADAM SECRETARY: Vice Chair Cervantes?

11 VICE CHAIR CERVANTES: Yes.

12 MADAM SECRETARY: Director Mouet?

13 DIRECTOR MOUET: Yes.

14 MADAM SECRETARY: Director Aitken?

15 DIRECTOR AITKEN: Yes.

16 MADAM SECRETARY: Director La Belle?

17 DIRECTOR LA BELLE: Yes.

18 MADAM SECRETARY: Director Pham?

19 DIRECTOR PHAM: Yes.

20 MADAM SECRETARY: And Director Meyer?

21 DIRECTOR MEYER: Yes.

22 CHAIR RUIZ: Thank you.

23 Okay. I will now call on the public speakers. The
24 first speaker will be Reggie Mundekis.

25 MS. MUNDEKIS: I don't think I put in a card for this.

1 I put a card for other -- for the -- I don't remember putting --

2 CHAIR RUIZ: Okay. You're right.

3 MS. MUNDEKIS: Okay. Just making -- just
4 double-checking.

5 CHAIR RUIZ: Thank you, Reggie.

6 MS. MUNDEKIS: It gets confusing.

7 CHAIR RUIZ: Okay. Now we go back to the items that
8 were pulled. I'll turn it over to Director La Belle.

9 DIRECTOR LA BELLE: Yes. I'd just like to have the
10 basics of that agreement with Pacific Symphony reviewed.
11 There's a \$40,000 expenditure being requested on the part of the
12 Board. If staff could just give us an update as to what that
13 entails.

14 MS. KRAMER: Absolutely. I'll be glad to do that.

15 This is a contract to hire the Pacific Symphony to
16 play with one of our Summer Concert Series, Weird Al. It's for
17 the musicians to backup as part of our contract with Weird Al.
18 It was our responsibility to provide that orchestral team
19 members to them. So that is what that contract is for.

20 DIRECTOR LA BELLE: Okay.

21 MS. KRAMER: I will also -- this is not -- this is not
22 not a code pro. You know, as we talked about our relationship
23 with the Symphony. The Rick Springfield concert with the
24 Symphony -- that happens pre-fair -- is the only concert out of
25 all of them that's a code pro.

1 This is our self-produced. We are hiring them just in
2 the capacity of providing the musicians for the Weird Al
3 concert.

4 DIRECTOR LA BELLE: Just as we contract with Weird Al.

5 MS. KRAMER: Yes. Exactly. Exactly.

6 DIRECTOR LA BELLE: Okay. I move that item.

7 MS. KRAMER: Okay.

8 CHAIR RUIZ: Okay. There's a motion on the floor. Is
9 there a second?

10 DIRECTOR AITKEN: Second.

11 CHAIR RUIZ: There's a motion and a second. Roll call
12 vote.

13 MADAM SECRETARY: Chair Ruiz?

14 CHAIR RUIZ: Yes.

15 MADAM SECRETARY: Vice Chair Cervantes?

16 VICE CHAIR CERVANTES: Yes.

17 MADAM SECRETARY: Director Mouet?

18 DIRECTOR MOUET: Yes.

19 MADAM SECRETARY: Director Aitken?

20 DIRECTOR AITKEN: Yes.

21 MADAM SECRETARY: Director La Belle?

22 DIRECTOR LA BELLE: Yes.

23 MADAM SECRETARY: Director Pham?

24 DIRECTOR PHAM: Yes.

25 MADAM SECRETARY: And Director Meyer?

1 DIRECTOR MEYER: Yes.

2 CHAIR RUIZ: Okay. Great.

3 Now we'll turn it back to Director La Belle again on
4 the other items that were pulled. The AT&T.

5 DIRECTOR LA BELLE: The next two items, security
6 services. I just wanted staff to, kind of, review the process
7 we went through it. It's a very large contract. Almost
8 500,000.

9 I know this is our second year or third year, I guess,
10 of using this firm. And the Board has previously discussed on a
11 go-forward basis going back to looking at maybe having staff or
12 individuals to be hired to do the work.

13 But can you just, kind of, review the process that we
14 went through to select that.

15 MR. KARNS: Sure. I'll be happy to. And I'll start
16 with when we brought it back to the Board and it was given
17 direction to bring it in-house and then see whether or not we're
18 going to RFP or IFB.

19 My contract team reviewed that with the auditor and it
20 was deemed to be an IFB. So we did put it out on the street and
21 this is the contract.

22 We have had success in staffing the gates for the
23 Pacific Amphitheater. So the gates that are being done by the
24 outside contractor are the blue gate and yellow gate and green
25 gate. So that's what the contract is for. The exception to

1 that is Fourth of July.

2 DIRECTOR LA BELLE: Now, the Fourth of July one, you
3 indicated that that's not needed and been pulled?

4 MR. KARNS: This particular contract will not be
5 awarded to this contractor, so we're pulling it. We do not want
6 this contract approved.

7 DIRECTOR LA BELLE: And my question on that was going
8 to be it's a singular exempt. Obviously, in a partnership with
9 City of Costa Mesa, it was almost 20,000 in terms of security
10 services. I was certainly thinking that the City of Costa Mesa
11 could assist in that regard.

12 MR. KARNS: So this is for the Symphony event that's
13 happening on the Fourth of July in the Pacific Amphitheater, not
14 the event that's happening with the city. It's a separate event
15 being put on by the Symphony. There will be a contract. But
16 because of protest period and our timing to get it on the
17 Consent Calendar, it won't be coming to the Board until the next
18 Board meeting when services will be rendered but not by this
19 contract.

20 DIRECTOR LA BELLE: Okay. With that, I would
21 recommend approval of SA230.

22 DIRECTOR MEYER: I have just one question on that as
23 well. How many bidders did you get on the IFB?

24 MR. KARNS: I believe three. And I believe one was
25 disqualified, but I have to check.

1 DIRECTOR MEYER: Is this the same vendor we used last
2 year for the services?

3 MR. KARNS: Yes. It's the same vendor, yes.

4 CHAIR RUIZ: Okay. There's a motion on the floor to
5 approve these two items. Is there a second?

6 DIRECTOR MEYER: Second.

7 MADAM SECRETARY: Are we approving two items or one
8 item?

9 DIRECTOR LA BELLE: I think just one item.

10 CHAIR RUIZ: Oh, one item? Okay.

11 DIRECTOR LA BELLE: The other will come back.

12 MADAM SECRETARY: Number 230; correct?

13 DIRECTOR LA BELLE: Correct.

14 CHAIR RUIZ: There's a motion and a second to approve.
15 Roll call vote.

16 MADAM SECRETARY: Chair Ruiz?

17 CHAIR RUIZ: Yes.

18 MADAM SECRETARY: Vice Chair Cervantes?

19 VICE CHAIR CERVANTES: Yes.

20 MADAM SECRETARY: Director Mouet?

21 (No response)

22 Director Aitken?

23 DIRECTOR AITKEN: Yes.

24 MADAM SECRETARY: Director La Belle?

25 DIRECTOR LA BELLE: Yes.

1 MADAM SECRETARY: Director Pham?

2 DIRECTOR PHAM: Yes.

3 MADAM SECRETARY: And Director Meyer?

4 DIRECTOR MEYER: Yes.

5 CHAIR RUIZ: Okay. Thank you.

6 Now we go back to the other items or remaining items
7 that were pulled.

8 DIRECTOR LA BELLE: I think there was only one and
9 that was the Rental Agreement. And we've been down this road
10 before. I think it's a sponsorship, I believe, from AT&T,
11 DirecTV for 20,000. Bonnie and I own 287 shares of AT&T of out
12 of 7.1 -- yeah, 7.1 billion outstanding shares. So I have no
13 problem with the -- with voting on this. And we'll move that
14 item.

15 CHAIR RUIZ: There's a motion on the floor. Is there
16 a second?

17 VICE CHAIR CERVANTES: Second.

18 CHAIR RUIZ: Second to move that item. Roll call
19 vote.

20 MADAM SECRETARY: Director Ruiz?

21 CHAIR RUIZ: Yes.

22 MADAM SECRETARY: Vice Chair Cervantes?

23 VICE CHAIR CERVANTES: Yes.

24 MADAM SECRETARY: Director Mouet?

25 DIRECTOR MOUET: Yes.

1 MADAM SECRETARY: Director Aitken?

2 DIRECTOR AITKEN: Yes.

3 MADAM SECRETARY: Director La Belle?

4 DIRECTOR LA BELLE: Yes.

5 MADAM SECRETARY: Director Pham?

6 DIRECTOR PHAM: Yes.

7 MADAM SECRETARY: And Director Meyer?

8 DIRECTOR MEYER: Yes.

9 CHAIR RUIZ: Thank you.

10 Okay. We now move onto the next item which is Item
11 9A, Committee -- Ad Hoc Committee Liaison Report.

12 To assure compliance with the Bagley-Keene Act,
13 committee reports are only for the purpose of the Committee
14 Chair. Ad Hoc Committee members or liaisons to provide verbal
15 update.

16 If the Board wants to discuss any Board item not
17 already on the agenda, those would need to be agendized for a
18 future Board meeting.

19 Okay. I do have some cards but I'm going to go
20 through the reports first. The first one is going to be the
21 Heroes Hall Veterans Foundation Board. Is there a report from
22 Director La Belle or Vice Chair Cervantes?

23 VICE CHAIR CERVANTES: Yes.

24 DIRECTOR LA BELLE: Yes. I was unable to attend the
25 meeting on Monday, but I did get a written summary from the

1 president of the Foundation and I would just like to read it for
2 the record.

3 The first item was a review of CD rates which will be
4 undertaken by Eric Spitz who is a Board of Foundation member.
5 Eric will make suggestions regarding this matter and that will
6 return to the Board at the next meeting.

7 The next item, the celebration of the Army birthday
8 was excellent. The president of -- and I apologize for my
9 visual problems -- that was the featured speaker. Top officials
10 from the Army and the American Legion also shared remarks with
11 Heroes Hall staff once again -- provided excellent support and
12 did a tremendous job.

13 A discussion -- the third item for discussion
14 regarding the possibility of featuring a Vietnam War exhibit.
15 In conjunction with the Vietnamese communities in 2025 was
16 presented by fair staff.

17 An update regarding the A-4 Skyhawk was presented and
18 we do have that item on the Agenda a little later on.

19 The last item, the president of the Pacific Symphony
20 met with the Board. He discussed a September concert
21 celebrating veterans. He requested a 10K contribution. The
22 Board expressed its view that with a free concert for veterans
23 is very nice. It may be problematic to us. "Us" being the
24 Foundation. Our donors are more interested in contributing our
25 coeducational components for students and community,

1 scholarships, exhibits, et cetera. You know, the scholarships.

2 Also, the Foundation has been approached by other
3 commercial interest to help fund concerts to other requests.
4 The Foundation has taken the position that more -- a more
5 acceptable approach to produce a concert for events to have the
6 promoters seek musicians, production, names, production items,
7 et cetera -- donate time to entertain vets.

8 It should be noted that veteran foundations have
9 become very careful about helping promote events, although they
10 really -- rarely recognize that the pacific symphony does not
11 fall into that category.

12 We need to be concerned about -- we requested that the
13 Symphony present -- the Symphony president determine if
14 musicians, conductors, production crew, and other vendors are
15 willing to donate their services for this event. He said he
16 would review and get back to us -- "us" being the Foundation --
17 if there are any takers.

18 Once we have heard that, we will consider the matter
19 again and perhaps direct them to another veteran advocate group
20 who we believe may be more suited and likely to make the
21 contribution.

22 That was it. And, again, my apologies for the reading
23 it. That's it. That's all I have.

24 CHAIR RUIZ: Great. Thank you. Now we move on. Yes.
25 Go ahead, Michele.

1 MS. RICHARDS: It was discussed at the Foundation
2 meeting, too, that Bob Friend, who was the last living Tuskegee
3 Airman -- resident of Orange County -- passed away last
4 Saturday. And some of you might have remembered Bob. He
5 represented the World War II vets in the groundbreaking for
6 Heroes Hall. He's the very distinguished gentleman in the red
7 coat on the video in the lobby. So the Foundation also honored
8 the history that he brought to Heroes Hall, too.

9 CHAIR RUIZ: That's great. Thank you. Thank you,
10 Michele, for that report.

11 Okay. Now we move onto the Centennial Farm
12 Foundation. Is there a report from Vice Chair Cervantes?

13 VICE CHAIR CERVANTES: I'll ask Michele to provide
14 that since I didn't attend.

15 MS. RICHARDS: Yes.

16 Just two things very quickly. The Centennial Farm
17 Foundation is planning their Annual Poker Tournament Fundraiser
18 in Baja Blues on Monday, July 29th, and all are welcome to
19 participate. It's always been a favorite of all of our fair
20 partners as well.

21 And then there's some early planning for the
22 foundation's assistance with Centennial Farm's 30th Anniversary
23 Community Celebration on October 5th. So more information to
24 come on that.

25 CHAIR RUIZ: Okay. Great. Thank you.

1 All right. We will now move onto the Financial
2 Monitoring Committee. Do we have a report from Director Pham or
3 Director Mouet?

4 DIRECTOR PHAM: Yes. I had a meeting. I spoke with
5 the CEO and the Director of Finance, Elaine. At this point in
6 the year, there's not much going on. The action really happens
7 in the next few months.

8 However, we did discuss the, you know, the operational
9 improvements and the improvements in the ERP system. You know,
10 the Director of Finance, Elaine, has stepped up considerably in
11 the last two months as well. There's been a part-time hire.
12 They -- pretty good. I consider her an ex-senior controller as
13 well who's, I guess, partially retired at this point. So a lot
14 of things happening moving forward.

15 CHAIR RUIZ: Okay. Great. Thank you. I will now
16 move onto the Legislative Monitoring Committee;
17 Director Aitken?

18 DIRECTOR AITKEN: Yes. Thank you very much.

19 I got an email update from our lobbyist in Sacramento.
20 While there are a lot of bills in both the assembly and the
21 Senate dealing with the fair industry as a whole, there's not
22 really a lot going on that's going to impact our fairgrounds.

23 (Director Bagneris arrived at 9:47 a.m.)

24 One of the things that we have been discussing over
25 the last two years is the 50-50 Legislation. Right now, even

1 our partners in the professional sports -- in the professional
2 sports capacity are trying to amend the bill, are trying to
3 figure out a way how to deal with the heightened costs.

4 So we are looking and exploring the ways that we can
5 partner with the local professional sports franchises, but no
6 action has been taken in that avenue. But we will keep you
7 informed about how we can work with our local professional
8 sports teams and see whether this is going to be feasible, but
9 obviously not going to be feasible for this fair.

10 CHAIR RUIZ: Great. Thank you for that great report,
11 Director Aitken.

12 And now, we will move onto the Tenant Liaison
13 Committee. Is there a report from Director Pham or
14 Vice Chair Cervantes?

15 VICE CHAIR CERVANTES: Yes.

16 DIRECTOR PHAM: We -- we -- we met recently to hear a
17 proposal from The Market Place which is going to be coming up on
18 the Agenda.

19 CHAIR RUIZ: Okay. Great. Thank you.

20 Now we will go to the Governing Policy Manual Review
21 Ad Hoc Committee; Director Meyer, do you have a report?

22 DIRECTOR MEYER: Not much to report.

23 We reissued our RFP for the consulting services and I
24 believe it's set to close some time next week. And once we
25 review that, we'll move forward with our next steps.

1 CHAIR RUIZ: Great. Director Bagneris, welcome.

2 DIRECTOR BAGNERIS: Thank you. Glad to be here.

3 CHAIR RUIZ: Okay. Great.

4 Now we move onto the Safety and Security Committee. I
5 don't have anything to report. Vice Chair Cervantes, do you
6 have anything?

7 VICE CHAIR CERVANTES: Not at this time.

8 CHAIR RUIZ: Okay. All right. Thank you.

9 Now we move onto the Master Site Plan Ad Hoc
10 Committee. Director Aitken or -- do you have anything to report
11 on this?

12 DIRECTOR AITKEN: I'm not on the Master Site Plan Ad
13 Hoc Committee, but it does go part in parcel with the next
14 committee report, so I was hoping that Mr. Karns could give us a
15 quick update on what's -- I know we've talked about the
16 Equestrian Center, but what's going on with our infrastructure?

17 MR. KARNS: Happy to.

18 So the infrastructure RFP -- Infrastructure Audit
19 RFP -- was issued and put out on June 12th, and happy to report
20 that we received some interest.

21 So we had a mandatory pre-proposal meeting just
22 yesterday. It was scheduled for June 26th, and we had six
23 groups of proponents come and walk through the RFP, ask initial
24 questions, and do some tours.

25 The deadline for clarifications is the 28th. RFP

1 responses are due by July 12th. We'll go through them all.
2 Notice of award hopefully goes out by the 19th and be able to
3 start that contract immediately after the fair on August 12th.

4 So it's moving forward and we were encouraged. Now,
5 it doesn't mean that they'll all bid but having six set of
6 proponents was encouraging. So hopefully -- hopefully two or
7 three will -- will, you know, put their hat in the rain or
8 something. It's moving forward.

9 CHAIR RUIZ: Thank you.

10 DIRECTOR AITKEN: Thank you very much. And I just
11 want to remind the Board, I know we have the Master Site Plan Ad
12 Hoc Committee as a placeholder, but just as a reminder, we do
13 feel it is very important to get the findings from the site-wide
14 infrastructure report in place before we start talking about the
15 Master Site Plan as a -- as a whole.

16 So one step is done. I think we'll have a more robust
17 committee and more robust report in the fall. So I appreciate
18 your indulgence in letting us keep the Master Site Plan Ad Hoc
19 Committee on the Agenda, although no action is being taken right
20 now.

21 CHAIR RUIZ: Okay. Thank you.

22 DIRECTOR LA BELLE: Chair Ruiz, if I might.

23 CHAIR RUIZ: Yes. Go ahead, Director La Belle.

24 DIRECTOR LA BELLE: I think that the -- from my
25 perspective -- I think the contract with whoever this firm will

1 be, should come back to this Board for Board approval before
2 work begins.

3 CHAIR RUIZ: Thank you.

4 MR. KARNs: So with that, I just want to clarify the
5 technicality. We will not be under contract with this -- the
6 who successful proponent. Our contract, the LOU, will be with
7 CCA. The contractor will work for them. But we're happy to
8 show it to you.

9 But just for clarification, we will not hold the
10 contract with the proponent, CCA.

11 DIRECTOR LA BELLE: Well, I think the issue there is
12 if the contract is 10,000, that's one thing. If it's 300,000,
13 that's another thing.

14 And I think this Board should clearly be aware of that
15 before any work begins relative to -- and I have no idea what
16 the bid amount will be.

17 MR. KARNs: Happy to bring it back. I just wanted to
18 clarify.

19 DIRECTOR MEYER: But we pick who the -- the fair picks
20 who the vendor is?

21 MR. KARNs: We are part of the -- that process with
22 CCA to go through the -- I just wanted to clarify on the
23 technicality of the contract, but I'd be happy to bring it back.

24 CHAIR RUIZ: Great. Okay. Thank you.

25 Okay. We will now move onto the Audit Ad Hoc

1 Committee. Director Meyer, do you have anything to report?

2 DIRECTOR MEYER: No update at this time.

3 CHAIR RUIZ: Okay. Thank you.

4 I do have some speaker cards on these -- on this item.
5 So I will now call on Reggie Mundekis followed by Adam Carleton.

6 MS. MUNDEKIS: Hi. I'm Reggie Mundekis and I'm
7 addressing Item 9A regarding the Board of Directors Governing
8 Policy Manual Review.

9 In December of 2018, the California Department of Food
10 and Agriculture which is the parent agency of the 32nd District
11 Agricultural Association, published a set of policies which were
12 ready for adoption by the Board and covered issues such as
13 alcohol and substance use by employees, pregnancy
14 discrimination, and a number of other issues.

15 These policies were ready for adoption. And these
16 policies represent the minimum that the Board has to have as far
17 as a policy. At no time has the Board brought these policies
18 forward for adoption and there's no proof that these policies
19 exist at the 32nd DAA.

20 Instead, we're waiting for a consultant to be hired to
21 rewrite this set of policies which was ready for adoption in
22 December of 2018.

23 And, you know, and I appreciate that everybody has a
24 day job, but it would be really nice if Director Meyer could put
25 down his phone for a second because this is his committee.

1 So there's a concern among the public that given the
2 lose management by executive management here that these policies
3 haven't been implemented and that there's going to be ongoing
4 delay as we hire consultant to rewrite these policies.

5 There's also many other policies which are needed
6 which can be drafted by a consultant and also CDFA has resources
7 where they can help us find policies which has already been
8 written which have been deemed to be acceptable.

9 This Board isn't taking the necessary steps to protect
10 public property assets and employees by failing to to adopt the
11 CDFA policies which were ready to go in December of 2018.

12 So I ask that this Board please adopt these policies
13 immediately in order to protect the property, the money, and the
14 employees of the State of California. Thank you.

15 CHAIR RUIZ: Thank you.

16 I will now call on Adam Carleton. Adam, you have two
17 cards filled out here on 9A. Are you going to speak on two
18 different --

19 MR. CARLETON: Yeah. I think they're noted. It says
20 dash "I," Heroes Hall.

21 CHAIR RUIZ: Oh. Heroes -- okay. Go ahead.

22 MR. CARLETON: So since we're on the Audit, I might as
23 well speak to that one. Thank you, Chair. Thank you, Board.

24 As you know, my name is Adam Carleton. I'm your Vice
25 President of Finance and Administration here.

1 And interestingly, I am the fourth top financial
2 executive in the calendar year when I started, and that's been
3 quite a matter of debate in the past. I mentioned I had to sit
4 for almost four hours with a private investigator and he seemed
5 unaware of that. I had to name the names, Sharon Augustine,
6 Debbie McDaniels, my predecessor Ron, and myself. That's highly
7 unusual.

8 And each one of these met with a similar demise. You
9 might say, "Well, Debbie was an interim." Well, she was
10 supposed to stay until the next person got hired, but she
11 disappeared a couple months before, so there was no transition.

12 So when I came in, it was an absolute mess. I had to
13 apply myself diligently working late nights and weekends to
14 clean it up.

15 And so we get to the audits. Never mentioned is the
16 2015 Audit and the Board has some discussion about that. They
17 published a letter. And in that letter -- let me finish. The
18 2015 Audit had a couple of findings, both on the CEO issuing
19 checks over -- I think it was 10 or 15,000 without a second
20 signature. And, also, the issue of AB2490.

21 The 2016 Audit has been quite a matter of discussion.
22 It was over a year late. There was a nine-month hold where CEO
23 apparently would not respond, even though the audit itself says,
24 "We want a response in 30 days." She stonewalled for some nine
25 months. So I'm going to run out of time, so I'll keep talking.

1 The 2017 Audit came out. When it first came out, it
2 had a couple of significant findings; improper hiring of
3 attorneys -- outside attorneys without a thing. And oddly, even
4 though it came out in February, they wouldn't release it for a
5 couple more months. And when it came out, that finding -- this
6 is very unusual -- it didn't say the dollar amount for those
7 attorneys nor did it say the nature.

8 I'd like to know, how much was that? 5,000? 10,000?
9 50,000? But I do know the 2018 Audit just happened and the
10 Chair could speak to that but he doesn't because he's supposed
11 to be informed of it. And I can tell you with utter certainty
12 that same issue of outside attorneys happened in 2018. I was
13 there.

14 And it was -- and I think Mr. Caplan had discussion
15 with me and I think he wrote to the CEO and reminded her prior
16 to those expenditures, and she continued. And we got to
17 understand what those expenditures were for. It's not just the
18 dollar amount. Why were you hiding your outside legal, you
19 know?

20 So down to the last few seconds here. The last is
21 letter to the CDFA; the great job. But you've left out on
22 finding No. 1 -- the \$75,000 illegal contract: Error omitted
23 about what you're going to do to go collect the money. You talk
24 about, "Oh, we did something for the pension liability." But
25 that's in conflict with the CalHR opinion. So it just seems

1 like a big coverup. Thank you.

2 CHAIR RUIZ: Thank you.

3 MR. CARLETON: Oh, the second part.

4 CHAIR RUIZ: Yes. You do have one more, yes.

5 MR. CARLETON: That one was on the Heroes Hall. Yeah.
6 Yeah.

7 I wanted to say, on one hand, I very much commend all
8 the work that Heroes Hall -- it's a terrific asset. I think
9 this was -- the State has paid some \$4 million to build a
10 Heroes Hall museum.

11 But in business, there's a thing called conflicts of
12 interests. Let me back up a little bit. I love the veterans.
13 My father-in-law was in the service. My grandfather was in the
14 service. I had an uncle in the service.

15 And this weekend, I'll be going to Connecticut to drop
16 off my youngest daughter at the U.S. Coast Guard Academy. I'm
17 thrilled; I'm proud, you know, as far as a father does. I think
18 to serve your country is one of the greatest things.

19 But, there's millions of veterans. I used to work for
20 a company and the gentleman was quite generous and when he
21 passed away, he gave every penny -- \$250 million -- to charity.
22 I know what charity is about.

23 I had to write a check and transfer \$150 million. We
24 gave \$50 million to Hoag Hospital. There's a wing in the
25 Vascular Center at Hoag Hospital that's in his name. You guys

1 can go look at that. The -- he gave 50 million to the Wounded
2 Warriors. So the veterans are near-and-dear to my heart.

3 And I think this facility has a real opportunity to
4 support the veterans, and I commend them when they do it -- the
5 different events or, like, the Fourth of July or the Memorial
6 Day and that type of things -- I think we should be doing more
7 of that. And all of it should be funded.

8 My point here is when that MOU and that discussion
9 happened, they left out the issue of the donation box. And
10 everyday during fair, thousands of dollars get pushed into that
11 thing. And right now, it all goes to the Foundation. But
12 that's the easy money.

13 But here is the point to it all -- and I hope
14 Mr. Caplan is listening -- I recall he discussed with me and the
15 then-Chair and Board at that time that every commercial aspect
16 needed a commercial contract -- needed a rental contract.

17 And right now, as far as I know, that box has no
18 rental contract and the fair itself is not getting a benefit,
19 per se. And that needs addressed. And I don't believe that
20 that box can stay with the Foundation.

21 And so I would suggest that the fair have its own box
22 now because we bought and paid for that box originally. That
23 was the intent. An MOU was somehow changed months later, and
24 there was no Board vote, not Board discussion. Just
25 serendipitously happened. Hallelujah. But that's the easy

1 money; the public coming in and giving their hard-earned money
2 and all of it should be going to the fair.

3 Now, in the MUO it says that the Foundation -- God
4 bless them -- is going to pay at least \$45,000. Well, this last
5 year somehow, for some reason unknown to me, we refunded them
6 20. Thank you.

7 CHAIR RUIZ: Thank you. Thank you for your time.

8 Okay. I -- we will now move onto the next items and I
9 am going to shuffle some of these meetings around so we can move
10 this meeting up a little faster.

11 So I'm going to move Item 9D to be the No. 1 item. So
12 I'm going to turn Item 9E over to VP of Operations, Ken Karns.

13 MR. KARNS: Thank you. 9E. Consideration of and vote
14 on Construction Budget for the A4 Skyhawk Project and Provide
15 Staff Direction on Next Steps. So at the Board of Director's
16 discretion, provide staff direction of the A-4 Skyhawk project
17 and budget.

18 A little background in the staff report. CCA bid out
19 the A-4 Skyhawk Project on Wednesday, June 5th, 2019. We
20 received one qualified bid from JRH Construction Company. This
21 bid is above budget, so we were unable to proceed without the
22 approval of the full Board.

23 The schedule has been reviewed with the contractor.
24 Even with the delay in awarding a bid, JRH is confident of a
25 project completion date of November 9th. It's unlikely,

1 however, that much work, if any, can be done during the fair.

2 Now, in working with the Committee, information was
3 requested. And as followed, they wanted a review of our Policy
4 2.3 as it relates to our financial conditions and activities.
5 That's to show how much cash we actually have available to use
6 as our fund is not full amount.

7 So inside Policy 2.3, we have to have 25 percent of
8 ready-available cash of any year's operating budget. So if we
9 take our 2018 ending cash position, we have 48 million. We have
10 2019 approved annual operating expense budget of 48.5 million.
11 25 percent of that is 12.1. You take that off, and that leaves
12 cash available for 36.4 million.

13 So for a matter of information, there's some money to
14 fund the project. Our annual revenue budget for 2019 was 52.2
15 and our projected ending cash position is 50.6. So with that,
16 we reviewed options with the Committee.

17 So option 1 -- at the discretion of the Board of
18 Directors -- approve the full budget and full scope of work,
19 direct staff to work with CCA to see if reduction in fees are
20 possible, and direct staff to identify opportunities for
21 fundraising.

22 So when we say full scope of work, option No. 1
23 includes the artificial turf. So we have a base bid of 450,000,
24 and allowance for turf of 80,000. The expenses that we've
25 already incurred with the original LOU of 47. A budget for the

1 plantars and plantar boxes and benches for 32. The fees for the
2 construction of 535 and a contingency. Total expenses of 696.

3 We already have approved in our budget the \$100,000 in
4 the OCFEC capital and the County of Orange contribution of 206.
5 So we have a total of 306,000 of funds approved. That leads a
6 budget shortfall of \$390,169.

7 So staff and CCA, along with the contractor, would
8 carry out some valued engineering in an effort to reduce that
9 budget. There might be opportunities to make some changes that
10 would have some savings.

11 So if we proceed with option 1, Board of Directors
12 would be approving an additional \$390,169 to this capital
13 budget. The addition of alternative 1 of artificial turf also
14 makes improvements to a small portion of our grounds that's used
15 for other things. So this isn't just singularly money for just
16 the Skyhawk.

17 Option 2 -- so I don't read everything -- it's
18 basically the same numbers without the turf which changes
19 percentages. So our total -- total expenses is 599. Again, the
20 306 we have -- we would still do valued engineering.

21 Without the turf, there is money inside this budget
22 for some sod to do some fix-up of the surrounding area. But if
23 we did this without the turf, you'll be approving a budget of
24 \$293,769. The difference between option 1 and option is only
25 \$96,400.

1 And lastly and the least desirable option -- but we
2 have to make sure we have all your options in front of you -- is
3 direct staff to not award this -- this bid, then direct staff to
4 go out and try to find a subcontractor to move the Skyhawk to
5 the property, have it in storage -- and we have to move that
6 before the deadline that we agreed to in the MOU. No saying
7 what those costs might be. Whether we went out on our own.

8 Safe storage of that Skyhawk definitely should be
9 strongly considered with this option. Then we have to rewrite
10 the bid, put it back out. We may not get a qualified bidder
11 going back out. So if there's risks -- and definitely in this
12 case -- we would not be complete by 2019, and the overall budget
13 would have to be reviewed and we would be doubling up some costs
14 on consultant fees, mobilization costs.

15 So I'll open up the questions and discussion on the
16 options.

17 CHAIR RUIZ: Thank you for that report. Questions or
18 comments from the Board?

19 DIRECTOR BAGNERIS: I have a comment.

20 CHAIR RUIZ: Yes.

21 DIRECTOR BAGNERIS: You said the difference was the
22 \$96,000. Is there any way that the Foundation could chip into
23 this project and provide the 96,000 if we go with option 1?

24 DIRECTOR LA BELLE: Can't speak for the Foundation.
25 The Foundation has previously taken action to -- oh, I'm

1 sorry -- taken action to contribute by actually paying for the
2 plaques, moving the plaques. They're going to do all of that as
3 a part of what they're going to do. But beyond that, that's the
4 only option taken by the Foundation.

5 DIRECTOR BAGNERIS: So if you could take that back to
6 the Foundation, couldn't you -- and possibly -- I mean, that's
7 going to be the difference. That's a big jump from what we
8 thought until now. We have the money. So I really don't mind
9 approving that type of expenditure, but I was just curious if
10 the Foundation had even talked about what more they could put
11 into this project.

12 I mean, I love this. It's beautiful. I can't wait
13 for it to be up. And the difference is that 96,000 if the
14 Foundation could support that. That would solve the problem.

15 DIRECTOR LA BELLE: I think the only option that the
16 Board would really have before today if -- if that is the desire
17 of the Board -- would be to go with option 2 and then come back
18 at a later date with the artificial turf that would be installed
19 after we had the conversation with the Foundation.

20 I think the challenges before us now is either we
21 award the contract or we don't award the contract.

22 And certainly option 2 is an option that the Board has
23 and probably the way to go would be just to delete the
24 artificial turf from it. There -- as Ken has indicated -- there
25 is sod provided for in the option 2 contract, so it will clean

1 it up at least for the moment.

2 The problem is -- on a long-term basis -- it doesn't
3 hold up very well with the usage of the fairgrounds 365. So I
4 think that would probably be the only option the Board would
5 have. It would be to award it to. And then it can certainly
6 back to the Foundation and have a discussion with them relative
7 to any additional funding that they would wish to provide.

8 And then as Mr. Karns has said -- I believe
9 Director Aitken raised at the last discussion -- the option of
10 doing some fundraising through private donations and that sort
11 of thing. And certainly, there are a number of things that we
12 could explore there.

13 I shared with Ken when we were having a committee
14 discussion, in my past life -- back in the 80s -- we lost the
15 entire HP pier to the storms and the community had a fundraising
16 effort that we sold grant deeds to the pier that were just a
17 piece of paper. But for \$25, you got to square-foot grant deed
18 to the pier.

19 And the bottom line is we raised -- my recollection --
20 was about two-and-a-half million dollars for that. And there's
21 a permanent plaque at the head of the pier that shows those who
22 contributed 250 or more to the grant deed process.

23 So there are a number of things we could do. But I
24 think the timing problem we have today is either to award or not
25 to award. The only thing I would add to Ken's comment is in

1 terms of the not-to-do-anything option, there's opportunity
2 costs. There's already expenditures that we've made, and he
3 indicated that in the form of construction documents, et cetera,
4 et cetera, et cetera. And that's going to be lost in the
5 process.

6 DIRECTOR BAGNERIS: Mr. Chair, and I'll just speak to
7 that. I'm not in favor of option 3. I think -- I think we are
8 knee deep in this. We need to move forward.

9 My only concern -- I know when you start talking about
10 fundraising, the purpose of the Foundation -- that's part of the
11 purpose of the Foundation. And we have this Foundation --
12 Heroes Hall, specifically Foundation, so I was just -- I would
13 still offer that they could go back and see what else they
14 could, you know, put into the pot for the project.

15 But as far as option 1 or 2, I'd like to hear some
16 other Board member's comments before I -- I make my decision.

17 CHAIR RUIZ: Director Pham?

18 DIRECTOR PHAM: So it sounds like a delta between the,
19 you know, the turf and not the turf is the hold up; the dollar
20 value.

21 Is there any way we can just approve an option to put
22 both the turf and the sod on hold to see and come back like next
23 month and decide? Or do we have to have a decision now?
24 Because not much work is going to be done at this point; right?

25 MR. KARNS: Well, in awarding the contract, the sod

1 would have to be cleaned up. So that's automatically within the
2 scope. Add to alternative number one is an option.

3 So if Doug -- Doug is absolutely correct. We can
4 award this contract and not have right at this time add
5 alternative No. 1. We have time to make that decision.

6 DIRECTOR PHAM: That's kind of in essence what I'm
7 saying. It just sounded like option 2 had the built-in sod and
8 stuff and I was wondering if we have to do any of that if we're
9 just going to go with option 1, eventually -- potentially.

10 MR. KARNS: Right. We'll be moving some clamshells
11 around. If you do the -- add alternative No. 1, you save a
12 little bit of money on sod. But either way, we have to clean up
13 the space post-construction.

14 DIRECTOR PHAM: Okay.

15 CHAIR RUIZ: Okay. Any other comments or questions
16 from the Board? Director Meyer followed by Director Aitken.

17 DIRECTOR MEYER: I think we should just get it done.
18 I think we should do option 1. This is exactly the kind of
19 thing we should be doing. I think we should invest. It's going
20 to be in our property. It's our exhibit that we're going to be
21 having.

22 I love the idea that Ashleigh brought up when we last
23 spoke about this about getting bricks. And I don't think -- we
24 don't need to wait in order to do that. I think we can figure
25 that out as we go on. There's going to be ongoing costs for

1 maintenance and beyond.

2 So I feel like we should just move forward and do it
3 right from the get-go and then -- but we shouldn't drop -- we
4 should make sure we do this. Figure out how we sell bricks. I
5 think people would want that anyway, regardless of whether it
6 was necessary for us to be able to do the project. They would
7 like to have their memento of family member who was a veteran
8 and what not.

9 So I think we should go for it but with No. 1 but
10 commit to following up with some fundraising directly for this.

11 MR. KARNS: If I was to look into our crystal ball and
12 envision the creation of the 2020 capital, I can envision there
13 being a project where the rest of the space gets turfed.

14 So having that and then the timing, we might be having
15 it altered by time itself. So option 1 -- given what we've done
16 and how we do things, it is the way to go.

17 CHAIR RUIZ: Thank you. Director Aitken?

18 DIRECTOR AITKEN: I just have a couple questions about
19 if we put in the sod.

20 What do we have to -- what type of infrastructure then
21 do we have to put in to the water it?

22 MR. KARNS: I believe there's sprinklers in that space
23 already, I believe. If there's not, then you got to be
24 hand-watering or adding underground sprinklers. But I think
25 there's some underground sprinklers in that space.

1 DIRECTOR AITKEN: Okay.

2 MR. KARNS: I'm almost positive. I think -- because
3 we have to work around it.

4 DIRECTOR AITKEN: And do we have an idea on what the
5 lifespan is of the artificial turf?

6 MR. KARNS: Depends on how much activity happens on
7 the turf. I mean, it doesn't do well with a lot of forklift
8 activity, but it -- I mean, what's been out there in
9 Heroes Hall -- coming to year three -- we have our tests of
10 artificial turf that we did on the lower berm here on the green
11 gate, and it's done well -- really well -- for the last two
12 fairs. So I know this: The life expectancy of the turf far
13 outweighs any, any efforts we have of trying to grow grass.

14 DIRECTOR AITKEN: I guess the way I look at it is, you
15 know, when you get to a project of this size, we could -- we
16 don't want to be pennywise or pound foolish. And I know we
17 replaced our sod in the areas where we still have it every year
18 because it just doesn't hold up.

19 The second thing that concerns me is just,
20 environmentally, we live in a desert and not moving towards
21 artificial turf and requiring the precious resource now of water
22 to keep this alive is concerning to me.

23 And so I gravitate towards putting in artificial turf
24 and putting in drought-resistant landscaping in any corner of
25 this property that we possible can.

1 And I think the third way -- the third point I just
2 want to bring up is: I know we're talking about \$100,000,
3 roughly, that we have not yet fundraised for. And it is State
4 taxpayer money, and I'm very sensitive to how we're handling
5 State taxpayer money.

6 But \$100,000, when you compare it to the value of just
7 one of the veterans' lives that was lost in any of the
8 innumerable wars that we've had had in this country, one life
9 dying for the freedoms that we enjoy is really not comparable to
10 me to \$100,000.

11 We have committed to doing this project. We need to
12 commit to doing it right and we need to commit to doing it, I
13 think, the most environmentally sound way possible. So I'm
14 going to be in favor of option 1.

15 I also would like to thank just the process that the
16 Committee has done -- the Heroes Hall Committee -- in keeping
17 the Board informed every step of the way in this process from
18 the beginning of just the concept and the idea to where we are
19 today.

20 The process has been followed. The Committee has done
21 a fantastic job. And, obviously, our staff has just done an
22 amazing job in keeping us informed of all the costs, all the
23 issues that may or may not come up every step of the way. So
24 just congratulations from me, as a Board member, on all the hard
25 work done.

1 And I think if there's a way that we can come together
2 and build a consensus around alternative 1, it's just head and
3 shoulders above the option of having dead sod in 12 months.

4 CHAIR RUIZ: Thank you.

5 DIRECTOR PHAM: I don't think anyone is arguing that.
6 Personally, turf is clearly more desirable than the sod. It's
7 just a matter of being able to, you know, approve this -- see if
8 the Foundation would be able to chip in since we're chipping in
9 \$700,000 -- just a little bit and come back later and do a
10 change of order or something like that later.

11 That's, kind of, what I was looking at. But if that's
12 not, you know, a possibility or highly inefficient or not
13 exactly cost-effective then so be it. But that's just
14 respecting, you know, Director Bagneris' desires to just have
15 some negotiation prior to that is what I was looking for.

16 CHAIR RUIZ: Thank you. We have one more comment from
17 Vice Chair Cervantes.

18 VICE CHAIR CERVANTES: Yes. I agree with Director
19 Meyers and Director Aitken. Let's just do it right.

20 CHAIR RUIZ: Director La Belle?

21 DIRECTOR LA BELLE: I was just going to say in
22 response to Director Aitken's comments on the artificial turf, I
23 do have some experience in past life. We built a 35 -- 36-acre
24 sports park in Chino Hills with five or six artificial fields --
25 turf fields. And my recollection -- it's been a while -- my

1 recollection was -- of course it's been a little different
2 design factor with how that's installed -- but I think the
3 product itself was guaranteed for 15 years, if I recall
4 correctly.

5 And -- but at that point in time, there hadn't been
6 that many fields put in place. So it's hard to quantify it.
7 But it certainly made a difference; it worked.

8 In terms of -- obviously, the decision is going to be
9 that of the Board as to whether you want to go with option 1 or
10 option 2.

11 I've had experience with change orders and most of it
12 has been not good. So I think, you know, my suggestion is one
13 way or the other. But change orders will, generally, I think
14 Ken will agree.

15 MR. KARNS: You know, if we just talk about excavating
16 and setting our elevations based on sod and then having to --
17 because we're going to start excavation right away -- we're
18 going to be doing things twice and spending more money. That
19 will not likely be for that allowance of 80,000. That is just
20 in allowance. We haven't gotten hard quotes.

21 DIRECTOR MEYER: Is your contingency enough, Ken, so
22 that we can get this done on time?

23 MR. KARNS: We're hopeful it is. I mean, that
24 contingency is for a bit of unknown of what we might run into
25 underground that we're not aware of. So we don't want to

1 overinflate a budget just on contingency.

2 We have the Committee that if we find something, you
3 know, and if it's within 5 percent of the budget to go ahead.

4 If there's a large anomaly, we have to bring it back
5 to the Board, hopefully not, to delay the project. But we do
6 have, you know, access to the Committee if something really
7 looked strange. So we didn't want to overinflate the budget on
8 contingency.

9 CHAIR RUIZ: Thank you.

10 You know, I'm also in favor of option 1. Turf just
11 looks so much nicer now. Again, most of the projects that are
12 getting done throughout the state and Southern California --
13 Director Aitken was saying, you know, everyone is going turf.
14 It just looks so much nicer and just the maintenance cost of
15 keeping it up is a lot less than having turf.

16 And, you know, during fair time. There's a lot of
17 people walking back and forth to that -- on that grass. And
18 they're just going to tear it up come, you know, the end of the
19 fair.

20 So we're already here, you know. Let's just get it
21 done. It's just -- like I said, I'm a big fan of turf. And so
22 hopefully we can get this done here today.

23 So with that, before I take it back to the Board, I do
24 have some public comments and I'm going to call on them and then
25 I'll bring it back to the Board for a vote.

1 The first speaker is going to be Director -- former
2 Director -- Nick Berardino.

3 MR. BERARDINO: Thank you, honorable Chairman and
4 honorable members of the Board. I appreciate the opportunity to
5 address you. Thank you very much.

6 This has been a wonderful project working with staff
7 and working with, you know, your Board Committee; Sandra and
8 Director La Belle. It's really been a real pleasure because we
9 have worked together.

10 As far as the Foundation's participation, I just want
11 to draw the Board's attention to the fact that we will be doing
12 the plaques.

13 Also, to keep in mind that the Foundation negotiated
14 with the County to have the County put up \$206,000 to pay for
15 it. So we're heavily invested in that and we -- we used our --
16 we used our ability to pursue the Board through the Foundation
17 for their \$200,000.

18 But we are very happy. We speak in favor of option 1.
19 And while I don't think that we would be able to take another
20 86,000 of our treasury, what we will be able to is happy to join
21 with you in a fundraising effort with the bricks, turning over
22 our donor list and -- to you -- holding meetings, attending any
23 meetings you want us to come, and putting the squeeze on a
24 couple of -- we have a couple of donors that are pretty good,
25 but we got to -- none of this is easy, but we will partner with

1 you in raising it and helping with the bricks if the Board
2 decides to go with option 1.

3 But remember, it is a struggle raising -- it's a
4 struggle raising. But that's what we can offer to do today. So
5 we thank you. This is a very, very important project.

6 Tomorrow, I'm meeting with the pilot that flew that
7 plane. He's coming to Heroes Hall tomorrow at 11:30. I told
8 him, "All you're going to see is a fence." But he's, you know,
9 ready to come and he's been in that cockpit. I told him he
10 can't get in again and again.

11 And this has been such a wonderful project. Staff has
12 been wonderful and it means so much to us. We had someone who
13 was working out here and excavated dog tags from this space when
14 he was doing a construction project years ago. And he's
15 donating those dog tags to the base -- I mean, to here.

16 And so I want to thank all of you from our bottom of
17 our hearts for everything you've done. And we see veterans come
18 and Michele will tell you and they just cry. I mean, they sit
19 there and cry and sit on those benches and cry.

20 And none of this could happen with you. So thank you
21 all very much.

22 CHAIR RUIZ: Thank you. Thank you.

23 I will now call on Beth Refakes, the next speaker.

24 MS. REFAKES: Beth Refakes, Costa Mesa resident.

25 Thank you for letting me speak on this item.

1 I agree with most of the members on the Board that you
2 should just go with option 1. And it's going to be a showplace
3 and the sod -- and it doesn't hold up well -- but you would --
4 the maintenance on it, you would achieve some savings there
5 because you would have less maintenance. Also, you'd have to be
6 watering it as well. So you would, you know, possibly have some
7 reduction there in cost savings.

8 So I think that you should just go ahead with option 1
9 and there's a lot of, you know, you can do some fundraising.
10 Hey, go hit up the City of Costa Mesa for a donation. I mean,
11 they donated to Heroes Hall, as I recall.

12 And so maybe they're, you know, willing to -- I know
13 their budget is tight but perhaps they're willing to contribute
14 to this since it is -- the property is in Costa Mesa, it will
15 attract more veterans and everything.

16 So I think that, you know, it's just -- go ahead and
17 bite the bullet and do it right. Thank you.

18 CHAIR RUIZ: Thank you.

19 DIRECTOR BAGNERIS: Mr. Chair, I'd like to move that
20 we move with option 1 on this project.

21 VICE CHAIR CERVANTES: I second.

22 CHAIR RUIZ: There's a motion and a second. Roll call
23 vote.

24 MADAM SECRETARY: Chair Ruiz?

25 CHAIR RUIZ: Yes.

1 MADAM SECRETARY: Vice Chair Cervantes?

2 VICE CHAIR CERVANTES: Yes.

3 MADAM SECRETARY: Director Bagneris?

4 DIRECTOR BAGNERIS: Yes.

5 MADAM SECRETARY: Director Mouet?

6 DIRECTOR MOUET: Yes.

7 MADAM SECRETARY: Director Aitken?

8 DIRECTOR AITKEN: Yes.

9 MADAM SECRETARY: Director La Belle?

10 DIRECTOR LA BELLE: Yes.

11 MADAM SECRETARY: Director Pham?

12 DIRECTOR PHAM: Yes.

13 MADAM SECRETARY: And Director Meyer?

14 DIRECTOR MEYER: Yes.

15 CHAIR RUIZ: Thank you. Thank you.

16 (Applause)

17 MR. KARNS: Can I be excused? I have to start digging
18 a hole.

19 (Public laughs)

20 CHAIR RUIZ: Director La Belle?

21 DIRECTOR LA BELLE: I mentioned to staff that
22 something to -- whatever the Board did, obviously would have --
23 I think it would be, I think, very appropriate some time during
24 the course of the fair, what a great opportunity to have a
25 groundbreaking involving the Directors, the Board of

1 Supervisors, the Foundation members, and the community.

2 I had a brief conversation with Michele and she was
3 going to converse with Kathy, and I think there's a number of
4 opportunities towards the end of July, early August, to get
5 enough time to get invitations out.

6 But the fair opens at noon. We have a groundbreaking
7 11ish, and, you know, not disrupt anything that occurs during
8 the fair. But I think it's always good to celebrate things when
9 they happen. And I think this is something that it will be very
10 appropriate to do during the fair.

11 VICE CHAIR CERVANTES: And it's also a very good,
12 feel-good event, so I think it's very important that it happens.

13 CHAIR RUIZ: Great. Thank you.

14 MS. KRAMER: We have it on our radar.

15 DIRECTOR LA BELLE: Thank you.

16 CHAIR RUIZ: Okay. We now move onto the next item
17 which is -- we're getting back to the regular order of
18 business -- Item 9B, Consideration of and Both of Spectra of the
19 Orange County Market Place and Proposal Requesting OC Fair &
20 Event Center Financial Support for a New Business Model to Drive
21 Business to the Orange County Market Place.

22 And I will turn it over to Ken Karns, VP of
23 Operations.

24 MR. KARNs: Thank you. So a recommendation of the
25 Board of Directors' discretion to approve staff to work with

1 Spectra and execute the Orange County Market Place operational
2 and financial plan which includes \$100,000 for marketing and
3 promotion and 500,000 for event production.

4 The allocated funds would come out of the rent revenue
5 paid annually to OCFEC by Spectra for the Market Place and this
6 budget would be reviewed and approved by the Board of Directors
7 annually through the budget process.

8 We met with the Tenant Liaison Committee and they went
9 through all this. You're going to hear a presentation from
10 Spectra executive today, and they'll talk how those numbers
11 prorate for the rest of 2019. When we looked at it, we
12 normalized it, but when you put the numbers, that will
13 prorate -- numbers how they will prorate the rest of this year.

14 So on March 30th, 2016, Spectra took over ownership
15 and operation of the Orange County Market Place at the OC Fair &
16 Event Center.

17 Since that time, Spectra has diligently worked on
18 operational improvements, along with new marketing and
19 advertising strategies. Despite Spectra's renewed efforts to
20 grow, the Orange County Market Place is yet to yield any of the
21 results planned.

22 Spectra is projecting continued decline in revenue and
23 increase in expenses which is expected to result in significant
24 losses. The current model is not sustainable.

25 OC Fair & Event Center executives and Spectra

1 executives have been working through new plan for the future of
2 the Orange County Market Place. On Thursday, June 13th, the OC
3 Fair Board of Directors Tenant Liaison Committee met with the OC
4 Fair Center Executive Management and Spectra Executive
5 Management to review the presentation and the plan.

6 The Spectra team will be providing a presentation
7 today and a plan for the Board of Directors consideration. And
8 we have Vice President from Spectra, Nick Nicora and his team.
9 I'd like them at this time ask them to come up and present the
10 plan for the Board's consideration and questions.

11 MR. NICORA: Thank you very much. Well, thank you
12 very much, honorable Board members and staff.

13 And, you know, this -- this situation kind of throws
14 me back a little bit because I've been addressing this Board for
15 21 years. I mean, it's insane when you think about it. The
16 relationship we've had here at this great place.

17 So with that, I'm going to start off with just a
18 little recap of, you know, some background of when we took over
19 the operation.

20 The operation was in somewhat of this dismay and I
21 actually had a relationship with Bob Teller. And Bob basically
22 was either going to just walk away and -- or because he didn't
23 want his legacy to be floundered.

24 And quite frankly, of one the most important things
25 that we decided when we met and talked about it was the

1 community aspect of what this facility actually does. There are
2 actually people and actually a person that is in part -- part of
3 our team that we're going to be talking about.

4 Reed, who grew up four blocks down the street, is
5 still talking to people about how they come to the Market Place
6 to pick up their special thing from a special vendor and that
7 that special vendor now -- now they're meeting their daughter
8 and now they're meeting their sons and their grandmothers and
9 things that they've been able to achieve by coming here as a
10 community.

11 And so our job -- and for me, personally -- you know,
12 I've been involved in the fair industry now for some 35 years.
13 And the purpose of being involved in the fair is to create that
14 community worth.

15 What are we? We're here for the community and its
16 surrounding area and how we attribute to that. Now, economics
17 comes into play because you have to, obviously, make money to be
18 able to drive it. We are a profit-making organization.

19 So we, under that scenario and for myself, personally,
20 have really put together a lot of partnerships over the 21 years
21 here at the Orange County Fair.

22 If you look out -- when we were trying to look out --
23 how can we reach out to the Hispanic community? We came up
24 with -- that was a joint partnership. When you reach out and
25 say, how can we have a little thing on ground zero? We have a

1 historic location. What can we do with Baja Blues? How can we
2 bring the community in and actually tag-team with the craft
3 association and individuals like to come up and sing and we end
4 up with Park Plaza in front of the Amphitheater.

5 How can we go out -- and we all do this collectively
6 as a joint public-private partnership. We're doing it together,
7 but the main purpose, in the long-run, is to create a common
8 good for the community.

9 Now, we have -- over the years -- been involved in
10 that. And that marketing effort, we brought forward the Market
11 Place. Now, our goal was to create an opportunity. That
12 opportunity took a little side turn and we had to change
13 management. It was a tough decision, but it was a decision that
14 had to be made, and you have to make tough decisions.

15 So instead of regrouping and saying, "Okay, we know
16 what to do now." We said, "Let's solidify the base." Okay. So
17 we bring -- from our long-running opportunity here at the event
18 center side from the food service -- Adela over to be our
19 General Manager -- elevating her to be our general at the Market
20 Place. But at the same time knowing that Adela is not a
21 promoter. And what we -- our marketing strategy before was to
22 have a promoter that was our partner. That didn't work out.

23 So, our strategy at that point was, "Okay. Let's
24 bring Adela in. Let's solidify the base. Let's get our
25 foundation in order again and then look for a partner -- a

1 person -- that could potentially be our promoter because that's
2 what we need."

3 The Market Place nowadays is not a place just to come
4 and buy whatever you want to buy. People have to have something
5 else to do. And all the festivals and all the things that are
6 going on in the communities are where people are going, and they
7 want to have that activity.

8 So with that, we ended up doing our, you know,
9 marketing efforts. We tried with Adela. As a matter of fact,
10 we just had the Michelada Festival which did very well this last
11 weekend. We actually have ESPN coming this weekend that's going
12 to broadcast the Asian Game Show. It'll be quite fund, but it
13 will be -- it will filmed here and it will be talking about the
14 Orange County Market Place and the Orange County Fair.

15 So those are the marketing that we're doing now.
16 Okay. So we're not sitting back and not doing something. We're
17 moving forward but we think the next generation of what we can
18 do, we want to bring to you.

19 So now, we want to give you a snapshot. Like, bring
20 Tony up because I want to give you a snapshot of, kind of, where
21 we're at right now so you understand why we're at at this point.
22 Tony?

23 MR. HENDRYX: Thank you, Nick. Thank you, Nick.
24 Thank you for the opportunity to speak today. Tony Hendryx,
25 Regional Vice President, Spectra Food Services and Hospitality

1 Management.

2 I'm going to give you a real 30,000-foot overview of
3 where we've been at for the last two-and-a-half to three
4 years -- financially here at Orange County Market Place, and --
5 thank you.

6 And it's helpful to understand that we took over April
7 1st of 2016. When we start to align our financials, we look at
8 '17 as a full calendar year and '18 as a full calendar year.
9 That way, we can give you some real hard solid figures on how
10 we've done over the course of the last couple of years.

11 After this, I'll get to what we're going to call a
12 stub here which we'll be comparing January through April of '18
13 through January of April of '19. So you can, once again see,
14 you know, what the track record is and how we're, you know, and
15 how we're proceeding.

16 So that being said, you know, when we took over the
17 Market Place -- and in '17, we've seen our revenues decline in
18 '17 to '18 by 10.58 percent. Okay. Just about 11 percent.

19 And those revenues are made up of vendor revenue,
20 admissions revenue, and food and beverage revenue. So it's a
21 three-prong approach. And we've seen it slide in all of those
22 areas. We've seen our losses increase 322 percent from 221,000
23 to \$937,000 in '18.

24 We'll see it here in a minute. We're projecting to
25 lose over a million dollars in 2019 -- full calendar year.

1 2019, and we're only five -- six months into the calendar year
2 right now.

3 We've seen our paid attendance -- people coming
4 through the gate -- decrease by over 30 percent in this '17 to
5 '18 comparison.

6 But we've done -- but you'll also see free attendance
7 was increased. And I want to commend the vendors because they
8 have some free passes to hand out in the community and Adela and
9 the team at the Market Place for getting out into the community
10 and actually giving out free passes to try to draw the community
11 in realizing that we are a community asset. So we've actually
12 seen the free attendance go up.

13 Unfortunately, the free attendance isn't quite as
14 robust in bringing in dollars to our vendors as we've seen. You
15 know, the attendance revenue has decreased. I could just go
16 right down the line here. You know, kudos to the vendors who
17 are still with us and trying to help make the Market Place
18 better everyday.

19 Adela and her team has worked with the Small Business
20 Association here at the local area and on a statewide basis to
21 have the Market Place become a business incubator and that's,
22 you know, been somewhat fruitful right or we would have been,
23 you know, a little bit deeper than what we are right now in
24 terms of our losses.

25 Nick just switched the slides on me. That means that

1 I need to move it along a little bit.

2 (Public laughs)

3 I could take about financials all day long. What I'm
4 going to do now for you is for the Board to compare the
5 financials -- January through April of 2018 to January through
6 April of '19 so you can continue to see the slide. The same
7 thing that we talked about the year before.

8 Revenue continues to decline almost 20 percent. Paid
9 attendance increased another 20 percent. Losses increased by 15
10 percent. And to Adela's credit -- the team's credit -- they've
11 done a great job of managing our salaries and everything that
12 they can get their hands around but our contract calls for an
13 increasing rent payments to every year to Orange County Fair.
14 So, you know, that's part of the business losses that we record
15 on our side.

16 Free attendance, once again, it continues to go up. I
17 think there's about 18,000 place cards sent out to the local
18 neighborhood in providing them free attendance on annual basis.
19 And those people we see coming back in and using Orange County
20 Market Place community resources.

21 Once again, vendor count decreasing. Vendor revenue
22 goes along with that and then percentage of rent I talked about
23 a little bit -- see how it continues to go up because of that.

24 You know, we can do a deep dive. If any of the Board
25 members have questions on the financial data, these are simply

1 the back up slides for, you know, our losses over the course of
2 '17, '18, and the projected losses for '19 which I quote at
3 about \$1.017 million just about a million dollars projected in
4 '19.

5 Are there any questions on that financial?

6 CHAIR RUIZ: Are there any questions or comments from
7 the Board regarding this?

8 MR. NICORA: On this portion?

9 (No response)

10 MR. HENDRYX: At this point, I'll turn it back over to
11 Nick to talk about what our plan is.

12 MR. NICORA: Because I like to talk about the positive
13 stuff.

14 (Public laughs)

15 DIRECTOR AITKEN: Well, I mean, and at the Chair's
16 discretion, how you want to handle Board questions? Because I
17 have a lot of questions.

18 CHAIR RUIZ: Why don't you finish your presentation
19 and then I'll shoot it back to the Board.

20 MR. NICORA: Either way. Any way you want to do it.

21 All right. Where do we go from here? Because of our
22 tenure -- our history that we've operated on the facility and
23 going back to what we talked about how we collaborated on a
24 number of different things -- when we started -- when I started
25 thinking and meeting with staff, you know, senior management,

1 what are we missing? We're missing the fact that we're not
2 working together.

3 We're working together as a team. We worked for
4 parking. But all the other stuff we were, kind of, a partner.
5 We -- no matter what we did, we were both, kind of, in the game.

6 Now, we're paying a large amount of rent. Okay. It's
7 a reasonable rent. It's a contract and nobody is even talking
8 about that. But we're saying, we know that the traditional
9 efforts that we're doing right now are not working.

10 So overall, we can sit there and talk about it and we
11 could talk about free admission and we could talk about how --
12 it's just not working.

13 So we have a responsibility to the vendors to bring
14 people to the facility. We're doing that base on that some of
15 our analytics but the people we're bringing aren't buying.
16 They're free people. So they're coming. They're, kind of,
17 looking loose. So we need to reinvent. We need to get
18 individuals that are going to come and actually have fun.

19 So the plan -- our ask -- is that our thoughts -- and
20 this has been developed over our conversations -- would be a
21 relationship -- a partnership -- with the Fairgrounds.

22 We would like to see \$600,000 diverted from our rent.
23 We're not not paying it. We're still paying our rent. But the
24 600 kind of gets diverted over to a little bucket very similar
25 to our capital fund that we have associated on the food service

1 side.

2 A hundred of that would go toward hiring a promoter --
3 a marketing team. Basically, the other GM. A company that is
4 specific for that responsibility: To bring, to market, and to
5 create activity around the vendors. Because this all supports
6 the vendors and the local community and the small businesses.

7 So how do we bring small businesses here? We have to
8 bring people here. People want to come for fun. So we have a
9 relationship with our entertainment. Our entertainment is a
10 proven leader. We've worked with them in numerous
11 opportunities. They are in the house today. Carrie and Reed if
12 there's any questions.

13 And our goal is to take this bucket of money and use
14 it for events helping produce events and create net profit. We
15 are offering that 100 percent of the net profit go to the Event
16 Center that come to you.

17 So if there's losses, well, there's losses. But if we
18 make any money at all, you get a hundred percent until we are
19 paying back the \$600,000 bucket.

20 After that, once we get to a point -- and we have a
21 slide at the end that shows some projected five years out --
22 where once we get to a point where collectively we can't drive
23 the bubble above the loss -- so we're actually making a
24 profit -- we will split that profit 50/50 with the Event Center.
25 So it will be in addition to the rent.

1 So theoretically, in year three, four, five, the Event
2 Center will be making more money from the contract if everything
3 works out well.

4 Our entertainment is a company that we work with in
5 Scottsdale and across the country. And quite frankly, their job
6 and what they do is building events on parking lots. That's
7 what they do. They've been involved in it for many, many years.

8 We've had the team from here OC go to Morongo Casino
9 where they witnessed a taco festival and 15 -- 20,000 people
10 came to the casino. Why is the casino having a taco festival in
11 their parking lot? They want the tacos and the people to go in
12 and gamble in the casino.

13 We're the exact same thing. We're the exact same
14 model and that's why we pick our entertainment. We want people
15 to come to the taco festival and then they're going to come and
16 support all the vendors because they're going to buy a craft
17 item. Because all the stuff we have -- we haven't changed our
18 model when it comes to making it a flea market where
19 everything's used. We're still craft items and we're going to
20 highlight that.

21 So these are some of the events that our entertainment
22 has done over the days; Martha Stewart Wine and Food Experience
23 Tour which we would bring here, the taco festival. And also
24 note that we've worked with staff to make sure that we're not
25 crossing over any events that we already have at the Event

1 Center. We don't want to be a competitor. We want to be an
2 accent.

3 So when there is -- when we do have the, you know, the
4 child development days and all that stuff, we could have things
5 for the kids, too. We can work together to make that right.
6 These are some ideas of what -- what we would bring.

7 You know, the Overland Expo. These are -- this is not
8 -- all these events have nothing to do with a promoter. So
9 we're not going to the Sportsman Expo that goes to the
10 convention center and have them come. These are private
11 individual events. So every single person that's involved in
12 this Overland Expo would be their private car that they put.

13 So it's, kind of, like a -- it's a local community,
14 kind of, bring your car and show it off kind-of-thing. We love
15 the Ninja Warrior thing. This, again, they set it up. It's on
16 a smaller scale and all the kids and the families and they all
17 come out and they go through the obstacle course and -- and we
18 make a game out of it.

19 The taco festival which has -- when you go to the taco
20 festival, one of the highlights is the pepper eating contest.
21 And it gets pretty intense in the end when they're eating that,
22 you know, the hottest pepper in the world and that type of
23 thing.

24 So food trucks -- people do that. We've already -- we
25 think we can highlight that a little bit. We think that a

1 veterans -- one of the things that we cant to concentrate on
2 when we do -- if we do the Martha Stewart, we'd like to
3 highlight that with the Centennial Farms.

4 If we do the Veterans Walk, we'd like to highlight
5 that with Heroes Hall. We really want to try to utilize our
6 entertainment and what they have. These are events they do.
7 These aren't new events that they produced. These are events
8 that they produced now that they would be bringing out to us.
9 Kind of, picking it out in a deck of cards as to what we want to
10 do.

11 But if we could highlight other assets of the
12 Fairgrounds at the same time as highlighting new events for the
13 Market Place and driving customers to the vendors, it's a
14 win-win.

15 The 50th anniversary is this year. We're proposing a
16 very big deal. I mean, we want to make it a celebration for the
17 community at large.

18 Right now, ESPN will be filming this weekend. It's a
19 cool game show. You should come out. It's kind of quirky. But
20 they have a big ice thing and they got to try to get to the top.
21 It's a game show. So it's an interactive game show but it will
22 film -- it will broadcast on August 7th.

23 So when it's broadcast -- and it will broadcast more
24 than once -- it's, like I mentioned, Orange County Event Center,
25 Orange County Market Place, all over on ESPN. That's huge. And

1 so hopefully, we're going to get those consumers to come back.

2 And then if we spring that on with the ESPN thing,
3 then that's going to bring us right into our opening right after
4 the fair and then our celebration. There's contrary as to when
5 the 50th anniversary day was, so we can almost pick our day that
6 we want it to be, but it will be a celebration.

7 So in the end, it is -- the 50th anniversary is going
8 to be all about community. We're going to be highlighting the
9 local small business and bringing local small businesses here.

10 We're going to be looking for the development to
11 center that partnership around small business. We want to
12 recover the local involvement. I mean, the local community
13 outreach and what we're doing in the community and having people
14 come and talking about the time you came down and you met
15 your -- you might have met your wife here.

16 I know -- I -- at Cal Expo, I remember having my first
17 meaningful kiss when I was 14 years old; right? So you remember
18 that stuff.

19 And I think there's a lot of memories over 50 years
20 that we're going to highlight and that's going to be one of the
21 things that we do with the community is give us your ideas.
22 What was your memory at the Market Place? And we'll have a
23 place where your memory will be on the wall and make it fun.

24 In the long run, we do believe -- and I know you have
25 this in your -- in your -- this slide has been adjusted. You

1 have a new document that we printed last night.

2 The only thing that's different about it -- and I just
3 want to highlight it -- because when we talk with staff, we
4 realized that we were utilizing a lost-growth ratio of what
5 would happen if we do nothing, our losses will probably
6 continue.

7 But when we get to a place where we're breaking even,
8 why are we carrying these losses higher? Because we're breaking
9 even now. So these losses should say --

10 (Decorative banners falling from the ceiling)

11 All right.

12 DIRECTOR AITKEN: I just aged a decade.

13 (Public laughs)

14 MS. RICHARDS: I'm so sorry. Are you all right?

15 DIRECTOR AITKEN: I'm just happy I didn't curse.

16 DIRECTOR LA BELLE: It's a little drama to it, Nick.

17 Nick does not have enough drama in here.

18 (Public laughs)

19 MR. NICORA: That's what happens when Nick starts
20 talking numbers.

21 (Public laughs)

22 So any way --

23 DIRECTOR LA BELLE: Are there any UCLA banners in
24 here?

25 (Public laughs)

1 MR. NICORA: Yea, right.

2 So we've changed that a little bit and it actually --
3 it makes sense in the long-run.

4 So we believe this is the right way to go. We believe
5 that in the end, we're starting anew and we have our best
6 interest of the vendors and the OC Event Center and the
7 continued -- the continued growth of the Market Place which we
8 can see going for many, many more years to go. Thank you.

9 CHAIR RUIZ: Great. Thank you, Nick. Thank you for
10 that presentation. I will now come back to the Board for
11 questions and comments.

12 DIRECTOR LA BELLE: Chair Ruiz, if I might. You know,
13 I got a number of questions, but I'd like to hear from anybody
14 in the audience. I know that's a little out of order, but do we
15 have any speakers?

16 CHAIR RUIZ: I do have that and I do have, actually,
17 quite a few. So I'm going deviate from what we normally do and
18 I'm going to call up the public speakers and have them have
19 their input as well. And then I'll bring it back to the Board.

20 Okay. So the first speaker I'm going to be calling on
21 is Reggie Mundekis followed by Jeanine Robins.

22 MS. MUNDEKIS: Hi. I'm Reggie Mundekis and I'm
23 addressing the issue of the \$600,000-a-year gift to Spectra.

24 This Board just spent about half an hour agonizing
25 over whether or not to spend less than \$100,000 to complete a

1 veterans memorial and this is a project that's been discussed a
2 number of times over the -- over the past year.

3 Now, this Board is being asked to kick in \$600,000 a
4 year for who knows how many years to subsidize one of the
5 world's largest companies which is Comcast.

6 Spectra is a part of Comcast which owns and operates
7 NBC Universal, Sky Broadcasting, the Philadelphia Flyers, the
8 Wells Fargo Center in Philadelphia, and has over 300 clients and
9 numerous other business interests.

10 Comcast had net cash provided by operation -- by
11 operating activities of \$7.2 billion for the first quarter of
12 2019. That's billion with a "B," and free cash flow of 4.6
13 billion during just the first quarter of 2019.

14 The State of California which owns and operates this
15 facility is being asked to subsidize one of the largest
16 companies on the planet.

17 Spectra says that net profits will be used to pay back
18 the \$600,000 per year. Don't forget that when you're dealing
19 with Spectra, you're dealing with Comcast, and that's the same
20 company that knows all about Hollywood accounting.

21 In Hollywood, points on net profits are called "monkey
22 points" because only monkeys are dumb enough to take net profit
23 points. Let's face it, you're never seeing that 600K again once
24 you give it to them.

25 If you're not familiar with the Hollywood accounting,

1 these movies have never made money -- have never had net
2 profits: Return of the Jedi, Forrest Gump, any of the Lord of
3 the Rings movies, any of the Harry Potter movies, and any of the
4 Spider-Man movies.

5 This proposal creates a second event center in the
6 parking lot. When you're talking about drawing 15 to 20 or
7 25,000 people per event, that's a second event center in the
8 parking lot. That's so outstrips anything that's been done as
9 far as vendors at the Market Place.

10 Spectra wants to create their own event center.
11 They're going to have their own general manager for it and we're
12 going to be right back to the situation we were when Lander ran
13 the Pacific Amphitheater.

14 The Board is asked to not get this money to Spectra
15 because you're not going to see it again. The Board can allow
16 Spectra to continue with the contract and make the rent payments
17 which are required of them or the Board can run their own Market
18 Place -- their own swap meet. That's allowed by law. Or the
19 Board can require that Tandem book the events. Tandem has been
20 booking events here for a number of years. There's been a few
21 bumps, but they had been successful. We don't need a second
22 event center in the parking lot.

23 CHAIR RUIZ: Thank you. I will now call on the next
24 speaker which is Janine Robins followed by Mike Robins.

25 MS. ROBINS: Good morning. The Orange County Market

1 Place is celebrating its 50th anniversary this year as an
2 integral fixture among this community. We are -- we, our
3 business, is celebrating our 40th year as a vendor at the
4 Orange County Market Place.

5 We have customers who come from all over Southern
6 California and even have one gentleman who comes from Visalia
7 every other week, even though it is a 400-mile round trip.

8 The one thing that these customers have in common is
9 that they're all long-time customers having frequented the swap
10 meet for many years and even decades.

11 What we are missing, however, are the new customers.
12 The people who are not aware that the swap meet even exists even
13 though they may live a couple blocks away. We are missing the
14 walk-by traffic of new customers and have even had to adjust our
15 inventory accordingly. Any event that will drive people to the
16 Market Place we is great. It's a fabulous idea.

17 The event attendees will become aware of the hundreds
18 of small businesses that are opened each and every weekend and
19 struggling to survive. These will be new patrons who will
20 hopefully attend the swap meet regularly since they will have
21 been exposed to it by coming to the Market Place for a special
22 event.

23 As such, we, as well as hundreds of other vendors, are
24 in complete support of the proposed agreement between Spectra
25 and the Orange County Fairgrounds. People's livelihoods depend

1 on increasing our customer base at the swap meet. As such, I'd
2 like to thank you so much for your time and consideration of
3 this very important agenda item. Thank you.

4 CHAIR RUIZ: Thank you. Mike Robins?

5 MR. ROBINS: I'm Mike Robins and we've been a vendor
6 here for 40 years. I've attended hundreds of Board meetings.
7 And, I believe, also, first, I'd like to start off with Spectra
8 as probably one of the most valuable partners the Orange County
9 Fairgrounds has ever had.

10 But this is a separate event, and I believe that we
11 need some help at this particular point.

12 I haven't been here to many Fair Board meetings. We
13 have attended hundreds of Fair Boards meetings, but lately in
14 the last four years, we've been in social issues. Homelessness
15 is our number one and it's taking up all of our time.

16 So I'll take some of the members -- the new members
17 and the old members back. And I'll tell you where we began with
18 some problems at the Market Place. Headlines -- October and
19 2019 -- Orange County Fairgrounds put up for sale. Headlines --
20 September 14th, 2011 -- Fair Board evicts 42-year tenant to
21 enterprises, owner of the Market Place.

22 And this political configuration created a complete
23 collapse of the system. The butting of heads of millionaires
24 and billionaires -- almost all of my friends in conjunction with
25 my space -- out of work. It was a complete collapse. It was

1 configurational related to the economics, to the fighting and
2 fighting among Board members, and the Fairgrounds. And I have
3 to say, customers still ask, "I thought the Fairgrounds were
4 sold."

5 I mean, people still don't know. People are still out
6 there that don't know. I think I'm going to read off my paper
7 now:

8 With this partnership, we can rebuild one of the
9 Orange County's great community assets. And I think a lot of
10 you still think that this is one of the great community assets.

11 And I have complete faith in Nick Nicora and the
12 future of this, and I will tell you that as a reminder to some
13 of the new Fair Board members and old Fair Board members, the
14 Market Place supported the Fairgrounds almost literally for
15 decades. The entire profitability of the Fairgrounds was based
16 on the profit from the Market Place.

17 Now we can get back to that and hopefully support the
18 vendors that are still there and build it to something great
19 again. This is a great community asset. Please play into this
20 for us. Thank you very much, you guys.

21 CHAIR RUIZ: Thank you.

22 I will now call on the next speaker, Greg Silva,
23 followed by Beth Refakes.

24 MR. SILVA: Good morning, Board members. Thank you
25 for letting me speak today.

1 I'm a vendor at the Market Place for over 30 years.
2 I've been at the swap meet business for 45 years. Small
3 business. Family owned. My dad started business. I worked
4 there. My kids have worked there. My grandchildren have worked
5 there. You know, I have old enough grandchildren to work there.

6 So most of the vendors have no idea what kind of money
7 Spectra has. We don't get ourselves involved in that. We just
8 know that we're there every weekend. We want to work. We want
9 people to come.

10 Our customers love us because if you come to most of
11 our booths, you'll hear the comments that customers that want to
12 know what happened. "We don't want you guys to go away." They
13 need us there because they love coming out there.

14 So anything that you guys can do to help us would be
15 greatly appreciated because there are families out there, you
16 know. Like I said, grand kids, that are working out there
17 depending on their families to work and continue.

18 We hope that you guys can help to see through all the
19 politics and think about the families that are out there. Thank
20 you.

21 CHAIR RUIZ: Thank you. Okay. I will now call on
22 Beth Refakes, followed by Andy Martinez.

23 MS. REFAKES: Beth Refakes, long-time Costa Mesa
24 resident.

25 I have some concerns about the rent issue because it's

1 nice if you're going to have a net profit. But if there's no
2 net profit, then, essentially, the State or actually the
3 taxpayers are out of the money. So I have a lot of concern with
4 that.

5 I remember when the -- well, swap meet, now it's
6 Market Place -- was so crowded and everything and I had people
7 that, in fact, somebody was telling me a couple weeks ago that
8 they were out in this area and they were on their to dinner and
9 they decided they'd stop by the Market Place and they were
10 shocked that it was so empty.

11 And they said, "What has happened?" And you know,
12 they're wondering what's happened. I think some of the problem
13 is that over the years, people's tastes change and everything.
14 So I think you need to bring in more vendors that are more
15 diverse as well. That may attract more people.

16 I do think you need to promote -- there needs to be
17 more promotion because, again, I've heard also people say, "Gee,
18 I think the Market Place went away or the Fairgrounds was sold."

19 And that rumor is still going around that the
20 Fairgrounds was sold. So I think there's, you know, some more
21 promotion that can be done to make sure that the fair -- the
22 Fairgrounds is still here and that the Market Place is too.

23 I don't know. When people think and neighbors talk to
24 each other and they say, "Gee, I was at the Market Place and
25 there wasn't nobody there. There's no vendors," and things like

1 that, other people then, kind of, stay away.

2 So I think that you need to, you know, do more
3 promotion. But I really have a lot of concern because as of one
4 the previous speakers said, "You guys were agonizing over
5 \$100,000 for -- for artificial turf." And then this is a smore
6 of a significant amount of money. So I do have a lot of concern
7 with that. I'd also hate to see the Market Place, you know, go
8 away.

9 But I think you also need to, perhaps, form some kind
10 of partnership with the Market Place -- between the Market Place
11 and the Fairgrounds for promotional, but I don't necessarily
12 think that it should be involved with such a significant amount
13 of money. Thank you.

14 CHAIR RUIZ: Thank you. Sandy Marcaisi.

15 MS. MARCAISI: Hello. My name is Sandy Marcaisi and I
16 have been running the directory service and providing service to
17 the Orange County Market Place for 37 years.

18 And just like some of the other vendors that you heard
19 here, my daughter was five years old when we started. She's 43.
20 So we're long-term service provider for the Market Place.

21 And one of the concerns that I have as representing
22 some of the vendors and talking to some of the vendors is the
23 fact that even though you're our landlord -- or the landlord --
24 many of the vendors consider the fact that you should be helping
25 them, and the fact that it's the State and they are looking to

1 the State saying, "Is there a way that you can help?"

2 And I'm not sure if I understand exactly but to
3 address one of the questions, I don't think that -- that --
4 okay. So, one of the concerns -- I don't think that this should
5 be looked out as a Spectra/Comcast issue. I think it's an issue
6 that should be looked at for the individual vendors.

7 You're talking about going out into the community and
8 the vendors are a part of the community. And I -- I can recall
9 that when the Market Place first started, the rent was \$40 a day
10 to the Fair Board.

11 And so as vendor, I'm saying can you step back? Is
12 there a way for you to step back and take a look at this from a
13 different perspective. They're not asking you to give them the
14 money. They're asking you to take a step back and take a look
15 at, you know, how this operation is handled. Thank you.

16 CHAIR RUIZ: Thank you. That's going to wrap up the
17 comments of public speakers.

18 Now I will turn it back to the Board for questions or
19 comments.

20 DIRECTOR LA BELLE: I have a couple questions of Nick,
21 if I could.

22 If I read your report correctly, since you've taken
23 over or took over in 2016, there are 40 percent fewer vendors on
24 site than we you took over; is that correct?

25 MR. NICORA: Yes.

1 DIRECTOR LA BELLE: And if I read correctly, it looked
2 like the only increase in revenues came from raising the rents
3 on the vendors. Is that a correct statement?

4 MR. NICORA: I -- I -- Adela? We didn't really --

5 MS. GENERALLY: We didn't raise any rents. We just
6 discontinued the 2008, 15 percent discount hardship, but rents
7 in themselves have not been raised in 15 years.

8 MR. NICORA: What we try to do, too, is put some of
9 the other vendors -- we actually took a step in giving new
10 vendors free rent to get them in.

11 But, again, it's kind of like the chicken and the egg
12 concept. You need people to get the vendors to want to be here
13 because they need to make money. And you need vendors to have
14 the people here. So that's why we changed the theory of "hang
15 on. Let's try to bring it up now -- another event in, and not
16 an event, like, bring something else in to make them one to
17 come."

18 Like the Martha Stewart Home Show. That'll be great.
19 I mean, it's just something that works well with the Centennial
20 Farm. It's something that gives it synergy and gives it some
21 excitement.

22 DIRECTOR LA BELLE: If I could -- and I have a number
23 of comments that I would like to speak to. Thanks, Nick. I
24 appreciate it.

25 DIRECTOR MEYER: Can I ask a factual question before?

1 Just to -- I wasn't sure if I was missing somewhere, is there a
2 breakdown of how money is spent? I saw there's the 100 for the
3 marketing firm.

4 MR. NICORA: There's \$100,000 that would retain our
5 entertainment and that would be a monthly fee for them to
6 structure our marketing campaign in the community to be that
7 company to do that for us, collectively, and with the
8 Fairgrounds.

9 Then, the 500 would be put into a budget. We're
10 paying it. We're still paying the 2 million. But the 500 gets
11 put into a little budget or a little area where we come to staff
12 and we say, "Hey, we got this Martha Stuart thing going on. But
13 she needs a hotel room, a limo, got to have the -- products got
14 to come from Walmart, whatever, whatever. And it's going to
15 cost us \$18,000 to facilitate that need. Can we use 18,000 out
16 of that 500 to put into this so that we could potentially make
17 40?"

18 That's the goal. So it really -- the money is
19 never -- the 100,000 does get spent, along with 150,000 in
20 marketing that we're still spending. So we're not -- we're not
21 talking about reducing any -- any expenses that we're paying
22 now. We're adding to it by utilizing this fund.

23 And then -- but on the 500, it's the choice of -- it's
24 your choice. We could go to Ken and Kathy and staff and
25 Michelle -- whatever, and say, "This is what we want to do."

1 And they say, "No." Michele might say, "Whoa, whoa, whoa, whoa,
2 whoa. We can't do a fitness expo because we have a fitness -- I
3 mean, we can't do a fitness thing because we have a fitness expo
4 that's on that same weekend." Okay. We get it. That's kind of
5 where it's at.

6 MS. KRAMER: Can I make a comment? I think for some
7 of our newer Board members -- for a point of clarification --
8 the contract is about \$2 million rent of what we get annually.

9 So what we're proposing is the 600 would be allocated
10 there. We would still be receiving \$1.4 million in rent as part
11 of this arrangement. 1.4.

12 CHAIR RUIZ: Okay. Any other questions or comments
13 from the Board? Director Aitken?

14 DIRECTOR AITKEN: Yeah. Thank you so much, Nick, for
15 this. And I got to learn a lot about Spectra in the last 10
16 minutes. And the clients that you work with, your client list
17 is amazing, as is your -- your success. You guys are obviously
18 a very successful company.

19 And so I guess my question is -- and maybe this is
20 directed better to staff -- is how many contracts does Spectra
21 have on this property?

22 MS. KRAMER: Two.

23 DIRECTOR AITKEN: Okay. And how does the other
24 contract operate?

25 MS. KRAMER: Be more specific.

1 (Director Rubalcava-Garcia arrived at 11:15 a.m.)

2 DIRECTOR AITKEN: So we -- they do all the onsite --

3 MS. KRAMER: They're our master -- year-round master
4 concessionaire of all the food and beverage, except for, you
5 know, the vendors with food at their time.

6 DIRECTOR AITKEN: And, Nick, can you speak to how
7 much -- what your profit margin is from the food and beverage
8 concessions? You, as being our year-round master vendor.

9 MR. NICORA: Well, we're roughly in the 5 to 6 percent
10 of gross net revenue.

11 DIRECTOR AITKEN: Okay. And what is that number?

12 MR. NICORA: 800.

13 DIRECTOR AITKEN: \$800,000? Okay.

14 Next, when did you first meet with the Tenant Liaison
15 Committee?

16 MR. NICORA: June 13th.

17 DIRECTOR AITKEN: Okay. Is there anyone from the
18 Orange County Fair staff that reached out to the Tenant Liaison
19 Committee before June 13th? I'm just going --

20 (Public laughs).

21 And I think this is an important issue, so I'm joking
22 about the flags, but I really have a lot of questions about this
23 contract.

24 So did anyone reach out to the Tenant Liaison
25 Committee? From -- not from Spectra but from the staff before

1 we scheduled the June 13th meeting?

2 MS. KRAMER: No. We were still working on very
3 eye-level concepts trying to put something together that we can
4 even present to a committee.

5 DIRECTOR AITKEN: Okay. Thank you.

6 And, Nick, when did you first approach the Orange
7 County Fair staff about this issue?

8 MR. NICORA: Well, we've been talking about our
9 deficits for quite a while and trying to come up with different
10 solutions.

11 Quite frankly, it heated up after our management
12 change. Our first goal was to evolve into the Market Place with
13 the management team that we presented in the beginning of our
14 '10 year.

15 DIRECTOR AITKEN: And do you recall what year and
16 month the management change that you're referring to was?

17 MR. HENDRYX: October 30th, 2017.

18 DIRECTOR AITKEN: So October 2017. Okay. So that's
19 when the conversations with the Fair staff started?

20 MR. NICORA: Well, no. That's, kind of, when our
21 conversations started thinking about, "Okay. That could work
22 internally."

23 DIRECTOR AITKEN: Internally?

24 MR. NICORA: Internally. This didn't work. Okay. So
25 now we have to figure out -- we've got to figure this out. I

1 mean, so it became imminent that we needed to come up with a
2 solution.

3 So that's when we decided to say, "Okay. Well, let's
4 get our foundation in order." So it was Adela. And then we
5 decided that we're either going to find that person that's going
6 to help us drive more events. Because that was our goal. That
7 was -- our beginning management was it was going to be
8 different. We were going to bring stuff to the -- it didn't
9 work out.

10 So as we started going through that process, then we
11 started realizing that, okay. As we're declining and as we're
12 doing our marketing and we brought in the marketing team and
13 brought in the people from Philadelphia to do whatever they know
14 to help us with stuff, it just wasn't -- it wasn't -- it wasn't
15 rising the bubble at all.

16 So then we made the decision, we said we could do two
17 things: We could either, you know, because, obviously, the pros
18 and cons of being part of a big company is like a big company
19 could easily just say, "That good money after bad, write it off,
20 write them a check, and walk away."

21 Well, and that's what I do. I'm involved in the fair
22 industry. That's pretty much all I do. The company that I
23 work, Spectra, I don't even think they like me because I'm too
24 off the bubble. I'm too weird.

25 (Public laughs)

1 I mean, they come up and they go, "You want to do
2 what? You want to spend how much for a band?" Because it's
3 good for the fair.

4 But big corporations and stuff sometimes they only
5 care about the bottom line. They don't care about the vendors.
6 They don't care about what's going out on the street. They
7 don't even know them, but we do I do. I do. I have some
8 personal interest with Bob because I kind of feel like no matter
9 way you think of Bob Teller, he built a pretty significant
10 enterprise here at this facility and it deserves to stick around
11 and so I'm fighting for it.

12 DIRECTOR AITKEN: So you said in October of 2017 you
13 guys started having these internal discussions?

14 MR. NICORA: Correct.

15 DIRECTOR AITKNE: And so with the specific plan for
16 this high-level idea that we're looking at today, when did you
17 first sit down with Orange County Fair & Event Center staff to
18 discuss this potential idea?

19 MR. NICORA: Well, when we first -- it was at the
20 Western Fairs Association. And --

21 DIRECTOR AITKEN: And Western Fairs Association was --

22 MR. NICORA: It was in Reno at the convention which
23 was January 15th or so.

24 DIRECTOR AITKEN: Of this current year?

25 MR. NICORA: Of this current year.

1 And it was at that point that the company was asking
2 us to -- we're getting pressured from Philadelphia. We have to
3 figure this out. I mean, you know, we're losing money on both
4 sides.

5 So I said, well, you can't. We have a contract.
6 Okay. We made a deal. Okay. You live by the deal. That's
7 what you do. So we can either just write it out and/or write a
8 check and whatever. But that doesn't help the Fairgrounds and
9 that doesn't help the community. That doesn't help what we're
10 here for.

11 DIRECTOR AITKEN: So specifically at the
12 Western Fairs Association, who did you sit down and speak with
13 about trying to flush out this idea?

14 MR. NICORA: Kathy and Ken.

15 DIRECTOR AITKEN: Kathy and Ken. Okay. Thank you.

16 And -- can you just -- did you report to the Board or
17 come to a Board meeting in February of 2019? Did you speak at a
18 Board meeting and update us on -- on --

19 MR. NICORA: I've been here but I haven't spoken which
20 is very unlikely.

21 DIRECTOR AITKEN: Yeah.

22 And did you update the Fair Board on any of your
23 concerns on this issue in March of this year?

24 MR. NICORA: Not that I recall.

25 DIRECTOR AITKEN: Okay. Do you recall any month of

1 this recall that you have updated this Fair Board about your
2 concerns and potentially partnering on on this project?

3 MR. NICORA: No.

4 DIRECTOR AITKEN: Okay. Have you met with any of the
5 vendors on the property about this potential project?

6 MR. NICORA: Yes.

7 DIRECTOR AITKEN: Okay. And when did you first talk
8 with the vendors about this this potential project?

9 MR. NICOR: January 2017. As soon as we knew we were
10 starting to have our issues, we started working collectively
11 with -- with -- with as many bidders we could. We put together
12 a tenant liaison committee.

13 DIRECTOR AITKEN: A Spectra Tenant Liaison Committee?

14 MR. NICORA: Correct.

15 DIRECTOR AITKEN: Okay. And how many people sit on
16 that committee? How many, I guess, representatives?

17 MR. NICORA: We probably have what? Maybe 15 -- 16
18 people come to a meeting. Most of them -- they're -- it's
19 mostly vendors.

20 But we started realizing at that point that we were
21 just, you know, we were talking about marketing. We were
22 talking low-level stuff.

23 But in the end, it needed to be something bigger. It
24 needed to be something more. And so that's why -- but for us --
25 and for me any way -- I'm presenting to the Board any idea or

1 thoughts whether it be secure this or whether it be at a public
2 level -- has to be after having support from the vendors, number
3 one.

4 DIRECTOR AITKEN: So this slideshow specifically -- so
5 you created the tenant liaison committee in 2017, and it's
6 not -- are there designated vendors that, kind of, represent
7 that group or is it, "We're having a meeting and whoever can
8 come, can come"?

9 MR. NICORA: Pretty much we're having a meeting.
10 Whoever can come, can come. But basically --

11 DIRECTOR AITKEN: So you don't have any designated
12 leadership?

13 MR. NICORA: Well, I -- I -- I -- I actually lean on
14 Mike and --

15 DIRECTOR AITKEN: I would too.

16 MR. NICORA: But they've always been -- I've known
17 Mike forever.

18 DIRECTOR AITKEN: Yeah. Specifically, for the Robins
19 and the vendors like them, when did they first see this specific
20 idea and program?

21 MR. NICORA: Well, we presented when -- before we went
22 to the committee -- Board Committee -- we needed to make sure
23 that they were on board.

24 So it took us -- first of all, once we had the concept
25 of potential what might make sense for the Fairgrounds with

1 staff, we decided, okay, so now we have to figure out how to
2 make a deal with our entertainment. We had to go down that
3 path.

4 Okay. We have a potential opportunity with the staff
5 that will need to be approved by the Board. Then we went to our
6 entertainment and said, would you even be interested in this
7 property?

8 So we brought them out here to see it. That took a
9 few weeks put together. And then they came and they saw. And
10 then we had to hash out what a potential deal would be. And
11 then once we knew that they were on board and that we had a
12 direction, then we moved directly to the vendors to say, okay,
13 what do you think about this this idea?

14 Because there are some people -- some vendors -- that
15 say, "You know, I don't want to have a motorcycle rally because
16 I sell earrings and no one is going to buy them." Right. Okay.
17 But let's work collectively as a committee on the vendor side.

18 What does work? Does the Taco Festival work? Yeah.
19 It probably does. The Overland Festival? Probably does. It
20 brings people to it. You know, the Michelada Festival that we
21 had last weekend did very well. I asked Mike, "How'd you do?
22 Ehh, you know, not a lot of michelada drinkers buy our stuff
23 from our cigar smokers."

24 But I had heard from other vendors that sold some
25 shirts and sold some other stuff. So there's other people that

1 benefitted. So every event is not to going potentially benefit
2 all 100 percent of the vendors but it's going to potentially --
3 a majority of them are going to get affected by it.

4 But it just brings more people and more awareness that
5 we're open. I mean, the fact that ESPN is going to be here on
6 TV, that's going to be a big statement about the Market Place is
7 open.

8 DIRECTOR AITKEN: No. And I think -- I really applaud
9 the creativity. I get -- I have a lot of questions and I don't
10 mean to --

11 MR. NICORA: I'm fine.

12 DIRECTOR MEYER: I'm interested in the answers to your
13 questions, actually.

14 DIRECTOR AITKEN: I've been on this Board for a long
15 time and this has always been one of the most difficult things
16 to navigate from the original sale of the Market Place to what
17 we can do as a fair to promote and partner.

18 And it's an interesting business model having a
19 coalition of unrelated small business owners operating on our
20 Fairgrounds every weekend.

21 But when I see some -- a type of ask, like this, when
22 we're talking about a \$600,000 diversion of public money, I have
23 a lot of questions and concerns. And I have to ask the question
24 as you presented it when you said that this model is not
25 sustainable.

1 You know, I think we have some larger Board policy --
2 Board questions that we have and so the reason I'm asking you
3 all these dates and these questions is because, I'm a big fan of
4 procedure.

5 And we have a Tenant Liaison Committee for a reason.
6 It's so that the Board does not find out about something like
7 this 10 days before a Fair Board meeting and ask to dig through
8 Spectra's financials and ask to find out as much information as
9 we can reaching out to vendors. I've reached out to some of the
10 vendors that I know that I haven't had a chance to talk to
11 40-plus vendors about this.

12 So the process and the procedure was not followed for
13 me to be satisfied with this event -- with this ask. I'm not
14 saying that I'm against it, but I have a lot of questions in
15 that if we have something like this, why weren't we getting
16 quarterly reports from Spectra or from -- at least even to our
17 Tenant Liaison Committee or from our staff that this is coming
18 down the pipeline, especially if there was a meeting in January
19 of 2019.

20 I have a question about a vendor leadership team.

21 MR. NICORA: Can I --

22 DIRECTOR AITKEN: I'll just make my comments and I'd
23 like your response.

24 A vendor leadership team where we have had designated
25 vendors that are partnering with you about how this money is

1 going to be. I think that's a fair ask. I want vendors -- some
2 type of -- either a vendor elected amongst themselves to be
3 members of that leadership team to figure out how this money is
4 going to be spent and whether these marketing ideas are a good
5 idea.

6 I want to know -- have the assurance that Spectra is
7 going stall to stall every weekend and asking what vendors think
8 and what they need.

9 You know, I think that if we look at this event and
10 we're looking at diverting \$600,000 of taxpayer money, is this
11 something that's part of a larger Board discussion? We should
12 talk about producing this in-house.

13 How many staff members could we hire for \$600,000?
14 Maybe the math doesn't work that way. But, you know, maybe is
15 it something that we should be taking on in-house as opposed to
16 gifting \$600,000, potentially, to something that the operator
17 doesn't feel is going to be a successful model. If you can't
18 tell me that you think is going to make money, how do you think
19 I feel as a Board member?

20 And I look at the things and our other partners on
21 this property. What are we going to do when RCS, our carnival
22 operator comes and tells us that their business model is failing
23 and so they cannot pay their contract rate to the Orange County
24 Fair during fair time. What are we going to do when we have the
25 fight club -- OC Fight Club -- saying, "We can't pay our rent.

1 We need you to go into the fight business because we're not --
2 our business model is not working."

3 I mean, it's not just about this. There's a lot of
4 larger policy discussions that we need to have as a Fair Board.
5 So having this presented to me 10 days ago, you can see I have a
6 laundry list of questions and I could, you know, talk to you
7 about it.

8 But I'd actually like the opportunity to speak with
9 you about this over probably 90 minutes to 2 hours, not in the
10 small amount of time that I've already taken up.

11 So I think that this is not -- I'm not against the
12 concept, but there's so much detail and so much financial
13 projections and so much information that needs to be betted and
14 fleshed out that as a Board member today, I can't support the
15 way that this was presented and the way that this was handled.

16 If I could have my wish, I would like for you guys to
17 make the capital investment of \$100,000. We just did it and
18 it's not fun. It hurts, but I think pennywise, pound foolish
19 again, I would like to see the \$100,000 Spectra investment start
20 and then let's revisit this once we've had larger discussions in
21 six months.

22 And if the \$100,000 has resulted in no change, no foot
23 traffic change, no event change, no revenue change, then I think
24 we need to have a larger discussion about the Market Place
25 because we will be here for the vendors. I will always be here

1 for the vendors.

2 But you can't, you know, once the house is on fire,
3 then alert the Fair Board that, "Oh, and we need all of your
4 resources to get behind us and help us put it out."

5 That's just -- the process of this was handled -- the
6 procedure is very concerning to me.

7 CHAIR RUIZ: I do have a comment from the CEO.

8 MS. KRAMER: Thank you. Thank you, Chair Ruiz.

9 Just as a matter of some dates and timing, Ken and I
10 did meet with Nick and team. He literally handed us one piece
11 of paper. It was very conceptual and we said to him, "Go back.
12 These numbers -- there was tons of back up. Because in good
13 faith, we cannot bring this even to a committee." It was not
14 ready.

15 You know, again, when you do these things, they're
16 very complex and complicated. We have a whole lot of
17 homework -- everything that he has talked about.

18 So fast-forward. And I don't remember, it was either
19 March or April and I was in a Board meeting. I believe,
20 Director Aitken, you asked an update from the Market Place. I
21 think I said they're having some conversations. We're waiting
22 for them to bring something back to us.

23 At this point, we hadn't heard anything. It was -- I
24 can go back and look at my calendars, but it was probably no
25 less than 60 days ago that we met with our entertainment.

1 Again, because concept, because I feel it's our job
2 operationally to vet this stuff to even, you not, not to waste
3 time. They had still tremendous homework to do.

4 So we -- we have not even seen -- and it wasn't until,
5 you know, until we got the staff report did we -- in doing
6 that -- have this final. We immediately wanted to have a final
7 copy of what their proposal was going to be, brought the Tenant
8 Liaison Committee.

9 So don't disagree with what you're saying. Some more
10 time to vet that and doing that. But like I said, they had a
11 lot of homework and we waited for them to bring back even
12 anything before we could even vet it and it would be even
13 presentable in a committee format.

14 DIRECTOR LA BELLE: Chair Ruiz, if I may.

15 CHAIR RUIZ: I have Director Bagneris, followed by
16 Pham and then you.

17 DIRECTOR BAGNERIS: So, you know, 50 years is a long
18 time and I am too in favor of the vendors. I would, you know,
19 supporting that.

20 I come out here a couple times a month to the Market
21 Place. I'll hate for it to go away. But part of this is on us.
22 When was the last time we had a Tenant Liaison Committee
23 meeting? A report out? When was the last time? Years ago?

24 We have to do our part. These are our Board
25 committees. The Tenant Liaison Committee needs to go out and

1 meet and talk. This is our Committee, but we haven't had a
2 report from that committee in years.

3 So part of this is on us as well. We know we have
4 this -- this is our largest tenant -- is it our largest tenant?
5 I don't want to say that if it's not.

6 MS. KRAMER: Yes.

7 DIRECTOR BAGNERIS: Okay. And we need to be out there
8 and interacting with them and we could have known this years ago
9 if -- if as we were following their progress what was going on.
10 So I would ask that our Tenant Liaison Committee do more on a
11 consistent basis.

12 Maybe start a meeting on a regular basis and do that
13 and probably table this. I think it's a lot to absorb today. I
14 don't want to see them go away. But if we need more
15 information, let's get that information. Let's get that
16 resolved so we can deal with this issue.

17 I do agree that if Spectra can come up with the
18 100,000 to get us started and maybe we deal with this -- we're
19 not going to have another meeting probably -- well, I don't
20 know. We may not go on the August but September timeframe or
21 later in the year, come back, and visit this again.

22 CHAIR RUIZ: Director Pham?

23 DIRECTOR PHAM: Yeah. I want to start by saying
24 overall, we heard about this recently. I do think we need to do
25 something. I thought this was relative creative idea but with

1 regards to protocol and procedure, you know, we discussed this
2 as well.

3 We were under the impression that you would take this
4 as an action but not make any decision today but allow for
5 discussion from the greater Board.

6 And then after that, you know, probably end up tabling
7 it, but doing some more homework, doing some more digging in and
8 doing some more research and then, you know, keep progressing
9 down the line and eventually make the decision then.

10 The intention wasn't necessarily to make a decision
11 today -- at least in our front -- but I do want to say I'm
12 overall supportive in doing something. Whether it's an
13 iteration of this or another iteration saying dollar-for-dollar,
14 50/50 match; if we do 300 then Spectra has to come in with the
15 additional 300 or something like that or some sort of idea.

16 But at least as a first cut, take a look at this and
17 then iterate down the line and comment something we can all
18 agree on.

19 CHAIR RUIZ: Okay. Thank you. Director La Belle?

20 DIRECTOR LA BELLE: Maybe I can add a little
21 background to it.

22 Both Ashleigh and I have been on the Board for some
23 period of time. Back in its heyday, the Market Place generated
24 \$4 million a year to the Orange County Fair & Event Center.

25 We were in partners with Tel Fil for some 40 years.

1 Shortly after I got on the Board, things were beginning to
2 decline fairly significantly in terms of revenues. So Tel Fil
3 was making a number of requests of the Board.

4 What the Board did was appoint a committee to
5 negotiate with Tel Fil. That committee was former
6 Director Tkaczyk and myself. This process went on for,
7 literally years; back and forth, very contentious at times.

8 I remember meetings where there were more attorneys in
9 the room than there were Supreme Court members. It was a very,
10 very engaged process for lack of a better term.

11 Ultimately, it ended up in a very simple document;
12 landlord-tenant. No longer partners. And in exchange for that
13 relationship, there was some very significant reductions in rent
14 in the early years of this multi-year agreement.

15 One thing that -- well, at least three members of this
16 Board, maybe four, were not here when this process took place.
17 So at a better minimum, that documentation needs to come back to
18 the full Board, so you have -- we have a benefit of (A)
19 refreshing my memory, and (B) knowing what the conditions were
20 and what the restrictions were in terms of that reduction.

21 There were significant reductions in rent in the early
22 years to help this thing go forward. As Barbara said, as
23 Ashleigh said, I'm fully supported of the vendors. You got the
24 chicken and egg sort of thing; if you have no vendors, you have
25 no customers. If you have no customers, you have no vendors.

1 I remember 30 years ago driving here every six weeks
2 or so from Cerritos when my kids were growing up and the place
3 was packed. We parked at Orange Coast College in most cases,
4 and you couldn't even get on the site because there were so many
5 people here going, you know, it was wall-to-wall people.

6 The walk-in was great but when I'm walking out with
7 two potted plants, the poster that my kid wanted in the room,
8 the shorts, the sandals, the shirts -- the only pleasant
9 experience was -- they had the best corn dogs in the world.
10 I've got to admit that. And I'd grab a beer, maybe two. It's
11 not that way anymore.

12 What happened? Well, you have the entire shopping
13 center is closing down. You go to Westminster Mall and you
14 could shoot a cannon through that place now. Even South Coast
15 Plaza has tenant space -- more and more tenant space available.

16 How did this happen? Well, this guy started selling
17 shoes out of his garage -- i don't know. Thirty years ago --
18 well, it worked. It's now Amazon.

19 Does that mean we can't make the Market Place work?
20 No. You could make the Market Place work. We have the most
21 successful Market Place in California, probably in the western
22 United States. It's called the Orange County Fair. We have
23 over 400 vendors here that come back year after year. There's a
24 million-and-a-half visitors.

25 And in 23 days, they're very successful. Well,

1 they're successful because we've got the best carnival operator
2 in the business, RCS. The best midway vendor in the world, RCS.
3 We got Pac Amp. We've got have all kinds of things that bring
4 people in to the OC Fair.

5 I know a number of individuals that do not go in the
6 rides. They come here, specifically, to go to the parade of
7 products that's in the building there to see the vendors to get
8 the same T-shirt this year that they got last year. They keep
9 coming back.

10 We need to call this -- this is where we were five
11 years ago. Let's call it what it is. It's a rent reduction of
12 600,000. We're the landlord; they're the tenant.

13 Now, anything we do, I would like to see put into
14 supporting the vendors to make the vendors more successful. The
15 question is, given what's happened in the Market Place, is that
16 going to be a possibility?

17 I think at a bear minimum, we should table this until
18 our budget discussions in November -- December. We need to get
19 all of the other information brought back to us in terms of the
20 agreements that we've already entered into with Tel Fil that was
21 assumed by Spectra back in 2016.

22 So those are my comments and that's it.

23 CHAIR RUIZ: Thank you. Director Meyer?

24 DIRECTOR MEYER: I don't want speak to the substance
25 of this because there's clearly -- there's so much more work

1 that needs to be done.

2 But I wanted to concur in what Ashleigh said with
3 regard to process. We have Board committees and Board
4 committees need to be involved in these kinds of discussions at
5 a much earlier stage.

6 You know, I mean, I understand the explanation that
7 the committee didn't expect that today would be a discussion
8 about the decision, but it's agendized as a vote to make this
9 decision. And so I think we need to have a heart-to-heart
10 discussion between Board and management about the way that we
11 expect to be involved on decisions that are significant as
12 something like this.

13 So I wouldn't be comfortable having any vote on
14 something like this until the Committee had reviewed it multiple
15 meetings ago over an extended period of time and considered
16 numerous alternatives for solving a problem that clearly needs
17 to get solved and we absolutely want to support the vendor
18 community.

19 But I have to say it doesn't strike me that enough
20 went into involving Board members from an early stage.

21 CHAIR RUIZ: Thank you. Go ahead.

22 VICE CHAIR CERVANTES: I just want to state that
23 Director Pham and I did not place this as an action item.

24 CHAIR RUIZ: Yeah. You know what, I think that's --
25 that's what happened here. It was listed as an action item. It

1 should have been an information because this is a big ask.

2 And Director Aitken, thank you for your comments.
3 They were right on. I think the policy procedure should have
4 been followed. I think we can all agree that we're all here for
5 the vendors, and we can hopefully make this work and turn this
6 around.

7 Director La Belle said it best. You know, all these
8 shopping centers are closing. You know, my daughter who's 19
9 doesn't shop at stores anymore. I'm getting a packet -- two or
10 three a day, you know.

11 So having said that, it's -- I would -- when I first
12 saw this, I thought of the Tenant Liaison Committee. And going
13 back to them and having them come back and give us a report.

14 So, you know, I'm in agreement with everybody here.
15 We do want to help out the vendors, but this is a big decision
16 to make right now. So we can bring this back at a later time
17 after we do more studies. Take it back to the Tenant Liaison
18 Committee and then move forward from there.

19 DIRECTOR RUBALCAVA-GARCIA: I agree with what
20 everybody said here.

21 And the one thing -- evolution of evolve and
22 experiencing is real that when you look at other market places
23 like Pasadena, for example, that is -- no room; right?
24 People -- it's a destination.

25 So besides asking for a rent reduction, perhaps we

1 look at what some successful market places are doing, whether
2 it's less frequency, different marketing opportunities. But I
3 think it needs to be retooled completely and brought back to the
4 Board for more discussion.

5 And I know that do have Tenant Liaison Committees, but
6 we do meet monthly, so it would be nice to hear from Spectra
7 more often, especially if it's our biggest vendor. And we're
8 always open to hearing comments and understanding what you guys
9 are going through as well because there's a lot of talent that
10 sits on this Board from legal expertise to marketing experience.

11 And I think that it will be -- it's a good topic for
12 us to be more involved with, but I also agree that it's not
13 appropriate at this time, especially the month before the fair
14 starts to vote on this issue.

15 CHAIR RUIZ: Director Bagneris?

16 DIRECTOR BAGNERIS: Yes. I move that we table this
17 topic indefinitely. It will come back to us when it's
18 appropriate.

19 DIRECTOR LA BELLE: Second.

20 CHAIR RUIZ: There's a motion and a second on the
21 floor. Roll call vote.

22 MADAM SECRETARY: Chair Ruiz?

23 CHAIR RUIZ: Yes.

24 MADAM SECRETARY: Vice Chair Cervantes?

25 VICE CHAIR CERVANTES: Yes.

1 MADAM SECRETARY: Director Bagneris?

2 DIRECTOR BAGNERIS: Yes.

3 MADAM SECRETARY: Director Mouet?

4 (No response)

5 Director Aitken?

6 DIRECTOR AITKEN: Yes.

7 MADAM SECRETARY: Director La Belle?

8 DIRECTOR LA BELLE: Yes.

9 MADAM SECRETARY: Director Pham?

10 DIRECTOR PHAM: Yes.

11 MADAM SECRETARY: Director Rubalcava-Garcia?

12 DIRECTOR RUBALCAVA-GARCIA: Yes.

13 MADAM SECRETARY: And Director Meyer?

14 DIRECTOR MEYER: Yes.

15 CHAIR RUIZ: Thank you.

16 Okay. Now we will move onto the -- oh, yes. That'r
17 right. You know what, let's take a quick five-minute break. We
18 usually do 10. Let's do five this time. We still have a lot to
19 get done.

20 (Break)

21 CHAIR RUIZ: Okay. I think we got almost everyone
22 back. I think we're missing a couple Board members, if not
23 three. Once they get here, we can go ahead and get started.

24 And I just wanted to clarify, you know, I decided this
25 last item was an actin item. Whether it had been an action or

1 information, either way we had to give direction to the staff on
2 what to do. That's what they brought to us, you know. They
3 wanted us to see, obviously, what was before us to take action
4 on that. Not necessarily on the item itself, but to give
5 direction as to what to do moving forward and I think that's
6 what we did here. So I want to thank the Board for that.

7 So, okay. Now we will move onto the next item which
8 is Item C. That is the Consideration of and Vote to Provide
9 Financial Support to the Pacific Symphony for producing "Hail to
10 the Heroes," a Celebratory Concert Honoring Veterans and Active
11 Duty Personnel, Featuring Lee Greenwood and the Pacific
12 Symphony.

13 And with that, I will turn it over to CEO Kathy
14 Kramer.

15 MS. KRAMER: Thank you, Chair Ruiz.

16 Well, just as a matter of history, about three years
17 ago again, our relationship with the Pacific Symphony bringing
18 their Summer Concert Series to the Pacific Amphitheater. This
19 relationship also created an annual partnership that brings
20 collaboration with their musicians to provide entertainment and
21 educational opportunities supporting OCFEC programs, as well as
22 mutually beneficial joint marketing opportunities.

23 I'd like to introduce John Forsyte, President of the
24 Pacific Symphony. He's here today to share with the Board of
25 Directors a very special project with the -- that the Symphony

1 is going to be bringing to the community, "Hail to the Heroes."
2 John?

3 MR. FORSYTE: Having observed the meeting for the last
4 few hours, I just want to say thank you for your public service.
5 It's a complex policy job that you have, so I appreciate the
6 time spent on stewarding the fair.

7 I've been President/CEO for the Pacific Symphony for
8 21 years. And throughout that time, I've become increasingly
9 familiar with the amazing history that we have here in
10 Orange County -- really the staging ground for so many of our
11 troops to -- with the Pacific Theater in World War II.

12 And I think it's extraordinary that we sit and stand
13 on this amazing place that was the Santa Ana Army Base. And so
14 the fact that you've established Heroes Hall is just an amazing
15 gift to the community.

16 This is our 40th anniversary season and I'm proud to
17 say the Pacific Symphony was named a Group 1 orchestra. We're
18 now in the top tier of American Symphony Orchestras, established
19 by the League of American Orchestras, and we returned from
20 Carnegie Hall -- a sold out concert. Five concerts in China and
21 we're featured on national television in the great performances
22 of PBS broadcast honoring our history of immigration. It's a
23 project called Ellis Island.

24 Most recently, we've launched a series of concerts
25 we're calling Building Communities Concerts. It's an effort to

1 engage communities and help them establish greater cohesion than
2 simply just coming with the Symphony. And several cases this
3 last year, we enjoyed sell-out performances.

4 For example, we did a concert called "Nowruz" honoring
5 the history and celebration of Iranian culture. We had a
6 lantern festival, Lunar New Year, and a project called "Defiant
7 Requiem which recognized the history of The Holocaust and Jews
8 who suffered.

9 The latest Building Communities concert is "Hail to
10 the Heroes." It's a project to help build the strength and
11 cohesion of our veteran communities and veteran services. We
12 think the symphony can provide a unique platform for knowledge,
13 awareness, and connection in that community.

14 Our summer series here at the Pacific Symphony will be
15 the largest in our history. We'll have six concerts. Three on
16 a subscription series. One co-production of Rick Springfield, a
17 presentation of Weird Al Yankovic with the orchestra, and this
18 brand new program which is starting this year.

19 In our first season -- first few seasons -- we've
20 enjoyed a partnership with the Fair, as Kathy mentioned.
21 Support for projects like the document that I placed in front of
22 you which is our Heartstrings program.

23 You can see that over 1,277 tickets are already
24 pledged this year. We're not done. A value of over \$50,000
25 worth of free tickets, plus transportation and the time and

1 effort of our staff and volunteers to provide a partnership with
2 a number of social services agencies, which is also part of the
3 "Hail to the Heroes" project.

4 In addition, as part of the partnership, we're excited
5 that our musicians will be featured at Veterans Day activities
6 and that we are also going to be featured on the Orange County
7 Fair property over the next few months in several concerts.
8 These are provided free to the fair, but we wanted to help
9 enhance the partnership.

10 And as Kathy said, we do a lot of co-promotion of all
11 the amphitheater activities and we brought Board members, public
12 servants to the fair property over the last three years.

13 "Hail to the Heroes" is a concert that features an
14 orchestra of about 75, a chorus of 100 musicians, and a
15 production cost of about \$350,000. I'm just going to repeat
16 that: The cost of the event is \$350,000.

17 We are going to pledge that every veteran family,
18 active duty, and first responder will have free tickets to the
19 concert up to four per household. So far we have 500
20 individuals who have already signed up for free tickets, and so
21 our earned revenue for the concert is naturally reduced by the
22 fact that we're giving the inventory to the veterans active duty
23 and first responders.

24 So our goal right now is that we're going to do a
25 private fundraising campaign. I've begun meetings with

1 corporations, individuals, and foundations to raise funds for
2 this activity. But I'm asking the Fair to consider a
3 partnership of \$25,000 towards the \$250,000 goal. That would be
4 to support some of the tickets that we're providing, the
5 transportation that we're providing to veterans, active duty,
6 and first responders.

7 Before the performance, we're going to have a special
8 reception at Heroes Hall. We're asking every mayor and city
9 Council to nominate a veteran from their community in
10 Orange County and they will be gathering at Heros Hall for a
11 pre-concert reception.

12 We've invited the congress, State assemblies and hope
13 that we have a reception of about 100 people before the event
14 that Heroes Hall will be open throughout the course of the
15 evening and afterwards as well. We think Heroes Hall is not
16 fully understood by our community, so a big part of the event is
17 to expose that wonderful new facility.

18 And lastly, we're inviting non-profit partners to set
19 up booths and sign up opportunities to engage veterans in
20 services that they may be unaware of.

21 Again, it's a platform for building our -- the
22 strength in our community. I have a hero with me. His name is
23 Denton Knapp. Denton is currently the Director of the Tierney
24 Center at Goodwill. He's General for the California State Guard
25 and a retired Colonel by the Army. As Director of the Tierney

1 Center, he synchronizes the programs, resources, funding, and
2 services available to the County to improve the lives of
3 veterans and their families at a centralized facility free of
4 cost and response to individuals.

5 Denton serves on a task force of about a dozen people
6 from the community comprised of veterans and people who are
7 serving the -- the interest of veterans and active duty
8 personnel.

9 So I've asked Denton to just comment on the project
10 and his role. Denton?

11 MR. KNAPP: Thank you, John.

12 Honorary Chair and Board members and staff members,
13 thank you for having us today, and I appreciate John asking me
14 to help.

15 So this is from a perspective of a veteran. I did
16 serve 30 years in the active Army and deployed to Iraq and
17 Afghanistan, and I am an Orange County implant. I'm a boy that
18 followed my grand kids here. So I got here in 2017 and quickly
19 I learned the community.

20 One of the first places I came was the Orange County
21 Fair. And great advertisements, great concerts, and something
22 fun to do. So this was my first place that I came that summer
23 and as we moved into our place in Irvine.

24 Since then, I was hired by Goodwill of Orange County
25 as a Veteran Service Center. And much like the other 100-plus

1 veteran service organizations in the county, we go around and
2 find veterans. And see, you have to find them because they
3 won't come up and tell you who they are. And when we do find
4 them, we ask what they need and they'll say, "nothing." We ask
5 again and we'll find out.

6 A very few percent need housing and need food and some
7 basic needs. The majority are doing okay. Some are
8 underemployed some are unemployed.

9 But with that, one of the great place to find them are
10 community events like the Fair. So when I came to the
11 Veterans Day event here, we set up our booth and we found over
12 100 veterans in that one day which is incredible. A lot of
13 people came out here.

14 So this event in itself, for the veterans -- not only
15 for the veterans but for their families -- a lot of times, it's
16 always about the veterans that are active but their families are
17 a larger group and actually do a lot more as they're waiting
18 here for us at home and taking care of those that come back that
19 are injured or those that don't come back. Those families.
20 This is very important.

21 But even more importantly -- this is coming from 30
22 years in the service -- it's about creating an understanding.
23 So right now, there's about 130,000 veterans in Orange County.
24 It's about the third or fourth largest in the State and the
25 State has more veterans than any other State in the Union.

1 Okay.

2 So with that, you think about percents. Less than 7
3 percent of the U.S. population are veterans. Less than 7
4 percent. That's from World War II up to now. And this is
5 actually the first war that we're fighting now that those of us
6 that have fought it, our kids are now fighting the same war. It
7 never happened before in the United State. And there's been no
8 victory parades. There's been no celebrations.

9 And this is a form of saying thank you. We hear a lot
10 of times, "Thank you for your service." This is actually
11 showing thanks.

12 So it's creating and understanding. Bringing in the
13 families of veterans and bringing those in the community so they
14 could see what it means to serve.

15 In our all volunteer force, since after Vietnam, this
16 is the first time we've been short in our recruiting goals, at
17 least for the Army. And so to create an understanding in our
18 youth and what it means to serve. And maybe not serve in the
19 armed forces but serve in other ways in the community is very
20 important.

21 So events like this here bring heroes together. And I
22 just want to point that out that it's about a community event.
23 It's about creating an understanding about those that serve
24 us -- way of life, and it's very important.

25 So thank you for your support, and I'll follow up with

1 John.

2 MR. FORSYTE: I would just make one last comment which
3 is a personal note.

4 First of all, I've had an amazing experience. I feel
5 like we're part of the fair family. The whole orchestra, the
6 musicians, Carl -- it's an incredibly welcoming staff team.
7 They're super creative as an arts leaders. I can tell you, they
8 act like arts administrators. So that's number one.

9 And then number two, just on a personal note, the
10 reason why I believe so strongly on this event is that my
11 parents were liberated by the American forces in Europe and my
12 dad was a refugee in American DP camp in 1946 through '52. He
13 was from the first time, in about a decade, treated with respect
14 and was a mechanic in the U.S. Army as a Polish refugee from
15 World War II.

16 I just think that we've neglected to really thank our
17 veterans sufficiently. So that's really the purpose of the
18 meeting. Whether you decide to support is it or not, we're
19 going to do it, but we want to be a partner with you. That's
20 really what we're asking.

21 So thank you very much.

22 CHAIR RUIZ: Thank you. Any questions from the Board
23 before I go to the public comments?

24 (No response)

25 Okay. I will go to public comments regarding this

1 item and the first speaker I will call on is Reggie Mundekis
2 followed by Chase.

3 MS. MUNDEKIS: Hi. I'm Reggie Mundekis and I'm
4 speaking regarding Item 9C which is giving State money to the
5 Pacific Symphony.

6 When we started down this road with the
7 Pacific Symphony, it wasn't clear that this would be an ongoing
8 State subsidy totalling several hundred thousand dollars to the
9 Pacific Symphony.

10 I can -- I don't have the number in front of me but
11 every month it seems like we're giving more State money to the
12 Pacific Symphony. And in an article that appeared in the
13 Daily Pilot about two months ago, it's -- Mr. Forsyte made a
14 comment that it's common from non-profits to share activities.

15 We're not a non-profit. We're part of the State of
16 California that this money is coming from. And it's not really
17 clear why State money is needed for this activity. The way it's
18 supposed -- the way it's been proposed is that we're going to
19 give the Symphony money and then they're going to give away free
20 tickets.

21 But we don't have any idea who those free tickets are
22 going to and what the guidelines are for receiving those free
23 tickets. And as a State -- part of the State of California, we
24 need to be aware of our obligation to be open to all persons and
25 to not discriminate.

1 So I'm going to ask you to not approve this. And
2 there's been a lot of discussion about how this is so important
3 to help vets and how vets don't, you know, need jobs or anything
4 because they're just doing fine.

5 Well, I'll tell you what, talk to some of the people
6 that work with the homeless and the near homeless. A lot of
7 those people are veterans who have difficulties reintegrating in
8 getting back into society.

9 I know very few veterans who've actually made a very
10 smooth transition back into society after a long time in the
11 military.

12 If you want to help vets, help them out with jobs.
13 You have a lot of jobs you can give to people. You can have
14 them employees. You can have them work at Heroes Hall. The
15 other really unique thing that you can do -- and we can talk
16 more about this -- is that State law allows you to create a
17 certain amount of low-income and supportive housing on the
18 property and still maintain your mission as a fairground.

19 Think about this. I'm just tossing this out there:
20 You have Heroes Hall which is great for vets because it brings
21 them in and it's a focal point for vets in Orange County.

22 What if you created the jobs and supportive housing
23 program where you build, like, two single-room apartments --
24 maybe four at the most -- and you use those to -- to house vets
25 who need housing and work and you get them a job on the property

1 and then you eventually -- you let them work here for a while
2 and then you transition them to another job and you can put
3 someone else in the program. Something like that would be
4 really unique, beneficial to vets, and make a huge difference.

5 So just want to leave you with that thought.

6 CHAIR RUIZ: Thank you. I will now call on Chase.

7 MS. REFAKES: I think he left.

8 MR. FORSYTE: He had to leave. I'm sorry.

9 CHAIR RUIZ: Okay. Not a problem. The next speaker
10 is John Forsyte.

11 MR. FORSYTE: No.

12 CHAIR RUIZ: No? Okay. We have one more. It was
13 just handed to me -- on this item -- and that is Beth Refakes.

14 MS. REFAKES: Beth Refakes. Long-time Costa Mesa
15 resident. I'm also a member of the Freedom Committee of Orange
16 County.

17 There are a lot of veterans that do need help. We
18 have a lot of veterans in the city that are homeless and they
19 need assistance. And I'm fairly certain that there are some
20 members of the Freedom Committee of Orange County who are
21 veterans that may need assistance. So you might be interested
22 in our meetings and they're open to the public.

23 And then I kind of have a problem with this because it
24 seems that everybody that -- all these groups that come in all
25 they want is money. And you just provided funding for the July

1 third event that's being held at the City of Costa Mesa. The
2 Costa Mesa -- they are providing some equivalent funding for
3 that, I believe. Then you had this Spectra before wanting
4 650,000 in rent reduction and now you have another group here.

5 So my concern is that because you're giving out all
6 these monies to these different groups, in term, you're going to
7 have to turn around to say, "Gee, we need to raise the
8 parking -- cost of parking for the fair, we need to raise the
9 admission costs, and everything else because we don't have
10 enough money. We're not, you know, our revenue isn't coming in
11 like we're expecting it to."

12 So, you know, nothing against this event. I'm a big
13 (unintelligible) fan. I followed him before he was even really
14 popular. So I don't have a problem with that.

15 But I do have a problem with taxpayer dollars going to
16 fund all these other activities and then having to pass those
17 costs along to the fairgoers and the community to make up the
18 revenue in the form of increased parking, increased admissions,
19 and increase and other fees. So thank you very much.

20 CHAIR RUIZ: Thank you for that. Okay. I will now
21 bring it back to the Board for any questions or comments.

22 Director Meyer followed by Director Bagneris.

23 DIRECTOR MEYER: First a question: Is the reason that
24 this is before us because the amount requested is not part of
25 the operating budget? Is that why we're approving it?

1 MS. KRAMER: Yes.

2 DIRECTOR MEYER: I guess I'm a little bit confused
3 about what the criteria are that are being used to assess
4 whether a community sponsorship should be considered, put on the
5 Agenda for the Board to approve if it's outside the operating
6 budget.

7 And I raise this because of a point of interest of my
8 own which is that we're hosting -- for the first time this
9 year -- a day called "Out at the Fair," during the OC Fair and
10 it's a going to be wonderful opportunity for the LGBTQ community
11 to come to the fair property and feel embraced and welcomed and
12 so forth.

13 Yet I was informed that no budget is available to
14 support this event and that this extremely tiny -- especially if
15 you compare it to the Pacific Symphony -- extremely tiny
16 non-profit organization is going to have to underwrite the cost
17 of the event largely it itself and maybe that's right and maybe
18 that's fine.

19 But the question I have is: What is the process that
20 we use for making evaluations of these requests?

21 Because it seems very ad hoc to me. And so I would
22 question why it is that we can manage to agendize a \$20,000
23 sponsorship for the Pacific Symphony and yet not thought
24 was given to asking the Board to approve some small amount of
25 money for this tiny little start-up activity which receives

1 underwriting from fairs all over the State and around the
2 country in order to make it possible for them to put on what is
3 a celebration of the community.

4 So I think this event sounds fabulous. I think it's
5 something that I would be interesting in attending. But I have
6 a real concern about the process that we're using for initiating
7 and reviewing these requests.

8 CHAIR RUIZ: Thank you. Director Bagneris?

9 DIRECTOR BAGNERIS: My question is do you, Mr. Caplan,
10 is there any reason that we couldn't give this money to support
11 this event?

12 I know we have community givebacks and we've been
13 funding them through our budgeting process and so I get why the
14 Symphony would be here, so is there any reason we couldn't?

15 MR. CAPLAN: I think the only reason the Board
16 couldn't is if it determined that there be no value that comes
17 back to the property or to the 32nd DAA as part of this program.

18 I mean, it sounds like the concern is giving money to
19 support a program -- what has to come back to the fair in
20 exchange for that? And I think the answer to that is so long as
21 the fair is receiving back value that is consistent within
22 supports its mission and it's statutory purpose, and, again,
23 that decision is a decision that needs to be made by the Board
24 members of this agency.

25 CHAIR RUIZ: Thank you. Any other questions?

1 Director Aitken followed by Director La Belle.

2 DIRECTOR AITKEN: Yeah. Thank you very much for this
3 report. And thank you, sir, very much for your three decades of
4 service to our country. I always like when Mr. Forsyte pays us
5 a visit because it's a wonderful, great, community partner.

6 And so I feel like our community partners are a little
7 bit on the other end of some procedural issues. I don't mean to
8 sound like a broken record, but I agree about I have issues with
9 the process.

10 And you know, I have questions about when this was --
11 when this idea -- it says, you know, "Years in the making," but
12 when this idea really came to fruition and was approached to the
13 Orange County Fair Board.

14 I have questions about whether this was gone through
15 one our Tenant Liaison Committees which I didn't hear a report
16 on they did and whether they had a chance to look at the
17 structure.

18 My Board packet online -- I didn't see any type of
19 contract that, kind of, determines whether you guys have a
20 501(c)(3) that we're writing this check to and who's on that
21 Board.

22 I don't know whether this was approached to the Heroes
23 Hall Foundation who I think would be a really good community
24 partner as well, separate from -- and they have their own Board
25 of Directors making their decisions.

1 And I have questions about whether this was -- as
2 Director Meyer pointed out -- whether this was in our operating
3 budget.

4 So they're not questions for the Pacific Symphony. I
5 can't speak right now. They're not questions for our guests
6 here tonight, but they are questions that I think we need to
7 address. Because if we do not have a line item -- and I think
8 we had March for Dimes that we supported in January. I don't
9 know whether that was in our operational budget. It was just
10 brought up in a Board meeting and we all decided to do it.

11 We need to have a line item in our budget that has a
12 designated amount about what 501(c)(3)s we are going to be
13 supporting if it's not in our budget currently. And it sounds
14 like these are all outside of the budget that we approved.

15 So with that, again, I would request that we table
16 this until the Board at least sees some type of agreement or
17 contract with the -- with the Symphony about, you know, how many
18 tickets? And what is the cost? And who the other fundraising
19 partners are.

20 I'd like to know either from the Budget Committee or
21 the Tenant Liaison Committee when this idea was borne and how
22 it, kind of, got before us at this point and when they were
23 informed about it.

24 And, you know, there's just a lot of unanswered
25 questions. I love the idea and I know we have the fair coming

1 up and this will, kind of, duck-tail into our later agenda item
2 about whether we can bring this back in August.

3 But before committing to this type of check right now,
4 I just have a lot of other back-up information and questions
5 that needs to be answered.

6 CHAIR RUIZ: Director La Belle?

7 DIRECTOR LA BELLE: Yes. I have some of the same
8 questions as Ashleigh had.

9 I guess I have a question for John and then a question
10 for staff. But Mr. Forsyte, you mentioned that you are making
11 an outreach effort from a fundraising standpoint and that you're
12 speaking with individual cities, mayors, and so forth.

13 Have you made a request of -- 30-some odd cities in
14 Orange County -- have you made any requests for funding
15 assistance from the cities such as buying 10 tickets for
16 veterans to the concert?

17 And who are the other individuals that you're reaching
18 out to in the county relative to your fundraising efforts?

19 MR. FORSYTE: So the fundraising -- first of all, the
20 answer your first question, the proposal to the cities is going
21 out in letter form in the next week or so to nominate an
22 individual who is a, quote, "hero."

23 Two, we weren't planning on asking them for funding
24 support, frankly. I did talk to the City of Irvine about it
25 because they're our home base.

1 But fundamentally this is really a private
2 philanthropy effort. It's the most efficient way for us to
3 raise the funds. We have a long-time relationship with the fair
4 and we felt that having received \$100,000 commitments
5 historically that I think we're in the budget for 75. That the
6 difference between those two could be allocated to a new
7 program.

8 As far as individuals we're approaching, they're
9 mostly individuals either on our Board. We are a 501(c)(3). We
10 have a Board of 60 individuals. Those 60 individuals give
11 enormous sums.

12 I'm a little hard-pressed to raise incremental support
13 from a Board that's already very, very generous. That's part of
14 looking for new resources that I have to do.

15 And I'll be honest with you, everything we do in the
16 building committee's category, whether it was Nowruz, or the
17 Lantern Festival, or Lunar, I walked into it -- the Board walked
18 into it -- on the speculation that we could make it worth. So
19 we're taking tremendous financial risk on a project like this.
20 That's just part of what none -- you know, we cannot multi your
21 fundraiser easily in Orange County.

22 I'm going to be very candid about that. So getting
23 five years of, you know, risk capital for a non-profit is really
24 tough. So we commit ourselves to a project that we have been
25 talking about for three years.

1 In fact, when we started the project, we thought maybe
2 it should be at the great park. It's a very important part of
3 the history of Orange County. But when we started this
4 partnership and it got stronger and stronger and our ticket
5 sales are up and people feel great about this relationship with
6 the Pacific Amphitheater, we thought, you know, this is the
7 logical place to do it.

8 So that's kind of the history. We finally committed
9 ourselves above, let's say, a year ago to move forward.

10 DIRECTOR LA BELLE: What about the major corporate
11 entities in the county? The Irvine companies? The -- have you
12 made an out reach to them for any financial assistance?

13 MR. FORSYTE: With everyone single one of the
14 corporations that -- first of all, I have to look at their
15 guidelines and see if they're interested in either arts and
16 culture philanthropy or veteran affairs.

17 So we started the process of cementing proposals to a
18 number of banks. We've been turned down by some. Some have
19 expressed initial interest. We have received an initial
20 commitment from a former Marine that his foundation would
21 support the project with a pretty substantial five figure.

22 So we're in the early stages because frankly, our
23 fiscal year ends on June 30th and I'm trying to get the annual
24 fund closed for this fiscal year. This event is in a new fiscal
25 year. That's just the way our fundraising cycles work. I

1 cannot forward-fund very easily. So I'm going to be chasing
2 very aggressively the next three months to get this funded.

3 DIRECTOR LA BELLE: Thank you, John.

4 Question for Kathy and staff: We have a very
5 significant investment in Heroes Hall and I could see some -- to
6 the extent that we could expand -- whatever happened on
7 September 8th -- I guess it is to include activities related to
8 Heroes Hall that would bring community members in to experience
9 the museum and other things -- has there been any thought to --
10 activities that we could have occur at the same time as the
11 concert is going on?

12 Whether we help sponsor it or not? Obviously, there's
13 going to be a number of veterans that are going to be here.
14 And, you know, getting them exposed to Heroes Hall and the
15 various programs that we're doing, I think would be helpful.

16 MS. KRAMER: Absolutely. Certainly Heroes Hall will
17 be able for the members of the public. And as you heard, John
18 talked about how he wants to bring community leaders together
19 for a reception.

20 And, again, I don't know if there's a lot more
21 planning beyond that. I think we're waiting to see what the
22 relationship was going to be with this particular event.

23 But absolutely, we'll have Centennial Farm open.
24 We'll have Heroes Hall available so that folks that do come and
25 they're picnicking -- there's always a good integration and

1 opportunity there for members of the picnic to utilize, you
2 know, our two educational assets. So absolutely. Things were
3 already in the works as you can see from the flyer. They knew
4 that, you know, Heroes Hall would be integrated into it somehow.

5 DIRECTOR LA BELLE: Well, I certainly support the
6 veterans having, you know, the opportunity to experience this.

7 My father in 1918 was a young Marine that went over on
8 a cruise ship to Europe to support the war to end all wars. And
9 a young 18-year-old Marine, I can only imagine the experience
10 that was for him.

11 One of the -- one of the things that I think is really
12 important if we, as a Board, make any commitment to any
13 assistance is bringing the community together -- the entire
14 county.

15 I don't know. Maybe there's some formula. We'll
16 match every -- up to 25,000 -- we'll match every donation you
17 get on a 50 cent basis. So every dollar you bring in will bring
18 in 50 cents or something like that. That's kind of ran through
19 my head, too.

20 I think part of that problem is that's coming to us --
21 and I think Ashleigh and Andreas spoke to it, kind of, coming to
22 us -- that literally our last meeting before the fair takes off,
23 that puts some added pressure on what we're doing.

24 Any way, those are just my comments.

25 CHAIR RUIZ: Okay. Any more questions or comments

1 from the Board.

2 DIRECTOR PHAM: I think Ashleigh asked the question
3 earlier and I can probably answer for both committees -- the
4 Finance and the Tenant Liaison Committee -- this -- we've pretty
5 much found out about the same time you did. So -- unless I'm
6 mistaken.

7 VICE CHAIR CERVANTES: No. You're not mistaken. I
8 was exactly going to go ahead and say that.

9 For transparency purposes, staff did not reach out to
10 Director Pham or I, and we're learning about this ask at the
11 same time that the entire Board is learning about it.

12 So I would like to propose and make a motion that we
13 table this for a future date.

14 DIRECTOR MEYER: Second.

15 CHAIR RUIZ: There's a motion on the floor. Is there
16 a second?

17 DIRECTOR MEYER: Second.

18 CHAIR RUIZ: There's a motion and a second. Roll call
19 vote.

20 MADAM SECRETARY: Chair Ruiz?

21 CHAIR RUIZ: Yes.

22 MADAM SECRETARY: Vice Chair Cervantes?

23 VICE CHAIR CERVANTES: Yes.

24 MADAM SECRETARY: Director Bagneris?

25 (No response)

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Director Aitken?

DIRECTOR AITKEN: Yes.

MADAM SECRETARY: Director La Belle?

DIRECTOR LA BELLE: Yes.

MADAM SECRETARY: Director Pham?

DIRECTOR PHAM: Yes.

MADAM SECRETARY: Director Rubalcava-Garcia?

DIRECTOR RUBALCAVA-GARCIA: Yes.

MADAM SECRETARY: And Director Meyer?

DIRECTOR MEYER: Yes.

CHAIR RUIZ: Thank you. There's one more.

MADAM SECRETARY: Director Bagneris?

DIRECTOR BAGNERIS: Boy, I need to have a little more discussion. But we'll might as well table it.

I think our next meeting -- well, if we bought on the August -- would be September. The month of the event. So --

CHAIR RUIZ: Okay.

DIRECTOR RUBALCAVA-GARCIA: But, I just want to comment.

I think it's -- Ashleigh said it best -- it's not the event. It's the process. So I think that just so that you know, it's not the Pacific Symphony or any of the -- it's the fact that we're not getting this sooner than later and if it's not part of the operating budget and we've known about it year over year, it probably should have been added to that cycle.

1 So, I mean, I think we just need to make sure from a
2 policy perspective that we're on top of this stuff and it's not
3 coming out as -- as an -- at inappropriate time as an action
4 item. It really should have been informational maybe six months
5 ago.

6 CHAIR RUIZ: Thank you.

7 DIRECTOR BAGNERIS: Yeah.

8 DIRECTOR MEYER: And to underscore that, we didn't
9 even know the dollar amount until this meeting right now.

10 DIRECTOR BAGNERIS: And, you know, I'm thinking about
11 that because recently, we -- everything is just going on the
12 Agenda.

13 And I think, you know, something like this, you
14 probably want to say, "I think we need to wait because we don't
15 have enough information," you know. So I think we just need to
16 be more conscious of what we -- we just put everything on the
17 agenda.

18 This is a heck of a long meeting today. And so it's
19 going to be -- I mean, we haven't even gotten to the good stuff
20 yet.

21 (Public laughs)

22 So I'd just like to see us put more thought into what
23 we're putting on this agenda. And if it's something that our
24 committees haven't been involved in, get them involved or
25 something so that we can have more say on this.

1 CHAIR RUIZ: Thank you. Go ahead. We have a vote on
2 the floor.

3 DIRECTOR BAGNERIS: And everything doesn't have to be
4 an action item.

5 CHAIR RUIZ: Go ahead, Director Cervantes.

6 VICE CHAIR CERVANTES: Yes. I just wanted to address
7 what Barbara just said.

8 It is not just the committee. When we were talking
9 about when the information was presented in Reno about finding
10 out about the position with the Market Place, I was present in
11 Reno. I was never invited to participate in that meeting or
12 discussion. I shouldn't have to babysit anybody.

13 So it's a mutual communication. I don't know what
14 they know. When they know, they're supposed to let us know.
15 And I think that will go ahead and work and carry things out a
16 little bit more smooth because they're there every single there;
17 we're not. But we want to be involved.

18 I attend pretty much every single event that there is,
19 and if you look at my history, I've been here to almost every
20 single Board meeting. I am very committed. I am very
21 interested, but I cannot participate if staff does not include
22 us.

23 DIRECTOR MEYER: Well said.

24 CHAIR RUIZ: Thank you.

25 DIRECTOR BAGNERIS: So my vote is yes to table since

1 you're waiting for my vote.

2 CHAIR RUIZ: Did you get all the votes, Summer?

3 MADAM SECRETARY: I got them.

4 CHAIR RUIZ: So there is it is.

5 And now before we move onto the next item, Kathy had
6 one last comment.

7 MS. KRAMER: Thank you, Chair Ruiz.

8 Obviously, I sense from everyone there's a theme of
9 frustration. I want to echo. I'm feeling that as well from a
10 staff perspective.

11 This is -- the Tenant Liaison Committee hasn't met for
12 a number of months. What I'm going ask this Board of Directors
13 to do is give the Tenant Liaison Committee some more direction
14 because so many things we need to know what you want to come
15 through, what the amounts, and something.

16 If we pull that, I think it's very vague. In fact, it
17 was that Tenant Liaison Committee, from what I understand, was
18 resurrected to primarily work with the Tel Fil direction on when
19 we had issues -- we would resurrect that committee to navigate
20 them.

21 So we want to follow protocol and process, but I ask
22 that that be built out more because this is -- I'm completely
23 caught blind sided, you know, from what we're seeing and have no
24 -- you know, my job is to vet things before so we can bring
25 information when it's -- when we've got a draft or a process of

1 something.

2 So I'm absolutely about following process, but I would
3 really ask that whatever the Board policy or how staff engages
4 with the Tenant Liaison and the Financial Committee be
5 absolutely articulated into us clear so we know we're not in
6 this situation.

7 CHAIR RUIZ: Thank you.

8 DIRECTOR PHAM: So I think everything's, literally,
9 just coming to -- there wasn't need pressing items on the table.

10 But it sounds like right now like everything is coming
11 to an end. So, historically, you know, just come to us as
12 things come up and we'll meet about it. But if we want to add a
13 formal meeting date just like the Financial Monitoring Committee
14 that's fine, too.

15 MS. KRAMER: Can I have some clarification about --
16 there are so many moving pieces about this.

17 Give us some broad parameters on direction of what.
18 Because hundreds of thousands of contracts and things come here
19 and to Director Meyer's comment about things not being budgeted,
20 that's why if a partner comes to us and/or another Board member,
21 i.e. the Skyhawk, it comes in here.

22 We're just trying to facilitate it in here in doing
23 that. We do have an opportunity if a Board member brings it
24 forward to do non-budgeted things and that was, hence, the
25 invitation to the Symphony.

1 I'm also just, for some of our Board members who may
2 not understand the background of our relationship with the
3 Symphony, we started in 2017. It was part of our 2017 operating
4 budget.

5 We came and asked the Board for \$100,000. That was a
6 marketing sponsorship and relationship. We have worked with the
7 Symphony, too. Musicians come. They've played in the farm.
8 They've -- Imaginology, you know, Veterans Day, as well as a lot
9 of cross marketing. So that happened in '17.

10 And then in '18, we reduce that number to 75,000. For
11 the operating budget of 2019, we did budget 75,000. That has
12 not been distributed to them yet as we were working on some of
13 those marketing and partnership opportunities.

14 DIRECTOR BAGNERIS: So with you saying that, the
15 75,000, we could have allocated 25,000 of that to this event?

16 MS. KRAMER: We have not -- we have not made those --
17 that monies available or created that contract yet.

18 DIRECTOR BAGNERIS: One of the things -- Mr. Chair,
19 you know, I think it would be helpful and I think we said this
20 when we created the Governance Committee -- is what is the
21 purpose of the committee?

22 A lot of us are new and we get on these committees.
23 We don't even know what they really are for, how they started,
24 what was the purpose, what is the intent.

25 And I'd like to see that as a part of -- somewhere in

1 our package or something -- what are these committees for? What
2 do they do? What's their responsibility?

3 And I know we did that for the Governance. We
4 specifically said why we're creating that committee. I'd like
5 to see it so that we can be reminded of why we're doing what we
6 do and take a more active role in the Board Committee process so
7 that we can know what's going on when we come to the meetings.

8 CHAIR RUIZ: One last comment, please, so we could
9 move on.

10 DIRECTOR MEYER: Yeah. I think that's a fair point
11 and I understand what you're saying, Kathy, with regard to
12 wanting that direction. We can't create a rule book that's
13 going to address every situation.

14 And so for me, part of why that rings a little bit
15 hollow is that the presentation on this request doesn't even
16 tell -- didn't tell us until we sat down in this meeting
17 today -- the amount of money that we're being asked to approve.

18 And so I don't see that -- there's -- how there can be
19 confusion about the kinds of information the Board is interested
20 in. I would like to know before I'm passed on the spot for
21 \$25,000 that we're going to be asked for \$25,000, and how does
22 that fit into our budget? What line is that coming of?

23 I guess there's -- it's not just a matter of going to
24 a committee, it's a matter of the information being provided for
25 us to make this kind of decision and not just feel like we're a

1 rubber stamp.

2 DIRECTOR RUBALCAVA-GARCIA: Well, if there's
3 contract -- if there's \$75,000 to be allocated -- or the
4 contract should already be in place at this point.

5 CHAIR RUIZ: Okay. Great. Thank you.

6 We will now move onto the next item which is 9E and
7 that is Consideration of and Vote Regarding the 2020 Operating
8 and Capital Budget item, and I will turn that over to
9 Director La Belle.

10 DIRECTOR LA BELLE: Thank you, Chair Ruiz.

11 Maybe what I'm about to suggest or propose will help
12 address some of the earlier concerns that we've had during the
13 course of this meeting.

14 Last year, we got the operating capital budget and the
15 expectation was we were going to approve it five days later.
16 What occurred is that we carried that over and we tabled it and
17 had subsequent workshops before we adopted the budget.

18 One of the things that I think is very important is a
19 budget is not just a series of numbers that lists revenues on
20 one side of the equation and then expenses on the other.

21 It is the most significant policy decision we will
22 make on an annual basis. It is our operating program. It's the
23 programs that we're going to deliver to the community. If we're
24 going to contribute money to organization XYZ, there needs to be
25 a program narrative that explains exactly what we're allocating

1 the funds for so we as a Board have a conscious decision of
2 what's going on.

3 I know on a few occasions, I have been, you know, have
4 surprised and sure enough, something was in the budget but it
5 was not clearly articulated.

6 So what I've done is taken the liberty of putting
7 together, kind of, a suggested proposed schedule for the ensuing
8 year, and I have a few extra copies here. If we can distribute
9 those.

10 Let me just summarize it real quickly. I think staff
11 needs to meet with the Financial Monitoring Committee as often
12 as they need to meet with them on a continuing basis as you
13 develop the budget.

14 I have a lot of confidence in our colleagues -- or my
15 colleagues on that committee. I think, specifically, we should
16 have the operating budget along with the program narrative that
17 clear explains what's in the budget distributed to us by no
18 later than November 1.

19 Secondly, I've taken the liberty of suggesting that we
20 have an evening meeting some time in November to where those who
21 can't make our regular meetings have the opportunity to come out
22 and express their views and thoughts on the budget.

23 I've been through enough of these in life. Sometimes
24 you get one person there. Sometimes you get 50 people there.
25 But the important part of it is you provided the opportunity for

1 that to occur. And then at our regular meeting, we have our own
2 workshop, as well as the earlier workshop and then a month later
3 we would adopt the budget.

4 So there's adequate time in this schedule to provide
5 input from any number of sources. And hopefully, at the end of
6 the day, we will all know exactly what's in there, what we've
7 approved, how many new positions, how many programs where the
8 funds are going to.

9 Obviously, you can play around with the schedule any
10 way you want, but I think the key thing is there needs to be
11 enough time between when the budget is transmitted to us in
12 draft form by our CEO and when we have to adopt that budget that
13 there could be appropriate dialogue in exchange of ideas.

14 CHAIR RUIZ: Okay. I do have some public speakers on
15 this and I'm going to call them up first. And that is
16 Reggie Mundekis.

17 MS. MUNDEKIS: Hi. I'm Reggie Mundekis and I'm
18 speaking regarding 9E regarding the 2020 Operating Capital
19 Budget.

20 I totally support what Director La Belle wants to do.
21 This is a good direction as far as opening up the process. And
22 I, you know, I agree with Directors Aitken and Rubalcava-Garcia
23 and Director Meyer regarding the problems with the process as
24 far as what has become, show up at a Fair Board meeting and ask
25 for money and expect to go home with a bag of money.

1 I am appalled that staff took it upon themselves to
2 make a decision that out at the fair will not receive any
3 funding. That's appalling. It should have been brought back to
4 the Board and smacks of discrimination.

5 Because this organization has decided to become a
6 grant-making organization, that is what you're doing when you
7 send money to the Pacific Symphony and money to other groups in
8 exchange for no work. That's called making a grant.

9 There needs to be an open process and open guidelines.
10 There needs to be a public process where there's an application
11 made for the funds and any group in the community can apply.

12 Right now, the only people getting this money -- the
13 only groups getting this money are the well-connected people,
14 including -- well, okay. Which are simply well-connected people
15 who know that they can hustle staff to get a favorable
16 recommendation to get money sent to their group.

17 We need to have an open process where all groups in
18 Orange County can apply for these funds and that the Board
19 decides once or twice a year on these grant applications as far
20 as who does and does not get funded. We need to stop this
21 secret process of staff makes a decision as far as they need to
22 have their pet project funded for their pet group for the Board
23 that they're on and bring the money to it.

24 It's wrong. It's discriminatory. We need to have an
25 open-budget process. This is -- and what Director La Belle is

1 doing is great. Thanks.

2 CHAIR RUIZ: Thank you for that.

3 Okay. I will now turn it back to the Board for any
4 additional comments or questions before we move on.

5 DIRECTOR MEYER: I have a comment.

6 I think this is terrific. I think that -- thank you,
7 Doug, for taking the time to put it together. I think it's a
8 really great idea. I also think the comment that was just made
9 about process for approving grants or sponsorships or whatever
10 you want to call it for community organizations, is something
11 that the Board should become more involved in.

12 And so whether that needs to happen at monthly -- the
13 monthly Board meetings or maybe we create a committee that has
14 public meetings that reviews and considers sponsorship requests.
15 And so that we approach this in a methodical way and a clear
16 criteria for being -- something being approved or denied, as
17 opposed to just being an ad hoc basis. But I support this.

18 CHAIR RUIZ: Thank you.

19 DIRECTOR MEYER: When the time is right, I will make a
20 motion to adopt.

21 CHAIR RUIZ: Thank you. Director Aitken?

22 DIRECTOR AITKEN: Yeah.

23 I just want to second Director Meyer's comments
24 because I think on a lot of these, from the staff perspective, a
25 partnership with the Symphony makes sense. We are very

1 supportive of the Pacific Symphony.

2 My concern is that it's not in our budget and there is
3 no process. There's no discussion about conflict of interests.
4 You know, while I'm just going to use the example of
5 Girl Scouts.

6 I love that we have a Vice President that's on the
7 Board of the Girl Scouts. But if Girl Scouts comes and makes a
8 request, in the interest of disclosure, we want to disclose that
9 we are supporting something and we have a staff member that's on
10 their Board of Directors. I mean, simple things like that. So
11 we definitely need to approve that.

12 And as part of the policy, have a policy for how much
13 we're going to give to non-profit communities, what type of caps
14 or minimum amounts, what is the cohesiveness with our mission
15 statement, and just make sure that we're addressing all of that
16 because I think that's going to -- when we do our budget
17 workshop, that should all be part and parcel -- part and parcel
18 with that, so we actually know and we have a plan and it's a
19 fair process for all the non-profits that are -- that are
20 coming.

21 I'd also like to request from either our Financial
22 Department or from our CEO, if you could please email to me --
23 and any other interested Board member -- what non-profits in
24 2019 we have cut checks to and in what amount.

25 CHAIR RUIZ: Great. Yeah. That would be great if you

1 can send it one way clean tissue to all the Board members. That
2 would be great. Director Bagneris?

3 DIRECTOR BAGNERIS: I just want clarification on one.
4 I believe our Financial Monitoring Committee meet every month
5 already, so that would not be something.

6 DIRECTOR LA BELLE: The budget process could be very
7 intense, so, Barbara, my attempt was just as often as they need
8 to meet to make sure that, you know, they're in the loop before
9 the document ends up going to the full Board. They should do
10 that.

11 CHAIR RUIZ: Thank you.

12 DIRECTOR LA BELLE: If I could, Chair Ruiz, just to --
13 something when Andreas and Ashleigh mentioned that we might want
14 to look at many cities are recipients of block grant funds from
15 the Federal Government.

16 And in that block grant process, there's a certain
17 amount of money that can be allocated to community groups and
18 organizations. Three or four cities that I was in, we all had a
19 different process, but there was a mechanism for getting
20 applications in, reviewing them, and then those applications
21 would go through a review committee and then ultimately the City
22 Council will allocate whatever the amount of money was to
23 varying groups.

24 So that might be something that we would want to look
25 at. It might be a good template to, kind of, plug into the

1 process.

2 CHAIR RUIZ: Okay. Great. One more comment.

3 DIRECTOR PHAM: Yes. I want to say I don't think we
4 should discount how much progress has been made in the budgeting
5 process in the last few years -- just as a reminder -- before
6 CEO Kathy Kramer got here. From what I hear, it was very
7 limited and based upon just the trail, she's gone and brought it
8 into like a more of a bottoms-up process and it's more normal in
9 the private sector at least.

10 And so there's been a lot of progress and the budget
11 has been relatively accurate in the last three years that I've
12 been here. So I just want to make that comment.

13 CHAIR RUIZ: Thank you.

14 Okay. Since this is an action item, is there a motion
15 on the floor to adopt the recommendation by Director La Belle?

16 DIRECTOR MEYER: So moved.

17 DIRECTOR AITKEN: Second.

18 CHAIR RUIZ: Motion and a second on the floor. Roll
19 call to vote.

20 MADAM SECRETARY: Chair Ruiz?

21 CHAIR RUIZ: Yes.

22 MADAM SECRETARY: Vice Chair Cervantes?

23 VICE CHAIR CERVANTES: Yes.

24 MADAM SECRETARY: Director Bagneris?

25 DIRECTOR BAGNERIS: Yes.

1 MADAM SECRETARY: Director Mouet?

2 (No response)

3 Director Aitken?

4 DIRECTOR AITKEN: Yes.

5 MADAM SECRETARY: Director La Belle?

6 DIRECTOR LA BELLE: Yes.

7 MADAM SECRETARY: Director Pham?

8 DIRECTOR PHAM: Yes.

9 MADAM SECRETARY: Director Rubalcava-Garcia?

10 DIRECTOR RUBALCAVA-GARCIA: Yes.

11 MADAM SECRETARY: And Director Meyer?

12 DIRECTOR MEYER: Yes.

13 CHAIR RUIZ: Great. Thank you.

14 Okay. We now move onto the next item which is Item
15 9F, and that is Consideration of and Vote on Board Policies
16 Regarding Staff and/or Board of Directors Public Response to
17 Hate Crimes and Acts of Discrimination Committed on District
18 Property. And I will turn that over to Director Meyers.

19 DIRECTOR MEYER: Thank you.

20 So I actually -- this is a slightly different Agenda
21 item than what I asked for. I asked for vote on Board regarding
22 staff public responses to hate crimes. And I don't mean
23 individually, I mean institutional responses.

24 And so to expand on what Kathy shared earlier, just
25 days after us raising the rainbow pride flag outside, vandals

1 trespassed on our property -- I guess climbed the flag or did --
2 managed somehow to -- to cut the flag down.

3 I am not a criminal lawyer, but I read the hate crime
4 statute and I think that constitutes hate crime. I'm fairly
5 sure about it, actually. And the position of our executive
6 staff was that no public comment acknowledging that this crime
7 occurred on our property should be made.

8 And I shared a very strong view with our CEO about
9 that. That I thought it was absolutely critical that the symbol
10 that this flag is there for is to indicate that there is
11 welcomed, inclusive, safe community here.

12 And the fact that that would get torn down is
13 something we have a duty, I believe, to be transparent about
14 because what that is saying is that maybe this property isn't
15 safe for the LGBTQ community because somebody can get in our
16 property and do that.

17 And so we ended up -- after some fingernail biting --
18 the Board Chair insisted that a statement be issued. That
19 statement was issued in the name of the Board of Directors.

20 That, in and of itself, astonishes me because it
21 suggests that there is a difference between what this Board is
22 and what this institution is.

23 This Board is the supreme body over this institution.
24 If this Board adopts a policy, that speaks for the institution.
25 And so the fact that even a release would need to be qualified

1 as being in the name of the Board, as opposed to in the name of
2 the institution, to me is extremely troubling.

3 And so what I would propose -- and this might need to
4 be tabled for a future conversation where we can really dig into
5 it -- but I think that there needs to be some very clear
6 guidelines about the kinds of public statements we expect this
7 institution to make as an institution with no qualifications on
8 it when a hate crime is committed on this property.

9 And that's my point of view about it. I don't know
10 what the other Board members are going to say. It could be we
11 take action right now or it could be we study it further. I
12 don't know exactly what the guideline would be.

13 But I think it is -- I -- I -- I -- absolutely stunned
14 still to this day that we would not have been transparent about
15 the fact that this crime occurred and I absolutely insist that
16 we create some guidelines to make sure that incorrect judgment
17 does not occur again.

18 CHAIR RUIZ: Thank you.

19 DIRECTOR RUBALCAVA-GARCIA: I'd like to make a comment
20 on that. Sorry, Chair Ruiz.

21 I actually did request that we issue a press release
22 about the incident as well because I think it is important to
23 make the community aware of what's occurring here and the
24 response back was law enforcement has recommended that we not do
25 anything to (unintelligible).

1 And I don't really know if that's something that we
2 should, you know, put all of our -- for me, it's let's make
3 everybody aware and not just say, "Well, we don't want to tell
4 anybody because it could occur again."

5 It's probably going to occur again and maybe we need
6 to look at keeping the Fairgrounds safe and how somebody was
7 able to access the pole and get up there and not ever be seen is
8 baffling to me as well.

9 So I would fully support having a policy in place
10 because I think that there are other things that we need to get
11 in front of when it comes to our PR position of things. Issuing
12 press releases before the media talks about what we spoke about
13 at at a Fair Board meeting and getting things out of context.

14 So I think it's important all around, but I fully
15 support your recommendation.

16 CHAIR RUIZ: Yes, Director Aitken?

17 DIRECTOR AITKEN: Yeah. I want to echo some of the
18 comments.

19 I also sent an email about this and got a similar
20 response and I think it is really important that while, you
21 know, I come from a law enforcement background. I have nothing
22 but respect for the amount that our own personal fair security
23 and our law enforcement partners with sheriffs do.

24 We cannot defer to law enforcement on how to protect
25 marginalized communities. We need to really take that on

1 ourselves, and I'm questioning why we would ever release a press
2 release that's on behalf of the Board. Everything should be on
3 behalf of the institution with a comment from the Board Chair.

4 That's, kind of, how we traditionally have done it.
5 We, I think as Board members, have been very respectful of
6 deferring to the Chair to make comments comments, but it always
7 should be on behalf of the Board. If it's not just on a hate
8 crime but for anything that is -- that is a public statement
9 coming out of this institution.

10 And I have a hundred flags that I'm going to put
11 around the property after the Fair Board meeting. So if anybody
12 wants to go on a pride walk with me, we're going to have some
13 more flags up.

14 CHAIR RUIZ: Okay. I do have one public speaker card
15 and I'm going to get to that speaker and then we can -- I'll
16 come back to the Board. And I'm going to call on Jay Humphrey.

17 MR. HUMPHREY: Good afternoon, Board. Jay Humphrey
18 again.

19 I actually -- I was going to take a little path on
20 this and I will do that in just a second. First, I want to say
21 that I appreciate the Board's efforts when they redid this to
22 make hearing devices available for hearing impaired people.

23 I just want to let you know thank you very much. It
24 does make a difference substantially.

25 Secondly, it's -- I want to thank you, Director La

1 Belle for bringing forward an item that I've asked for over and
2 over and over again. It's not that item in particular but items
3 like that so that you guys can have better information and being
4 prepared.

5 Now, that said, I absolutely agree with you,
6 Director Meyers. It is an anathema to who are as a people and
7 should not be allowed. It does not strike me as strange,
8 though, since we -- since we have partnered -- Board Fair has
9 partnered with an openly discriminatory group across the street.

10 How can you talk about those two things together when
11 you take actions to partner with people who actually do things
12 that are exactly what you're talking about; discriminating
13 against a group and what have you.

14 It is a concern of mine. I don't know that anybody
15 doesn't think about -- "Well, it's a university, ya-da, ya-da,
16 ya-da, ya-da. But the reality is is that that's part of the
17 process of being non-discriminatory. It's making sure that who
18 you're dealing with is not actively causing problems in the
19 direction of discrimination.

20 And, you know, we all look -- we all look at those
21 kinds of settings in a variety of different ways, but we should
22 have an absolute physical blocked line.

23 We're the State of California. The State of
24 California says you can't discriminate, nor should you foster
25 discrimination. And by being a partner with a group that is

1 notoriously discriminating, are you not doing that?

2 So I ask the Board as all part of the process of
3 asking for clarity in the information you get to make a vote on
4 something, to get that information that tells you what the basis
5 of what the ultimate outcome -- the unintended consequences of
6 what you're going to see in this issue.

7 Thank you very much.

8 CHAIR RUIZ: Thank you. Okay. I will now turn it
9 back to the Board. Yeah. Go ahead.

10 DIRECTOR BAGNERIS: You know, we live in Orange
11 County. There are multiple hate groups. I mean, white
12 supremacist groups who spew white. This is Orange County and,
13 you know, we are seeing some of the red go to blue, and we hope
14 that we see more of that by -- we see more of that.

15 But there's a great article in the L.A. Times and it
16 happens to say, "Hate Crimes Rose Again in Orange County in
17 2017." I'm sure if we do the update, we'll find out. But they
18 said that the common target are Muslims and Jews. And if you go
19 through the article, it does talk about LGBTQ and it talks about
20 the black community.

21 So we probably do need to get some more background
22 before we, you know, really say what we want to do because this
23 is a very tough issue to deal with. This is Orange County. And
24 we want to make sure that we deal with it appropriately. So if
25 you want -- anybody is interested in this article, I think it's

1 really, really good article.

2 CHAIR RUIZ: Thank you.

3 DIRECTOR MEYER: Piece of information to add to that
4 is that if you check with the FBI, the group that's targeted the
5 most by hate crimes in this community continues to be the LGBTQ
6 community.

7 The fact that such -- I hear exactly what you're
8 saying -- and Orange County -- can't change fast enough. But
9 for that to occur on our own property here on the State of
10 California owned land, I don't even have words for how much that
11 blows my mind.

12 DIRECTOR RUBALCAVA-GARCIA: So would the motion to put
13 a policy in place where we would have outreach or press releases
14 on any hate crime that happens on State property?

15 CHAIR RUIZ: I'm going to turn that over to
16 Director Meyer. What is your pleasure here as far as the
17 direction to staff?

18 DIRECTOR MEYER: That we have a policy that any hate
19 crime that occurs on this property should be publicly denounced.

20 Now, I hesitate. And the reason I said initially that
21 maybe we want to refer this to a committee for study is because
22 I don't want to make a knee-jerk reaction that then we haven't
23 thought through all the potential consequences and I would like
24 Josh's input on how -- what all of that is.

25 So with the Board's indulgence, maybe we refer that

1 to -- which committee? I don't know. But the thought occurs to
2 me that diversity wouldn't be a bad thing for us to have. So
3 maybe we have a diversity committee and they can study the topic
4 but one way or the other, we got to figure out the right answer
5 to this.

6 CHAIR RUIZ: Okay.

7 DIRECTOR RUBALCAVA-GARCIA: I think based on what we
8 talked about, too, it's another issue of -- and maybe this is
9 the policy that we make on our press releases put out there is
10 "On behalf of the Fair," and not, "the Board," specifically.
11 Because I think there were two issues that we, kind of,
12 identified base on this situation.

13 CHAIR RUIZ: Okay. I believe CEO Kathy Kramer would
14 like to make a comment.

15 MS. KRAMER: I just want to say this, after this
16 unfortunate incident happened, we were immediately in contact
17 with law enforcement. And this was in a moving target, if you
18 would, in evolution.

19 We -- several members of law enforcement and our
20 security were in my office and they're recommendation to us
21 right away was we have to be very careful. We didn't know the
22 severity of it. And we did not want us to get even their PR
23 team a calling if this even an alleged hate crime.

24 So then it got involved and absolutely the Board
25 started collaborating and we continued to get more information.

1 We still do not -- this is still an open case. It's still not
2 classified in doing that, so there was a lot of trepidation on
3 their part giving staff direction and our media team as well as
4 initially coming out in saying that.

5 So myou know, if there's involvement with the Board,
6 that is great in policy, but that is -- there were so afraid of
7 copycat. They're so afraid of copycat. They didn't know what
8 they were dealing with in doing that.

9 So it was, you know, we got there in a couple days
10 because, you know, through the collaboration of the Board,
11 everybody started weighing in and that's just what that process
12 is. It's everyone weighing in, you know, as we have this
13 incident and we navigate through it and we get all of the facts
14 and we end up where we do. So just know that it was a process.

15 DIRECTOR RUBALCAVA-GARCIA: And I think traditionally,
16 law enforcement is going to the side of caution and not, you
17 know, spreading this type of information.

18 But when it comes directly from the Board and we're
19 requesting that there be awareness. We don't have to classify
20 it as a hate crime, but I think the fact that it occurred and
21 that it's a concern and the position that we have requested we
22 take that we denounce any type of situation like this from
23 occurring and we will do everything in our power to prevent it
24 moving forward, that's the part that bothered me. That it took
25 multiple Board members to ask for it to be done.

1 So -- and then when it was done, it was on behalf of
2 the Board and not on staff. So I think that's the issue really.
3 Not -- that's for me.

4 MS. KRAMER: And me. I can appreciate that. There
5 was certainly concurrence with our PR team and media experts
6 that we felt that by the Board saying that, because it was a
7 Board action if they did, that that gave us more credibility
8 that the Board took this action and denounced it.

9 So that was a little bit of the mindset there. It was
10 that it grazed the elevation and credibility as the Board of
11 Directors.

12 DIRECTOR BAGNERIS: And, Mr. Chair, that's my concern.
13 We've been talking about process all day. So we're not in a
14 Board meeting. We haven't read the statement. We haven't all
15 voted on that statement, but we leave that to our Board Chair to
16 make those determinations.

17 Is that the process? Or do we need to change that?
18 Or, you know, I was -- my concern is we didn't all get to vote
19 on it but we gave our Chair the "he-speaks-for-the-Board."

20 So that's the process. But everybody calling, who
21 takes the call? Is the Chair the only one who talks to the CEO?
22 Do we all call? There's -- there's a process for all this.

23 So we just need to look at that again, reiterate it,
24 especially for new members of the Board and those that may be
25 falling behind for the next Chair that opens up soon. And we

1 just need to -- what is that process? So let's all understand
2 it.

3 It wasn't like the Board approved the statement. But
4 since the Chair speaks for the Board, then we do. We back it.
5 When we vote on something, we back it. Whether we vote it yes
6 or no.

7 DIRECTOR RUBALCAVA-GARCIA: Right. But we don't
8 approve every PR statement that goes out on behalf of the
9 Fairgrounds. So that -- I mean, I hear what you're saying. But
10 if we're asking toward some statement made and the Chair wants
11 to provide a quote or some sort of statement regarding it, it's
12 fully at the pleasure of our CEO to go ahead and initiate and
13 request that the PR Department issue a statement on behalf of
14 the Fairgrounds.

15 And that's the part that I think bothers us me the
16 most. At least personal -- I speak for myself and nobody else.
17 But I think that's the part that really bothered me the most.
18 It's that this occurred, but we chose to stay silent and --
19 so -- but -- I mean, maybe it is a policy discussion,
20 especially, you know, on the hate/crime aspect of things and how
21 we -- but that's my position on it.

22 I just -- we have somebody on staff who does press
23 releases and we don't approve every press release so we are
24 picking and choosing what we want to, you know, highlight.

25 DIRECTOR MEYER: And we aren't able to -- I'm sorry if

1 I interrupted.

2 CHAIR RUIZ: No, no. Go ahead.

3 DIRECTOR MEYER: But we aren't able to. I'm sure this
4 is making Josh wiggle in his seat because we're not able to make
5 that decision because we have no collective decision-making
6 authority in between meetings.

7 And so the issue is one of that's why we need a policy
8 that says, "Under these circumstances a release will issue in
9 the name of the institution."

10 Certainly, I think the situation of a hate crime
11 occurring on our property is one of those situations. A
12 statement needs to be issued. But part of it also that for me
13 was really troubling is that I was sending in concerns and there
14 was no dialogue. I didn't get any phone call. I didn't get --
15 there was just an email, "No. We're not doing it because the
16 sheriff says that it's going to cause copycats."

17 And there was no acknowledgement of the concerns that
18 were being raised and why this -- it made me shake when I
19 read -- when I read the news that this happened. I mean, it's
20 just -- it's terrifying -- horrifying to me that it didn't --
21 there was not any engagement around it, and yet I was certainly
22 making known that I had a strong viewpoint about it.

23 And so we are dependent as a result of the state-open
24 meeting laws on -- to rely upon staff to engage us in the only
25 way that we're able to get engaged in between meetings. If that

1 engagement isn't going to occur, then that's what requires us to
2 adopt guidelines like this because I don't see how else our
3 voice gets heard.

4 But I don't want to see it again that where a
5 statement is going to be issued -- I think it's terrific for the
6 Board Chair to be the voice of the statement to be giving the
7 quote because it indicates that the Board is so highly aware of
8 it and that's the level of importance it's attaching to the
9 issue on that release.

10 But it shouldn't be qualified as "The Board of
11 Directors denounces the action." Because the Board of
12 Directors, one, isn't able to do anything collectively so
13 there's no way for it to have done that.

14 But two, because it should be the institution that is
15 condemning it and not nearly its Board. The entire institution
16 should.

17 CHAIR RUIZ: Okay. Director Cervantes?

18 VICE CHAIR CERVANTES: It's judgment that took place.

19 CHAIR RUIZ: Thank you. Okay. Director Meyer, so you
20 want to -- we'll kick that over to one of the committees.
21 Whether it's the Governing Policy Committee or the Safety and
22 Security Committee.

23 (Unintelligible)

24 DIRECTOR MEYER: Yeah. Barbara and I can study it.

25 CHAIR RUIZ: Okay. There it is.

1 DIRECTOR MEYER: If you're okay with that, Barbara.

2 (Public laughs)

3 CHAIR RUIZ: Okay. Is that in the form of a motion,
4 Director Meyer?

5 DIRECTOR MEYER: I don't --

6 CHAIR RUIZ: Do we need one, Josh?

7 MR. CAPLAN: No. Chair Ruiz, you can essentially
8 direct a committee to take it on.

9 CHAIR RUIZ: Okay. All right. We will do that.
10 Thank you.

11 Okay. All right. We will move onto the next item and
12 that is Item 9G and that is Update on Diversity and Inclusion
13 Training for District Staff. And I will turn that over to CEO
14 Kathy Kramer.

15 MS. KRAMER: Thank you, Chair Ruiz.

16 I won't go and read verbatim the staff report but just
17 highlight some of them at the request of Director Meyer.

18 He's asked what is the overview of the District's
19 diversity and inclusion training? State of California requires
20 all State employees -- supervisor and above classification to
21 complete a two-hour discrimination, harassment, and bullying
22 training every two years.

23 New this year to California, law requires that all
24 line staff complete a one-hour anti-discrimination, harassment,
25 and bullying training session before the law -- before the end

1 of 2019. And staff is working to ensure that that is completed.

2 And then all employees, both seasonal and civil
3 service, are provided a copy of the District's Employee Handbook
4 as part of the new hire orientation and and on-boarding process.
5 The Employee Handbook covers in details the topics of
6 discrimination, harassment, and bullying, including how to
7 report any suspected incidents and emphasizes a zero tolerance
8 policy.

9 All employees are required to sign the document
10 acknowledging that they have read and understand the policy.

11 All employees, both seasonal and civil service, are
12 required to be part of the new hire orientation on-boarding and
13 watch the video which covers the topics of discrimination,
14 harassment, and bullying.

15 The 2019 OC Fair seasonal staff orientation has been
16 expanded, including new training content covering the topics of
17 discrimination, harassment, and bullying. You can see the
18 slides attached part of staff report will be shared.

19 We have three orientations. One is Friday
20 afternoon -- Friday evening, Saturday morning, and Monday
21 evening and these will be presented. This includes all of our
22 seasonal staff, as well as full-time staff. You can see from
23 that that central theme of our expanded training.

24 And I also want to reiterate that this training was
25 well in the pipeline. It was not a reaction to any of this.

1 We've been having conversations over the last three months about
2 the need to build this training out and -- yeah.

3 And you can see central theme through this is "Fun
4 makes us one." So there's a hook. And we really are focusing
5 on our respect and dignity -- treating all guests with respect
6 and dignity. I'll be happy to take any questions.

7 CHAIR RUIZ: Great. Thank you. I do have a couple of
8 public speaker cards so let me get to them first and then I'll
9 bring it back to the Board for questions or comments.

10 So I'm going to call on the first speaker and that is
11 Jay Humphrey on Item 9G, followed by Reggie Mundekis.

12 MR. HUMPHREY: My comments would have been very much
13 the same as they were in the last item. I will not be speaking
14 on the next item either because they'd be the same comments.
15 Thank you very much.

16 CHAIR RUIZ: Thank you. I will now call on
17 Reggie Mundekis.

18 MS. MUNDEKIS: Hi. I'm Reggie Mundekis speaking on
19 Item 9G, on the Diversity and Inclusion Training for District
20 staff.

21 So I'd like to thank Director Meyer on his efforts and
22 I have been attending Board meetings for almost 10 years --
23 maybe a little bit longer.

24 And I bring the cookies in the back of the room
25 because when it gets to be about 1:00 o'clock, I want something

1 to eat, so I start brining food for everybody. So help yourself
2 and I have some more stashed if you don't like what's over
3 there.

4 I just have to tell you that right now, this is the
5 worst Fair Board meeting I've ever been at. And I was here
6 through all the sale. And it is appalling what we have learned
7 today about the way staff views certain groups of people and
8 it's very disturbing.

9 And during these discussions as far as having LGBTQ
10 events and flying the rainbow flag -- as I sit in the audience,
11 I watch the reactions of some staff members when they think
12 people aren't looking at them. And I can tell you that from my
13 perspective, there are people and staff who will never be on
14 board.

15 CHAIR RUIZ: Reggie, if you can stick to the item that
16 we're -- please.

17 MS. MUNDEKIS: Right. I'm just going to get to the
18 punchline. Okay. My observations is that there are a number of
19 staff who will never be on board on this no matter how much you
20 train them. You can't fix certain things in people. And that's
21 what I'm seeing here up against as a Board and it's a tough
22 place to be on the.

23 And this type of behavior extends beyond just the
24 way -- LGBD -- LGBTQ people may be treated onto the way other
25 groups may be treated. So you're in a tough situation right

1 shoulder now, Board. You're in a tough one. And I wish you the
2 best on trying to train this out of some of these people. It's
3 not everybody and it's just a handful. Thanks.

4 CHAIR RUIZ: Thank you.

5 Okay. I will now come back to the Board for any
6 additional questions or comments.

7 DIRECTOR RUBALCAVA-GARCIA: I just have a comment.

8 CHAIR RUIZ: Go ahead, Director Rubalcava.

9 DIRECTOR RUBALCAVA-GARCIA: I just want to say, CEO
10 Kramer, I think it's great that you guys are initiating this.
11 We actually just went through one. So it's -- it's a good
12 training. So we did one at our organization. So I commend you
13 for taking that on.

14 And then I just want to also comment the concerns that
15 I had related to the press releases never once did I assume or
16 make insinuation that you or any of the staff are not in favor
17 of different communities within Orange County.

18 So those are just policy discussions and none of those
19 things were intended to be taken personally or directed at
20 anybody who is a staff member of the Orange County Fairgrounds.

21 And although we are a Board who is capable of having a
22 professional and qualified discussion about things that are on
23 the Agenda, I think it's important to also note that we are
24 going to have concerns about things and it's -- and we have a
25 dialogue here and that's okay.

1 I still have full -- I fully support the work that you
2 and your staff are doing on behalf of the Orange County
3 Fairgrounds and going into the fair, we are really impressed
4 with the work that's been done here.

5 MS. KRAMER: I want to say thank you on that, Director
6 Rubalcava because I have members of my immediate family and
7 extended family from the gay community and are very embraced by
8 our family. So I couldn't be more -- and I know I'm speaking --
9 we are about diversity and inclusion here and we -- we -- we
10 wear that constantly.

11 CHAIR RUIZ: Director Bagneris, followed by
12 Director Meyers.

13 DIRECTOR BAGNERIS: Due to the -- in the interest of
14 time, I would like that we -- by consensus agree -- that we
15 accept G and H as informational items and we can move on with
16 the Agenda.

17 DIRECTOR MEYER: Can I make a comment on it before we
18 leave it?

19 CHAIR RUIZ: Go ahead.

20 DIRECTOR BAGNERIS: Consensus. I'm not even going to
21 make a motion. Just consensus.

22 DIRECTOR MEYER: Things can be consolidated. And the
23 reason I ask for these in addition to the point about the press
24 statement was not -- I do not believe that any person in our
25 staff has a view of hostility towards the community that I

1 belong to or any other diverse communities.

2 I felt nothing but warmly embraced by it -- every
3 person that I've interacted with on this team. And so that is
4 certainly not in any regard what motivated the request for this
5 discussion.

6 But I do think this is a very important training. I
7 think it would be good sooner rather than later to hire
8 professionals to assist us with it. And just by one point of an
9 example, slide 7, and I'll just speak for my community, the
10 language isn't quite right.

11 So it should be language -- gender identities, sexual
12 orientation, gender preferences in the phrase that I think is
13 popularly used in our community.

14 But, I think that's not meaning to nitpick so much as
15 to say that there are experts who are very good in this kind of
16 work and I think it would be good to bring them in so that they
17 can make sure that with regard to all the communities that are
18 reflected in this training, it's all done.

19 MS. KRAMER: And thank you. You can see at the back
20 of the staff report, I denoted that we want to make and ask for
21 additional training in the 2020 budget. So we will absolutely
22 recognize this. It's a lot of the pulling together of the team.
23 We knew it was critical to get this developed this year so that
24 we can be in front of those 1,400 part-time staff that hear this
25 message and they understand that we are diverse and inclusive.

1 CHAIR RUIZ: Great. Thank you.

2 DIRECTOR MEYER: And then the one last comment I have,
3 subsequent to the agenda item with regard to contracted head of
4 security staff, I would just ask that we expressly highlight for
5 our security vendor this incident that occurred here so that
6 they are alert and aware for -- it frightens me that this is --
7 this should be a sign of things that might happen during our
8 fair, especially as we're becoming more visible and we have an
9 event specifically oriented for the community. I just, it
10 frightens me a little bit, so I'd like them to be alert to the
11 fact that we had this occur already on our property.

12 MS. KRAMER: That was absolutely our intention.
13 Relative to that Item H on the contracted security, we have an
14 opportunity to come and do pre-fair meetings and we will make
15 sure that the appropriate communications is communicated from
16 our security team and to that contractor about our expectations.

17 CHAIR RUIZ: Okay. Thank you. Okay. That wraps that
18 up.

19 We will now move on to Item 9I.

20 DIRECTOR BAGNERIS: Thank you.

21 CHAIR RUIZ: You're welcome. So with that, I'm going
22 to entertain a motion -- we've done this before in the past, you
23 know, not had an August meeting due to the fact, because, you
24 know, right after the fair closes, the staff only has, I believe
25 about eight days to try to prepare anything.

1 So having said that, I know the staff practically
2 lives here during those 23 days. So, I mean, it is nice to give
3 them some time off. Hopefully, to enjoy with their families and
4 enjoy some sort of summer.

5 So with that, that's why this item was brought to the
6 Board. And I know we've done it the last two years, I believe,
7 if not three where we have not had an August meeting.

8 So I will entertain a motion from the Board.

9 VICE CHAIR CERVANTES: I approve.

10 DIRECTOR BAGNERIS: Second.

11 CHAIR RUIZ: There's a motion and a second to go dark
12 in August.

13 DIRECTOR AITKEN: I don't know if we have public
14 comment.

15 CHAIR RUIZ: Oh, yes. We do have public comments. I
16 apologize for that again.

17 DIRECTOR AITKEN: I know we -- I -- just for a point
18 of clarification, the Board of Directors, we can always cancel a
19 meeting that we have scheduled. If we -- let's say we don't do
20 anything today and we find that we have nothing on the Agenda,
21 nothing pressing, we can -- can we then cancel a meeting after
22 the fair?

23 DIRECTOR BAGNERIS: And we can do it in the reverse.

24 MR. CAPLAN: It's probably easier to notice a meeting
25 because the challenge is if you leave the August meeting, how

1 will the Board create consensus to cancel a meeting outside of a
2 meeting. And so that crates a difficult situation for the Board
3 to navigate.

4 If there's a meeting noticed for August, the Board
5 shouldn't be discussing outside of this room on consensus
6 whether that meeting is needed or not, and so that meeting would
7 occur because staff wouldn't be able to give direction from the
8 consensus of the Board not to prepare for that meeting.

9 So my recommendation would be if there's a question on
10 whether there would need to be a meeting or not, not to notice
11 it. And if something comes up and the Board Chair and Vice
12 Chair determine, "Gosh, we probably have a need for a meeting.
13 We're going to notice it on 10 days notice," then you can have
14 that meeting.

15 CHAIR RUIZ: That is true.

16 DIRECTOR AITKEN: Okay. I'm always just uncomfortable
17 canceling Board meetings when we only meet once a month and --
18 but I want to be cognisant of the Chair's right to keep the
19 meeting short and keep the meeting simple. But okay.

20 DIRECTOR MEYER: Maybe, Ashleigh, we're giving a month
21 off from the meetings and I think it's a well-earned -- I
22 personally will not be taking time off. I'm going to be using
23 the time and could very much use the time for some of the
24 homework -- various projects that the Board is working on --
25 each of us in our committees.

1 So I personally plan to use that time that same day to
2 work on committee work.

3 CHAIR RUIZ: Thank you. I do one public speaker and I
4 want to make sure that I do get to that speaker before we move
5 on.

6 MS. MUNDEKIS: Withdrawn.

7 CHAIR RUIZ: Withdrawn. Okay.

8 DIRECTOR LA BELLE: Yes. We have cancelled the last
9 couple of years and last year we ended up doing with the
10 September meeting as well.

11 I'm very appreciative of all the hard work staff puts
12 in. They're here 24/7, literally, for 23 days. But I think as
13 evidenced today by this Agenda, we have a lot of things in the
14 hopper that aren't moving along.

15 And to go a full three months without a meeting again,
16 we're looking at September -- half the football season will be
17 over by then.

18 (Public laughs)

19 And that's, you know, the Rams will probably lost a
20 couple of games.

21 CHAIR RUIZ: I was going to say they'd be undefeated
22 by then.

23 (Public laughs)

24 DIRECTOR LA BELLE: I just -- I think we need to be
25 cognisant of that. I certainly am not opposed to canceling the

1 meeting, but I think we need to -- if something comes up that
2 requires a Board action, I think we should not hesitate to call
3 off a meeting in a 10 day notice.

4 CHAIR RUIZ: Yes. That's what we could do. We would
5 do that.

6 DIRECTOR BAGNERIS: And, therefore I, move the
7 previous question.

8 CHAIR RUIZ: There's a motion on the floor.

9 DIRECTOR MEYER: Second.

10 CHAIR RUIZ: And a second. Roll call to vote.

11 MADAM SECRETARY: Chair Ruiz?

12 CHAIR RUIZ: Yes.

13 MADAM SECRETARY: Vice Chair Cervantes?

14 VICE CHAIR CERVANTES: Yes.

15 MADAM SECRETARY: Director Bagneris?

16 DIRECTOR BAGNERIS: Yes.

17 MADAM SECRETARY: Director Aitken?

18 DIRECTOR AITKEN: Yes.

19 MADAM SECRETARY: Director La Belle?

20 DIRECTOR LA BELLE: Yes.

21 MADAM SECRETARY: Director Pham?

22 DIRECTOR PHAM: Yes.

23 MADAM SECRETARY: Director Rubalcava-Garcia?

24 DIRECTOR RUBALCAVA-GARCIA: Yes.

25 MADAM SECRETARY: And Director Meyer?

1 DIRECTOR MEYER: Yes.

2 CHAIR RUIZ: Great. Thank you. Okay. We're almost
3 there. One last the -- other one is Item 9J and I will turn
4 that over to Michele Richards, VP of Business Development for
5 the presentation of staff of the upcoming fair.

6 MS. KRAMER: Summer, do we need to take a break here?

7 MADAM SECRETARY: Are you okay?

8 STENOGRAPHER: I'm good.

9 CHAIR RUIZ: You're good?

10 MS. KRAMER: Thank you.

11 CHAIR RUIZ: Okay.

12 MS. RICHARDS: Are we ready? We're ready. Okay. I
13 need everybody to stand up and just do this. Shake it off.
14 Start thinking Fair. Fair thoughts. Just everybody. No,
15 Bianca. Okay. All right.

16 Let's talk about the Fair. Jerry, Leslie. Awesome.
17 It's perfect. Just like that. All right. I know everybody has
18 been here a long time but please just indulge us for a few more
19 minutes so that we can present "Acres of Fun."

20 We're so exited about this fair. And we love the
21 fair. Are you with us?

22 (Applause)

23 I wish the group we had in here earlier were here,
24 too. We have been out in the community promoting the fair for
25 several months now. And without fail, we have people that come

1 up to our Road Show booths, the events that we do, the
2 appearances that we make. We've already been doing radio and
3 television. And without fail, that's what they say, "We love
4 the OC Fair."

5 Just in the last month, we've been at the Anaheim
6 Packing District, the Riverside Food Lab, The Long Beach
7 Exchange, Visit California Center, The Secrets, the OC Pride
8 Parade, the youth soccer tournament, and Costa Mesa Concerts in
9 the Park and many, many more.

10 And, again, everybody says, "We love the OC Fair."
11 And there's so many things that the community looks forward to
12 every year with the return of the Fair and they tell us over and
13 over again what are their fair to say. So we have a question,
14 what's your favorite thing at the Fair?

15 DIRECTOR BAGNERIS: Opening day.

16 MS. RICHARDS: Food, animals, entertainment
17 agriculture. It's all there. Let's start with food. All of
18 your favorite are going to be back. Who loves corn dogs and
19 turkey legs, ice cream, cotton candy? We have this here. 10
20 pound buns is going to be offering something more on the healthy
21 side. Avocado toast on a giant slice of sourdough bread.

22 DIRECTOR LA BELLE: That's healthy food?

23 MS. RICHARDS: It's what you eat most of the time that
24 matters. A new stand this year is puffy tacos. Puffy tacos are
25 all the range. They were invented in Texas. They're made with

1 corn, masa, salt, and water deep fried puffy perfection. So
2 puffy and grant burgers is going to be offering the green acres
3 fire burger so here is your challenge.

4 It includes a fresh all jalapeno and garlic

5 DIRECTOR LA BELLE: And a side of Pepto-Bismol.

6 MS. RICHARDS: If none of these delight you, how about
7 waffle pizza, pork, or brisk mac and cheese sandwich a slide
8 stick cinnamon bake or banana cream pie funnel cake. You'll
9 like it.

10 Concessions with such a great new program for our
11 guests we wanted to take a minute to tell you about it. In
12 honor of the year 2019, we are introducing the grazing for
13 savings program where our guests will be able to get meals at
14 our concessioner select for either \$7.19, 8.19, or 9.19.

15 And I challenge you to get a meal anywhere out in the
16 community out for these days. Just an this year at the Fair
17 will buy you two spicy Tex-Mex or \$8.19 will buy you a turkey
18 dog with fries at pinks.

19 So hats off to our concessions team and for working
20 really really hard on behalf of our guests. We are planning to
21 continue our effort to be kinder to the environment. We are
22 launching a new program to encourage our concessioners when
23 possible to use paper straws as opposed to plastic.

24 We are also introducing in our culinary arts area.
25 They started a journey to help save our planet for future

1 generations one spoon at a time. So these edible spoons will be
2 offered to our guests for a \$25 donation to save the ocean.
3 Edible spoons are made from wheat flour, cocoa powder with a
4 minimal amount of salt and sugar and they're all vegan and
5 healthy for \$25. No, 25 cents. That would be a very expensive
6 spoon wouldn't it?

7 We are continuing -- sorry. Introducing our
8 windmills. Our team went out to find this beautiful company to
9 work with that created three windmills for us in the shape of
10 flowers. You can see them on the photo. They will be spread
11 across Plaza Pacifica and they will actually charge your cell
12 phone. You can plug in and charge your cell phone without use
13 of electricity.

14 We're going to continue our efforts this year. Just
15 to give you an idea the amount of recycle that is produced from
16 the fair. Last year, over -- over 2,000 pounds of plastic and
17 cardboard were recycled from the Fair and we will continue that
18 effort this year.

19 And take a look at the bench in the middle of the room
20 and the pennants that fell on Director Aitken earlier these are
21 made from recycled banners.

22 Every year the OC Fair prints a number of banners and
23 we have taken those over the years and created these cushions
24 for people to sit on throughout the Fair and I'll tell you a
25 little bit more about that later.

1 So what a great use of material that would otherwise
2 go into the trash; right? Okay. Who loves rides at the OC
3 Fair? Yes. We have a new ride this year. A spectacular new
4 ride in fact called The Titan.

5 So The Titan is the largest portable thrill ride in
6 the United States. It rockets into the air. Now, we thought it
7 might be fun to figure out how many goats if we put goats one on
8 top of the other. Any guess?

9 DIRECTOR BAGNERIS: I just want you to know, I saw
10 that ride when I was in Houston and I was --

11 MS. RICHARDS: Only after you eat the green acre. So
12 is moves like a giant propeller and riders feel the of 4Gs when
13 they're on the ride. So they're going to do a ribbon cutting
14 ceremony at and are all requested and invited to attend the
15 ribbon cutting and if you would like to ride, let us know.

16 And we'll get you on that inaugural ride. We have
17 lots of our favorite attractions coming back. Rodeo pig races.
18 How many of you have ever attended the turkey stampede in the
19 livestock show ring?

20 Unfortunately there is a poultry virus that has caused
21 quarantines. As a result, we've been working very closely with
22 the California Department of Food and Agriculture and a decision
23 was made to cancel all of our poultry shows just to make sure
24 that we're doing our part.

25 So what are we doing instead of the turkey stampede

1 talks we are working a working sheep and dog show to the arena.
2 So this dog -- he's the lead dog that's going to lead herding
3 and he'll be showing us how ranchers use these beautiful dogs to
4 herd. That should be a really interesting and fun educational
5 show.

6 We'll hopeful the turkeys will be back next year too.
7 Lots of great entertainment in store. Of course our headline
8 concerts at the Pacific Amphitheater. This is grown so much in
9 the last several years that we're moving it to The Hangar this
10 year on opening week.

11 The hypnotist will be back and, of course, The Hangar
12 will future lots of great tribute bands; the Man in Black, the
13 John Queen Nation, all at The Hangar is also going to future Los
14 Lobos, the English and Average White Band will be playing in the
15 Hangar as well.

16 Yes. And let's talk specifically about the
17 Pacific Amphitheater. This is really shaping up to be one of
18 the best years ever at the Pacific Amphitheater. But,
19 particularly, the week of July 24th, it is actually heading as a
20 complete sell out.

21 For example, July 24th is sticks. Brother Chicago on
22 July 26th. Smoky Robinson on the 27th. Either current sellouts
23 are heading that way. At the -- on that same week, we're
24 featuring monster trucks in the action sports arena. It's going
25 to be a phenomenal week at the OC Fair.

1 All right. Who loves our exhibits, too? Yes. The
2 visual arts gallery. Our Hallmarks video. I should see the
3 community has brought we had entry deliver day last Saturday.
4 It's phenomenal what our community can do and that will all be
5 showcased at the Fair this year and let's not forget about the
6 livestock exhibits, and the livestock auction as well.

7 We're going to be celebrating California agriculture
8 in a big big way this year. Did you see any changes out here in
9 green gate when you pulled up? We're getting ready. Our
10 phenomenally talented are creating guest lounges throughout the
11 Fair in celebration. So we'll be able to visit the Orange
12 Grove, the avocado pick, the strawberry patch are agriculture
13 commissioners will be there interacting with our guests.

14 They'll be lots of games to play. They'll be this
15 beautiful furniture sure with recycled cushions to sit down so
16 everyone can lounge, learn, and place. And we have some treats
17 for our culinary program. One of the treats is a handmade
18 edible chocolate bowl. It's filled with California fresh
19 strawberries, fresh fruit, and whip cream with a chocolate
20 edible spoon.

21 So one of those spoons I talked about. We'll be able
22 to test that out and then we have an "Acres of Fun" mini
23 featuring black gene and black eyed white corn and lots of other
24 good ease as well.

25 Thank you. Okay. Now, when you pulled up, you

1 probably saw the decorations going up at green gate. We are
2 celebrating all of the important elements that go into growing
3 California crops like water, like -- so we have blue water,
4 green earth and yellow sun signs.

5 Does that match up for anybody? Blue, green, yellow?
6 What else is blue green and yellow at the Fair? The gates. Our
7 gates. So when our guests come in, they're going to see it
8 immediately.

9 All of that celebration is California agriculture.
10 One of our seem exciting visual arts exhibits will be our
11 featured artists Marciso Martinez he has such a great story. He
12 was born in 1977 in Mexico.

13 And in pursuing an education, first in courses and
14 later getting his GED. It was not until he was taking an art
15 history class at the L.A. City College that he released his
16 passion for art. When he would sketch the faces of his family
17 members, he eventually earned a masters of fine arts while
18 working in the orchards.

19 He was between schools to earn a living and as an
20 undergraduate, Martinez began developing his practice and
21 reaching into the lives of field workers. This exhibit is
22 called Los Farm Workers.

23 And if you look closely, his art is those produce
24 packaging and we're so skated to have him in the visual art
25 gallery this summer. Okay. What's your favorite animal?

1 Okay. They're all coming back and we have some new
2 babies in the farm. So our guests will be able to see our baby
3 angora goats who by the way but they were in their containers
4 too long we had to take them back to Centennial Farm Farm to be
5 from their mamas too long.

6 So pay a visit over to Centennial Farm to see them.
7 We have new piglets and we'll have calves now. We know from
8 following the fair on social media and how people tag us that
9 lots of lots of couple get engaged during the Fair now one lucky
10 couple will actually get to their wedding live with all on
11 Saturday so here is how it works.

12 We're asking couples to shoot a video of themselves
13 and to tell us in that video why a barn wedding will be perfect
14 for the two of them. The deadline is midnight July 29th.
15 Entries will be evaluated by a panel of judges and we're looking
16 for totally creatively and love for the OC Fair.

17 Winners will be announced August 3rd. They have and
18 we will supply all the -- all the things they'll need. It will
19 an unforgettable experience. So make sure you mark that on your
20 calendar.

21 The city days are back again. This is where we invite
22 rests from the 34 cities in Orange County to join us for a
23 community flag racing. We changed the type from we want to give
24 our guests plenty of time to get into the gates and get in front
25 of The Hangar to raise the flag to open that day at the Fair.

1 That will be every Thursday and Friday front seat
2 hangar. I wanted to share with the Board and the public all the
3 great promotions that we have. There is not a single day during
4 the Fair that our guests enter free or deeply discounted
5 admission from the pair.

6 Our marketing department has worked really hard to
7 provide these appropriations. So starting off with our free
8 three promotion on opening day, our guests can get in from and
9 we will put an approximately 30,000 people on these Fairgrounds
10 during that three hour period.

11 Now, it is a whole rush of fun for sure. Fridays from
12 noon to 4:00 is \$2 rides and games. We have \$3 taste the Fair
13 food on Thursdays from noon to four where you can go around lots
14 hasn't different concessioners and get list the best deal ever
15 is on Saturdays and Sundays from 11 to 1.

16 We have half price admission and only have the tickets
17 to ride on the carnival. On top of that, we add on Sunday from
18 11:00 to 1:00, our guests can now by a \$35 unlimited ride wrist
19 band which is sold until 1:00 o'clock.

20 So that's a great family promotion. OC Fair express
21 that's our partnership with OCTA Saturdays and Sundays. This is
22 the greatest deal from nine locations throughout Orange County,
23 you can ride the OCTA bus nonstop to the Fair for a \$4
24 round-trip and get a voucher. You avoid the traffic. You avoid
25 the parking and you get into the Fair for a great discount.

1 We care Wednesday. I'll talk more about that in just
2 a minute but that's from noon to three. Our guests will bring
3 the they get into the Fair for free and they get one free
4 carnival trying. All days are free.

5 I talked about the \$35 dollar unlimited ride wrist
6 band. That's on Wednesday and Thursdays as well as. Senior day
7 is every Friday. Where all seniors sixty and better with sorry
8 \$5 admission plus a free ride on the Ferris Wheel or the merry
9 go around.

10 And of course, everyday so free admission with ID for
11 military and veterans and up to six mechanics of their family
12 can get in for half price. Some community givebacks that we
13 will once again host. We're very proud of these givebacks.
14 Friends of the Fair day, this is where we invite our disabled
15 guests who otherwise would not be able to come to the Fair.

16 They come in in the morning at 8:30 and from 8:30 to
17 noon, they get to experience the Fair without the challenge of
18 navigating the crowd, the noise and what not. We care
19 Wednesday. Every Wednesday during the Fair, if our guests bring
20 the donation we're asking for for our none profit partners, they
21 get into the Fair for free. Week 1 is school supplies. We're
22 working with share ourselves.

23 We worked with OC Food Bank for the food drive on the
24 second Wednesday. Childrens books are done assisted to think
25 together on the third Wednesday and then we wrap up our clothing

1 drive with good will on the final Wednesday. Okay. And then we
2 have our OC Fair kids club. We are targeting a goal of reaching
3 12 hundred under served kids this year.

4 We're providing bus transportation for them free
5 admission to the Fair. They get a ride card. Our partner RCS
6 and a \$30 gift card to spend with our concessioners courtesy of
7 our concessioners as well.

8 We're also hosting the the here at the Fair and then
9 the California Department of Food and Agriculture and will also
10 be here providing information to our guests. So what else is
11 new?

12 A few more things. We want to cover. We are going to
13 be featuring ATV and riding more racing in the action sports
14 arena.

15 As Director Meyer talked about earlier, Sunday is out
16 at the Fair day, that's a family day of exclusion is that we're
17 providing to the LGBTQ we're very excited about that. We're
18 also welcoming two new sponsors. Will be sponsor the action
19 sports arena and Norms restaurant will be partnering.

20 DIRECTOR LA BELLE: Bigger, better breakfast.

21 (Public laughs)

22 MS. RICHARDS: Crafts and arts in our home arts
23 building and at five locations in the Fair this year you can get
24 beyond meet burgers. There you go. So who's ready to have some
25 acres of fun. Happy to take any questions that the Board might

1 have.

2 DIRECTOR LA BELLE: Michele, I think I was the only
3 Board member at the time Gerardo was here and Nick. The first
4 couple of years, we had the foster kids and I know it was a
5 funding issue that that kind of went away.

6 But that was what brought in 20,000 foster families.
7 I think it was the day the Fair opened or just before.

8 MS. RICHARDS: I remember that too, Doug.

9 DIRECTOR LA BELLE: See if there's any opportunities
10 there because that was a real successful program and I remember
11 the directors served the food and that kind of thing.

12 MS. RICHARDS: Any other questions? I have to thank
13 the staff that are here any how. The ones that are not here,
14 obviously, are getting ready. We've got 15 days to go and we
15 will be ready on opening day July 12th, high noon. Come join
16 us.

17 CHAIR RUIZ: Thank you Michele.

18 DIRECTOR BAGNERIS: I'd like to recommend in the
19 future we do this presentation first on the day of this meeting
20 so we can hear about it and the meeting is going to be on this.

21 Some people may come back later and look but I'd like
22 to recommend that we do it first have the fun and then we could
23 have the series stuff.

24 DIRECTOR LA BELLE: Good suggestion.

25 CHAIR RUIZ: If there are no more questions or

1 comments. We will now move onto closed session.

2 (Closed session)

3 CHAIR RUIZ: Okay. I will now call this meeting back
4 to order. There is nothing to report under closed session at
5 this time. So I will now go to the comments of the Board of
6 directors and I will start to my right. Director Meyer.

7 DIRECTOR MEYER: No comments.

8 CHAIR RUIZ: Okay. Now I go to my left.

9 DIRECTOR LA BELLE: Nothing further other than to have
10 a nice Fair and we'll see everybody.

11 DIRECTOR AITKEN: No. I just want to say thank you
12 congratulations to all this amazing. If any of the rainbow
13 flags, I have a lot if you want to put them around the property.
14 We got some to give away.

15 CHAIR RUIZ: Thank you.

16 VICE CHAIR CERVANTES: Also, we'll wait for everybody
17 at the Fair.

18 CHAIR RUIZ: Thank you.

19 I don't have anything but I am going to read one
20 letter to you -- to the audience -- because he did ask me to do
21 this.

22 Director Gerardo Mouet gave me a letter today dated
23 June 27th and it says:

24 "Chairperson of the Board of Directors, my last day as
25 a member of the Board of Directors for the 32nd DAA will be

1 August 31st, 2019. After serving on the OC Fair Board for two
2 full appointments -- totalling eight years -- it is time to give
3 another member of the community an opportunity to serve.

4 It has been an honor to serve on the Board with you
5 and my fellow Board members and most proud to support our
6 efforts to protect the Fairgrounds to continue being the benefit
7 for the public.

8 I am also happy I've been part of the Board in our
9 efforts to cheer on our wonderful staff to be professional,
10 accountable, and to keep being guided by our mission; to
11 celebrate the interests, agriculture, and heritage for our
12 communities in Orange County.

13 Sincerely, Gerardo Mouet."

14 I want to wish Mr. Mouet, you know, all the best on
15 whatever it is he takes on now and in the future. It was great
16 working with him.

17 And I just wanted to thank everybody here -- the Board
18 and the entire staff for all the great work that everyone does
19 and hopefully I will see everyone on July the 12th. Thank you.

20 (Meeting adjourned at 2:43 p.m.)

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REPORTER'S CERTIFICATION

I, the undersigned, a Hearing Reporter of the State of California, do hereby certify:

That the foregoing proceedings were taken before me at the time and place herein set forth; that any witnesses in the foregoing proceedings, prior to testifying, were duly sworn; that a record of the proceedings was made by me using machine shorthand, which was thereafter transcribed under my direction; that the foregoing transcript is a true record of the testimony given.

Further, that if the foregoing pertains to the original transcript of a public meeting, before completion of the proceedings, review of the transcript [] was [] was not requested.

I further certify I am neither financially interested in the action nor a relative or employee of any attorney or party to this action.

IN WITNESS WHEREOF, I have this date subscribed my name.

Dated: July 11, 2019



LUIS R. HERNANDEZ

[& - 300]

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[300,000 - abstain]

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[contract - crimes]

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