

# Board of Directors Annual Meeting Minutes

Ventura County Fairgrounds  
31st District Agricultural Association - 10 W. Harbor Blvd. - Ventura, CA 93001 - (805) 648-3376  
Website: venturacountyfair.org Contact: Barbara Quaid, CEO

January 28<sup>th</sup>, 2020

## I. Call to Order

### Roll Call

### Declaration of Recusal or Conflict of Interest

The meeting convened at 9:00 a.m., and called to order by President Cornejo.

**Directors present:** President, Leslie Cornejo, Vice President, Leah Lacayo, Bonnie Atmore, Michael Bradbury, M. Cecilia Cuevas, Daniel Long, Armando Lopez, Shanté Morgan-Durisseau and Jim Salzer.

**Staff present:** Barbara Quaid, CEO, James Lockwood, Publicity and Marketing Manager, Jason Amelio, Sales Manager/Assistant Satellite Supervisor, Kim Leach, Exhibits Supervisor, Cristian Yopez, Accounting Trainee, Luis Juarez, Maintenance Supervisor and Heidi Ortiz, Executive Secretary.

**Guests Present:** Beth Mansfield, Troy Corley, Steve Nash, Roz McGrath, JoAnne Coville, RH Gregory, Karen Peters, Joan Karp and Sheila Smith.

There were no conflicts of interest with any of the Board members that were present.

## II. Pledge of Allegiance

Director Morgan-Durisseau led all present in the Pledge of Allegiance.

## III. Welcome and Introductions of Guests and Staff

Invitation for the public to introduce themselves (not mandatory)

President Cornejo took the agenda out of order and moved President's Comments up to address a few things. She congratulated and welcomed Director Lopez back to the board. She also explained that over the last week at the WFA Convention CEO Quaid was honored and inducted into the WFA Hall of Fame. A video of her and Vice President Lacayo was played and President Cornejo stated that they are very lucky and honored to have CEO Quaid as the CEO.

## IV. Public Comment on Items Not on the Agenda

In accordance with State law, the Board will not comment or otherwise consider Public Comment matters until and unless such items have been properly noticed for a future meeting.

Beth Mansfield – She welcomed Director Lopez back to the board and explained some highlights that he may have missed in regards to gun violence and what action is being taken. She commented that by not having gun shows it would reduce gun violence because there would be fewer guns on the street. She also addressed the addendum contract for

Crossroads and explained she suggested magnetometers which has not been discussed yet and asked the board to consider that.

Steve Nash – He explained that they have been told by the board to take the legislative route to get rid of gun shows, but after talking to a California legislator they were told that legislation is all but impossible due to the federal lawsuits. He explained they are stalemated and they aren't going to threaten with a lawsuit but he hopes the board keeps in mind to expedite the vote of the people which is to see a cessation of gun shows at the fairgrounds.

Troy Corley – She commented on two items. The first one is gun shows and explained there is nothing more to say that hasn't been said already. She explained the guidelines is under the board's purview and they keep pushing it away and stated that the board needs to decide if they want to be on the right side of history. Her second item is the citizen advisory committee. She hopes that if there is one created that it is not just about gun shows but about what the fairgrounds is in general and what it should be for the community.

Roz McGrath – She explained she has served on this Fair Board from 1982-1985 and she spoke about gun shows. She did attend a gun show when she was on the board and she was horrified. She understands this is a monetary, financial decision and knows the fairgrounds needs income and understands the position is tough; however, she is asking the board to stop gun shows in this county.

**V. Presentations - None**

**VI. Approval of Minutes**

A. November 19<sup>th</sup>, 2019 Board Meeting

**MOTION:** To approve the minutes from the November 19<sup>th</sup>, 2019 Board Meeting with the correction of Director Atmore's comment on page seven.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Atmore (Second)	X		
Director Bradbury	X		
Director Cuevas			X
Director Long	X		
Director Lopez			X
Director Morgan-Durisseau	X		
Director Salzer	X		
Vice President Lacayo (Motion)	X		
President Cornejo	X		

**VII. Financial Report**

A. Financials ending November 30<sup>th</sup>, 2019

Mr. Yopez gave a report on the financials.

## **VIII. Old Business**

### **A. New Revenue Streams**

This was on the Marketing agenda but the committee ran out of time and was unable to discuss it.

### **B. Citizen's Advisory Committee**

President Cornejo stated that this item will be referred to the Executive Committee for further discussion and a recommendation, but opened it up for comments.

JoAnne Coville – Strongly encouraged the board to establish a Citizens Advisory Committee and recruit a broad group of people that have a feel for the county and what they want the fairgrounds to be for everyone. Many disagree with the board's position on the gun shows but also see that the fairground's financial situation is not the best. They want the fairgrounds to be successful and help look at different revenues and the Citizens Advisory Committee could talk about ways to improve operations in a way the citizens would support it.

RH Gregory – The board represents the whole county and there are other committees already in place and by creating another committee would only cause a level of confusion with the issues. It could give one group more power over another and it would be biased views and not represent the whole county. He stated what is in place now is perfect and shouldn't be changed.

Sheila Smith – She thinks the Citizens Advisory Committee would be good because there would be better communication.

Director Morgan-Durisseau wanted to stress the importance that the board is inclusive and transparent to the community. She commented that it is always good to do your research and consider the precedents that other fair boards have done. It would also be good to know the criteria to consider for creating a group like this.

## **IX. Committee Reports**

### **A. Marketing Committee Meeting January 9<sup>th</sup>, 2020 – Leah Lacayo, Chair**

- There was a robust discussion regarding the 2019 survey.
- Director Morgan-Durisseau gave a very comprehensive report and broke it down. She asked staff to investigate and report back on a couple items like a location for Uber/Lyft and how to promote healthier food options. The next step would be a recommendation to the full board as to what the suggestion was.

### **B. Operations Committee Meeting January 9<sup>th</sup> & 27<sup>th</sup>, 2020 – Mike Bradbury, Chair**

#### **1. Discussion and possible action regarding Spectra's contract.**

- There were two meetings this month; the principal discussion has been the extension of Spectra's contract.
- It would be the last extension of the contract for three years.
- The committee unanimously voted to approve the contract and is recommending approval to the full board.
- There was also discussion regarding maintenance and projects in dire need. One urgent project is replacing the roofs on some of the buildings.
- We continue to be engaged in discussion with the X-Games. The fairgrounds and the City of Ventura are continued to be involved as much as possible to get them here.

- The Surfer’s Point Project was updated and the board should be getting more information from the letter sent to the City.

Charlie Neary, Senior VP of Spectra Food Services, explained that they have been our Master Concessionaire for many years. He gave some background information and history on the contract and is asking for the board to approve the second and final option to extend. He mentioned that he has been involved in the X-Games discussions and is willing to do anything to help.

A discussion ensued regarding their continued partnership. Their exclusive on alcohol was also discussed and how they would handle a promoter that would want a percentage of the alcohol. How they assess and evaluate their clientele was also brought up which Mr. Neary addressed.

**MOTION:** To approve Spectra’s last contract extension for three years.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Atmore (Second)	X		
Director Bradbury (Motion)	X		
Director Cuevas	X		
Director Long	X		
Director Lopez	X		
Director Morgan-Durisseau	X		
Director Salzer	X		
Vice President Lacayo	X		
President Cornejo	X		

- There were further discussions regarding the homeless issue and the survey that was received by CEO Quaid from CDFA. This is a starting point for Fairs and President Cornejo commented that if any directors had input to contact CEO Quaid.

**C. Livestock Committee Meeting January 9<sup>th</sup>, 2020 – Mike Bradbury, Vice Chair**

- Director Bradbury stated that this meeting was well attended by the public and they always have a lot of input. He asked Ms. Leach to give a report.
- Ms. Leach explained they have been looking at expenses in the auction and costs have been going up every year so they are looking at raising the commission that is taken out of the exhibitors checks by 1%. She is doing more research and putting information together as to what the livestock money is spent on to be more transparent. She explained that DNA testing will be done this year and she is in the process of putting all those together. Entries for market animals will all be done online.
- Director Long suggested considering increasing the percentage to 2% to cover costs longer. Ms. Leach will continue her research and see what would be best.

**X. Board Correspondence – Informational only no action required**

- Director Atmore commented on the letter from the City of Ventura in regards to gun shows and asked if there will be a response. She explained that it is important specifically because of the public oversight that is going on and we need to circle back and say what our limitations are and what we are doing or aren’t doing about this situation.

- President Cornejo stated that she will respond with care and explain the fairgrounds situation. A copy will be sent to legal as well.

**XI. Consent Agenda: Items hereunder on the Consent Agenda are considered routine, not requiring separate discussion and will be enacted in one motion. Individual items A, 1-2, and B are approved by the vote that approves the Consent Agenda, unless an item is pulled for separate consideration.**

- A. Agreements
  - 1. Standard Agreements
  - 2. Rental Agreements - Interim
- B. Travel Claims

**MOTION:** To approve the consent agenda with items A, 1, and B with the exception of the Crossroads of the West gun shows.

Board Member Name	Approved (Yes Vote)	Not Approved (No Vote)	Abstain
Director Atmore	X		
Director Bradbury (Second)	X		
Director Long	X		
Director Morgan-Durisseau	X		
Director Salzer	X		
Vice President Lacayo (Motion)	X		
President Cornejo	X		

- There was a discussion regarding addendum G of the gun show contract as well as the gun show report that was brought to the full board at the end of last year. The board and Mr. Amelio, Security Supervisor, discussed safety aspects of the gun show and what would happen if a safety issue came up.

**XII. CEO Report – Nothing further to report.**

**XIII. President’s Comments**

- President Cornejo explained that she already took care of this item at the beginning of the meeting, but did want to mention officially that Director Lopez has been appointed to the Operations Committee as well as Chair of the Budget Committee. There are now four members on both committees so to get something passed it will take three votes.

**XIV. Director’s Comments**

Director Bradbury

- Congratulated CEO Quaid on her award. He explained it is a real tribute to her, her professionalism and leadership. She has been able to make the fairgrounds have a nationwide reputation and thanked her for that.

Vice President Lacayo

- Congratulated CEO Quaid and Director Lopez. She also congratulated Director Morgan-Durisseau for her valorous recognition by the Board of Supervisors for serving on the Women’s Commission.

#### Director Long

- Stated that Vice President Lacayo summed it up well and commented that it was nice to have Director Lopez back on the board.

#### Director Morgan-Durisseau

- Thanked the board, not only Director Cuevas and Vice President Lacayo who were there, but everyone that sent her emails congratulating her. It was for over a decade for service to girls of Ventura County and various appointments she has had with the county. It was very special and bittersweet because she was leaving one place and doing something else and is very proud of her work.

#### Director Cuevas

- Thanked the board for working on this difficult issue that involves the gun shows and was only sorry for missing the meetings because in reading the minutes she realized she missed a lot during the last meeting. It was difficult to get her point of view heard and wasn't able to do that. She was told she could not provide comment, in written form, and couldn't submit anything as a Director without being present so she wanted to go on the record that she is not in support of having gun shows on the property at all. She's hopeful Governor Newsom and the legislature will work quickly to be able to take that responsibility off of the board's plate and in this body it doesn't appear to be in support of that, despite the large and vocal community input that this board has received over the last several months and years. She will continue to be that voice and be committed to removing those gun shows on this property, but she is only one and can only do what she can do. Unfortunately, the day of the last meeting was the first day of recovery after a broken kneecap and she tried every way possible to communicate her feelings for the meeting, but wasn't able to do so.
- She congratulated Vice President Lacayo and President Cornejo on their appointments and leadership. She hopes that the two of them, now seeing that Director Lopez has left and come back over a three year period and pointed out that the board has yet to do the formal strategic planning for the board and a CEO evaluation in that entire three year period that Director Lopez has been gone.
- She also thanked Director Atmore for her leadership at the last meeting in bringing matters forward so the public could at least feel that the board is considering their comments. She hopes that we continue to listen to the community and take their comments into consideration.

#### Director Atmore

- Congratulated CEO Quaid for being inducted into the WFA Hall of Fame.
- Since the board represents the 31<sup>st</sup> Agricultural Association, for future agenda items, she would love to invite the California Women for Agriculture for Ventura County to do a short presentation. There are several events that they do and there is a scholarships coming up and in May they do a Farm Day and explained it. She encouraged the board to go out and see because it is such a reflection of who we are and when the Fair is here it just enriches those connections.
- Her intention and goal for this year, and she hopes the board will share it with her, is beautification, inclusiveness and love and she looks forward to sharing that with everyone.

**XV. Future Agenda Items**

1. New Revenue Streams – Marketing Committee
2. Follow up on surveys - Budget Committee

**XVII. Adjourn**

The meeting was adjourned at 10:40 a.m.

Submitted by: Heidi Ortiz  
Heidi Ortiz, Executive Secretary

Approved by: Barbara Quaid  
Barbara Quaid, CEO Ventura Fairgrounds

Approved by: Leslie Cornejo  
Leslie Cornejo, Board President

