

BOARD OF DIRECTORS MEETING
22ND DISTRICT AGRICULTURAL ASSOCIATION
MISSION TOWER, DEL MAR FAIRGROUNDS
2260 JIMMY DURANTE BOULEVARD
DEL MAR, CALIFORNIA

TUESDAY, APRIL 13, 2021

1:30 P.M.

REPORTED REMOTELY FROM SAN DIEGO BY:

Kathryn L. Edwards, CSR No. 7288

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IN ATTENDANCE

OFFICERS:

- Richard Valdez, President
- Lisa Barkett, Vice President (via Zoom)
- G. Joyce Rowland, Vice President (via Zoom)
- Carlene Moore, CEO/General Manager

DIRECTORS PRESENT:

- Michael Gelfand (via Zoom)
- Kathlyn Mead (via Zoom)
- Donald Mosier (via Zoom)
- Sam Nejabat (via Zoom)
- Frederick Schenk (via Zoom)
- Pierre Sleiman (via Zoom)

OFFICERS ABSENT:

DIRECTORS ABSENT:

ALSO PRESENT:

- Donna O'Leary, Executive Assistant
- Josh Caplan, Deputy Attorney General (via Zoom)
- Katie Mueller, Business Services Officer
- Melinda Carmichael, Business Development Officer

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1 DEL MAR, CALIFORNIA, TUESDAY, APRIL 13, 2021

2 1:30 P.M.

3 ---o0o---

4 PRESIDENT VALDEZ: Hello, everybody.

5 Welcome to the April 13th, 2021, meeting of the Board
6 of Directors of the 22nd DAA.

7 Donna, could you please call roll.

8 DONNA O'LEARY: Sure.

9 President Valdez.

10 PRESIDENT VALDEZ: Here.

11 DONNA O'LEARY: Vice President Barkett.

12 VICE PRESIDENT BARKETT: Here.

13 DONNA O'LEARY: Vice President Rowland.

14 VICE PRESIDENT ROWLAND: Here.

15 DONNA O'LEARY: Director Gelfand.

16 DIRECTOR GELFAND: Here.

17 DONNA O'LEARY: Director Mead.

18 DIRECTOR MEAD: Here.

19 DONNA O'LEARY: Director Mosier.

20 DIRECTOR MOSIER: Here.

21 DONNA O'LEARY: Director Nejabat.

22 DIRECTOR NEJABAT: Here.

23 DONNA O'LEARY: Director Schenk.

24 DIRECTOR SCHENK: Here.

25 DONNA O'LEARY: And Director Sleiman.

1 DIRECTOR SLEIMAN: Here.

2 DONNA O'LEARY: All present.

3 PRESIDENT VALDEZ: Thank you. Great to see
4 everybody.

5 We will start with our Consent Calendar.

6 I want to make a statement before we start,
7 with respect to public comment. If you have signed
8 up for more than one of the items on the agenda, I
9 want to make sure that we're all clear: First of
10 all, given the number of folks signed up for public
11 comment today, we're limiting our public comment to
12 two minutes each. And if you have signed up for more
13 than one agenda item, I just want to make sure that
14 you are confining your comments to only that item on
15 the agenda and that it does specifically pertain to
16 that item on the agenda.

17 What we typically do is we have our reports
18 first, and then we have public comment. And if there
19 are any actions taken, we have public comment before
20 the action is actually taken.

21 So having said that, we're gonna start with
22 our Consent Calendar. Item A is the minutes of the
23 regular meeting of February 23rd, 2021. And we do
24 have a member of the public signed up for that
25 particular item.

1 I just want to doublecheck with our deputy
2 attorney general, Josh Caplan. There are three
3 separate lettered items under Consent Calendar: A,
4 B, and C. The public is entitled to speak on each
5 item. And if they would like, that same person can
6 speak on each item, so meaning three times under the
7 consent calendar; is that correct, Mr. Caplan?

8 DEPUTY STATE ATTY. GEN. CAPLAN: Yes, that
9 is correct. But the comment, again, when you -- for
10 example, on item 3A, the comment would have to focus
11 specifically on the minutes from the February 23rd
12 board meeting; in other words, if a member of the
13 public suggests a change to the meeting minutes, but
14 it has to focus specifically on that item. That is
15 the meeting minutes from that meeting date.
16 Similarly, for item 3B the comment would have to
17 focus specifically on the meeting minutes from
18 March 9th, 2021, and couldn't relate or be on any
19 other topic from other agenda items for this meeting.

20 PRESIDENT VALDEZ: Thank you.

21 Okay. With that I'm going to -- since it's
22 an approval item, I am going to ask for the public
23 comment first. And Mary Johnson has signed up for
24 item 3A, the approval of the February 3rd, 2021,
25 meeting minutes.

1 A/V TECHNICIAN: Mary Johnson is not on the
2 queue.

3 PRESIDENT VALDEZ: Okay. Do I have a
4 motion to approve -- well, since Mary Johnson is
5 signed up actually for each of those items, A, B, and
6 C, I'm gonna go then to -- typically we have an
7 approval of the consent calendar as an entire item.
8 And so what I'm going to do is I'm going to call Jane
9 Cartmill, who has signed up for the approval of the
10 meeting minutes of March 9th, 2021, and I would like
11 to take her now before we have a motion to approve
12 the entire consent calendar.

13 So Ms. Cartmill.

14 JANE CARTMILL: I wanted to suggest again
15 that -- regarding those minutes, that you resume
16 including a brief description of the nature of public
17 comments, as they lately have been only names or
18 appearing with no indication of what the public
19 comment was. It certainly can be a very brief
20 description. Short-and-sweet few words would tell
21 whether it was praise, criticism, a suggestion,
22 information, data, a number of different types of
23 things that people may -- from the public may
24 comment.

25 And, I think, seeing from recent U.T. story

1 about increased scrutiny lately of board
2 decision-making processes, it seems it might be to
3 your benefit to reveal a little bit more about what
4 the public comments are, report the public input. It
5 might add to the perception of transparency which has
6 been a frequently stated goal.

7 PRESIDENT VALDEZ: Thank you.

8 That was the last person signed up for
9 item 3 on our agenda. Therefore, may I have a motion
10 to approve the consent calendar?

11 DIRECTOR GELFAND: (Indicating.)

12 PRESIDENT VALDEZ: That is
13 Director Gelfand.

14 Do I have a second?

15 DIRECTOR SLEIMAN: Second.

16 PRESIDENT VALDEZ: That was Director
17 Sleiman.

18 Any questions or comments?

19 Hearing none, Donna, can you please call
20 the vote.

21 DONNA O'LEARY: President Valdez.

22 PRESIDENT VALDEZ: Aye.

23 DONNA O'LEARY: Vice President Barkett.

24 VICE PRESIDENT BARKETT: Aye.

25 DONNA O'LEARY: Vice President Rowland.

1 VICE PRESIDENT ROWLAND: Aye.
2 DONNA O'LEARY: Director Gelfand.
3 DIRECTOR GELFAND: Aye.
4 PRESIDENT VALDEZ: Director Mead.
5 DIRECTOR MEAD: Aye.
6 DONNA O'LEARY: Director Mosier.
7 DIRECTOR MOSIER: Aye.
8 DONNA O'LEARY: Director Nejabat.
9 DIRECTOR NEJABAT: Aye.
10 DONNA O'LEARY: Director Schenk.
11 DIRECTOR SCHENK: Aye.
12 DONNA O'LEARY: And Director Sleiman.
13 DIRECTOR SLEIMAN: Aye.
14 PRESIDENT VALDEZ: Motion carries

15 unanimously.

16 On to item 4, the Management Report.

17 Again, I want to make sure. Mary Johnson had signed
18 up for "Employee Recognition."

19 A/V TECHNICIAN: She is not on the queue.

20 PRESIDENT VALDEZ: Okay. So Mary Johnson
21 is not here. We're gonna go to --

22 So, Carlene, what we're gonna do is we have
23 folks signed up for various items on your management
24 report, and I want to make sure that we stop on one
25 and start with public comment before we go on to the

1 next item. So why don't we go to Employee
2 Recognition now.

3 CEO CARLENE MOORE: All right. Thank you.

4 I'm really excited that we get to share
5 with all of you another celebration, a significant
6 celebration that we have this year, and that is
7 Cheryl Zinniger's 20 years of service, which she
8 actually hit that anniversary mark just last month.
9 So there's information contained in your packet.

10 Cheryl has been here for over 20 years now,
11 and she's worked in our H.R. department and various
12 roles, including expanding her role currently, you
13 know, with our new small but mighty workforce that we
14 have. In addition to everything that your packet
15 states about Cheryl, her dedication and attention to
16 detail, excellent customer service, it's also
17 Cheryl's integrity and the way in which she
18 approaches her job, especially in a department such
19 as human resources where there are just so many, you
20 know, confidential matters that need to be handled
21 and managed and really looking out for the best
22 interest not only of our current employees but really
23 anybody who is applying for a job and a position here
24 at the Del Mar Fairgrounds.

25 And so truly she's also our sparkling

1 Tinker Bell in the -- in our human resources
2 department. And so with that, if everybody would
3 just join me in congratulating Cheryl Zinniger on her
4 20 years of service.

5 PRESIDENT VALDEZ: Congratulations. We're
6 going to take a quick picture.

7 (Photographs being taken.)

8 PRESIDENT VALDEZ: Okay. We'll do your
9 CEO's report, and then we will take public comment on
10 that item.

11 CEO CARLENE MOORE: So just a few updates
12 this month.

13 Our audit and governance committee, which
14 is not on today's agenda, there's no action items for
15 it, but it has been meeting, and we will be issuing
16 an RFP for audit services in the coming weeks.

17 Also, as an update to conversation from the
18 last board meeting, we are actively working on
19 The Center's operational plan, working with the
20 Contracts Oversight Committee on the logistical plan
21 for that, as well as the budget, working off of the
22 proforma statements that were previously developed
23 for that project pre-COVID-19 and the pandemic. So
24 we'll have more information to present at next
25 month's meeting on that.

1 Additionally, just last Thursday the
2 shuttered-venue operators grant through the SBA
3 opened. The first two weeks are for venues who lost
4 over 90 percent of their earned revenues. So it
5 looks like we're in that window. But first we will
6 be submitting our application to CDFA for the
7 targeted support funding. Information is included in
8 your packet, and we'll talk about that a bit more
9 with -- under the Finance Committee report. That
10 application is due this coming Friday, so that's a
11 top priority and then followed by the shuttered-venue
12 operators' grants.

13 With that, just as a reminder to board
14 members, that if you haven't completed your required
15 CDFA trainings -- this is primarily the SANS
16 training, which is the security awareness, and also
17 the EEO training -- please do so, as they stated in
18 previous communications earlier this year funding
19 approvals and the actual release of funds will be
20 tied to board members and staff's full compliance
21 with -- with those training requirements.

22 And then kind of lastly on my list is that
23 we have open recruitments going on right now for a
24 new director of finance and also a payroll
25 administrator, as well as a plumber. So, please,

1 everybody help spread the word. You can visit our
2 website at DelMarFairgrounds.com on the "About Us"
3 tab, and then there's a section about jobs. It has
4 direct links to the processes through the Cal H.R.
5 portal and web site, but you can access that through
6 our website. So please help us share the word. And
7 then soon we'll be adding to that with our temporary
8 job postings for the upcoming Home Grown Fun, which
9 we'll have more information on that in just a moment.

10 And that concludes my CEO's report.

11 PRESIDENT VALDEZ: Okay. Any questions
12 arising out of what Carlene stated before we take
13 comment -- public comment on this item?

14 Okay. Hearing and seeing none, we'll take
15 public comment. Again we're limiting it to two
16 minutes.

17 Again, Mary Johnson is not here?

18 A/V TECHNICIAN: Nope.

19 PRESIDENT VALDEZ: Okay. So we'll be going
20 to Oscar de la Torre.

21 A/V TECHNICIAN: He's not on the queue.

22 PRESIDENT VALDEZ: Okay. Maria Luisa.

23 A/V TECHNICIAN: She is not on the queue
24 either.

25 PRESIDENT VALDEZ: Okay. On to insurance

1 renewal.

2 CEO CARLENE MOORE: So there actually is no
3 information on item 4C, the insurance renewals, at
4 this time. As everyone knows, because we have to
5 post our agenda ten days ahead of time, we had hoped
6 for having that information back. Our insurance --
7 our insurance renewals expire at the end of this
8 month. They renew on May 1st. So that information
9 will be coming to us hopefully by the end of next
10 week. From -- and we solicited a couple of sources
11 for -- for the quotes on our insurance. And so -- so
12 we'll be taking a look at those, renewing the
13 insurances, and then bringing that information back
14 to this board at the May board meeting.

15 PRESIDENT VALDEZ: I think you're gonna
16 speak to Finance -- the Finance Committee about that
17 in our regular meeting as well.

18 CEO CARLENE MOORE: Yes. And so in between
19 now and the next board meeting we do have a regularly
20 scheduled Finance Committee. So we will be reviewing
21 the quotes we receive with them.

22 PRESIDENT VALDEZ: And I do think that what
23 we'll probably do, I'll probably add something on the
24 agenda so that we can start having a conversation as
25 to what, if any -- arising out of our committee

1 discussions, what, if any, of the policies of
2 insurance might we think are unnecessary or exceed
3 what we think is appropriate limits or -- or don't
4 meet them, so we as a board can have a fuller and
5 further discussion on that topic.

6 CEO CARLENE MOORE: And along those lines,
7 one major area of change is that CDFA's
8 requirement -- so it used to be that it was
9 \$20,000,000 for fairgrounds in terms of liability
10 insurance, and that has increased to \$25,000,000.
11 And so getting -- getting quotes at -- at that level
12 has been some of the change. But that's -- that's
13 not an area where we have room to negotiate in terms
14 of -- of those levels, but that may have impacts to
15 some of our other insurance policies as well.

16 PRESIDENT VALDEZ: Any questions on the
17 topic?

18 Again, Mary Johnson was signed up for the
19 insurance renewals. She is not on the queue;
20 correct?

21 A/V TECHNICIAN: Exactly.

22 PRESIDENT VALDEZ: Okay. Then I guess on
23 to your events report.

24 CEO CARLENE MOORE: With that I am going to
25 introduce our business development officer, Melinda,

1 to take us through the events.

2 One thing that changed is our -- the actual
3 events report as it's contained in your packet. As
4 you'll see, you now are receiving a list of all of
5 the contracts that have been written and executed
6 throughout -- for -- through the year. And as -- and
7 what you'll see now going forward with each month is
8 additional contracts that are written.

9 MELINDA CARMICHAEL: Thank you, Carlene.
10 Good afternoon.

11 So, yes, we have changed the format, and
12 hopefully you enjoy seeing all the contracted events
13 for 2021, not just the current and next month's
14 events.

15 And now I'd like to give you a quick update
16 on our vaccination supercenter, and we have a brief
17 slide show to show you.

18 All right. So since we opened on
19 February 12th we've vaccinated 68,332 people and we
20 had a record high in a single day of 3,387 on
21 April 6th. So we've been very busy. And with that
22 we've had -- we have had some dark days along with
23 this, and that's because of the supply demand. And
24 so although we have a few dark days, we still
25 continue to open and have a great experience. We've

1 had a lot of positive comments on our vaccination
2 supercenter, primarily the traffic control, along
3 with the service that's administered by both the
4 speediness of the process from Scripps, the County,
5 and all our many volunteers that have aided in
6 this -- in this effort. So it's going very smoothly.
7 And so that is our supercenter.

8 And I want to then move over to -- if I can
9 forward this slide -- to off-track betting and give
10 you an update on what we call "OTB." As mentioned in
11 last month's board meeting, we were required to open
12 our brick-and-mortar location by April 1st in order
13 to continue receiving our advanced deposit wagering
14 funds, also known as "ADW." And so as a quick
15 update: Since we've opened, which has really been
16 eight days of business, our handle has been -- and
17 "handle" meaning the monies that were spent by our
18 patrons -- have spent over \$416,000 through
19 April 11th, and our share is roughly about 2 percent
20 of that at about a little over \$8,000.

21 So what you see on the next -- on the
22 bottom half of this slide is the advanced deposit
23 wagering. Now this we were receiving on a regular
24 month-to-month basis, and you can see for the first
25 quarter of the year we received over \$156,000 in

1 funding from that. And so the requirement was that
2 we open our brick-and-mortar, as previously
3 mentioned, and we did. And so while we'll continue
4 to gain the earnings of our share of the 2 percent,
5 we will also continue receiving our ADW funding.

6 And so I also want to share a few quick
7 pictures. We had opened the outdoor venue, and this
8 is what it looks like empty, but in -- right next to
9 our Hacienda Room. So this is the patio of that.
10 And now that we're in the orange tier, we can open up
11 the inside up to 25 percent capacity. And so here is
12 the inside of our Hacienda Room and our OTB facility.

13 What questions can I answer for you?

14 PRESIDENT VALDEZ: I can't see your screen.
15 So if you can just chime on in. Any questions on the
16 events, the superstation, or OTB?

17 MELINDA CARMICHAEL: All right. Well,
18 thank you very much.

19 PRESIDENT VALDEZ: Thank you, Melinda.

20 MELINDA CARMICHAEL: Thank you.

21 PRESIDENT VALDEZ: So the events report,
22 Mary Johnson had signed up for that. And Mary
23 Johnson is --

24 A/V TECHNICIAN: She just signed in. So
25 let me track her -- let me get her.

1 Mary, you're -- you're in the -- in the
2 meeting. Star -- there you go.

3 MARY JOHNSON: Yes.

4 PRESIDENT VALDEZ: Thank you. Thank you.
5 Hold on a bit, Ms. Johnson.

6 MARY JOHNSON: Oh, sure.

7 PRESIDENT VALDEZ: Can you hold on for just
8 one second. Since you weren't here at the beginning
9 of the meeting, I wanted to make sure that you
10 understood, based upon what I had said before, it
11 looks as though you have signed up for most all of
12 the items on the agenda. As our deputy attorney
13 general had explained, you're entitled to do so. We
14 want to just make sure that you understand that --
15 that your comments are confined to that particular
16 agenda item and we are limiting public comment to two
17 minutes today. So we are on the events report as the
18 agenda item, and your comments should be directed to
19 that particular topic. So now you have your two
20 minutes.

21 MARY JOHNSON: Okay. Well, I'm gonna skip
22 this one. I think I mistakenly signed up for
23 everything, and I just wanted to speak on 5(B). So
24 you can cross me out on that, if you would be so
25 kind.

1 PRESIDENT VALDEZ: Okay. Thank you for the
2 clarification. We will make sure that your name
3 remains under 5(B). Thank you.

4 All right. That was the only person signed
5 up for the events report. So on to Homegrown Fun
6 update.

7 CEO CARLENE MOORE: All right. And so let
8 me introduce Katie Mueller, our business services
9 officer, and to take us through the excitement and
10 fun of this year's event, Homegrown Fun.

11 KATIE MUELLER: Good afternoon, everyone.
12 We are really excited about Homegrown Fun, and we are
13 in the midst of planning.

14 Although we can all celebrate the
15 governor's announcement that the economy in
16 California will re-open on June 15th if certain
17 criteria are met, we are moving ahead with planning
18 Homegrown Fun in lieu of the traditional San Diego
19 County Fair. First of all, because we're committed
20 to serving the community as a vaccination
21 superstation, as you heard before, that takes up a
22 fairly large footprint of the fairgrounds. And also
23 the San Diego County Fair, if you all recall, it
24 requires many, many months of planning to put on all
25 of the different aspects of that program. So we

1 usually start with a budget in August and September
2 and then we hit the ground running on planning for
3 the following year's fair.

4 So what we are excited about, though, is to
5 talk to you about this scaled-down event, Homegrown
6 Fun, that we're gonna be producing June 11th through
7 July 4th; so during the traditional dates of the
8 fair. If you visit our website, sdfair.com, there
9 isn't a ton of updates right now, but we will have
10 full updates, and we'll be going on sale with tickets
11 on May 1st as planned.

12 So this is our official logo for Homegrown
13 Fun. (Indicating.) I think it's a lot of fun, and
14 it really captures the whimsy and the focus of the
15 event which is going to be on agriculture.

16 So this is the footprint that we are
17 working off of for the event. (Indicating.) There
18 will likely be some minor tweaks. And of course we
19 are being very flexible with what we are allowed to
20 do, given state and county public health guidelines.
21 So as those things change, we will change with them
22 as much as possible.

23 As you can see, the green squares will
24 represent the food stands. Normally during a given
25 fair we will have anywhere close to a hundred

1 different food stands throughout the fairgrounds.
2 This reduced footprint, as you can see, is very much
3 restricted to kind of the west side of the
4 fairgrounds, and we'll be utilizing the paddock, the
5 plaza, and then also the west lot. We will -- we
6 will have about 25 to 30 food stands at the most.

7 We also will have some outdoor vendor
8 spaces, but we'll also have retail shopping. Because
9 we're in the orange tier right now, there is no
10 restriction on the capacity that we're allowed to
11 have inside the buildings. So Bing Crosby, Seaside
12 Pavilion, and Exhibit Hall will all be retail
13 locations featuring some of your favorite retail
14 items such as the salsa maker, and the Vitamix, and
15 Cutco, and just to name a few. We'll also have -- be
16 having some of the spas, outdoor barbecues, and
17 outdoor living spaces that everyone has -- has
18 enjoyed at fairs of the past.

19 The yellow squares are attractions. So we
20 will be doing a number of presentations. You can see
21 up on the left the Extreme Dog Show. We haven't had
22 that show at the fair. It was slated to come in
23 2020. We're super pleased to be bringing that back.
24 I'll show you a couple pictures here in a minute, but
25 that will feature dogs -- dock dogs and other dogs

1 that do amazing things; dog athletes, basically.

2 We'll also be bringing back a favorite of
3 the fair, which is Swifty Swine Pig Races. So really
4 excited to be able to host those again.

5 Also, up in the right-hand corner, it's not
6 in yellow but it's -- it's orange, designated as an
7 exhibit, will be Agri-land, which will be a great
8 place for kids to come and learn about farming.
9 There will be a pedal tractor activity. There will
10 be a Hollandia Dairy that will be presenting
11 cow-milking demonstrations.

12 And then over to the left, on the left side
13 of the screen, the far west side, we're hoping to
14 possibly have a Ferris wheel and maybe a carousel.
15 Still working on getting County approval and
16 guidelines for those events to happen.

17 So we've just got a number of activities
18 happening throughout. Additionally we'll have a
19 stage that will be hosting a number of
20 demonstrations, contests that are for socially
21 distanced, make-and-take activities. So you can come
22 to the -- come to the event and make a craft to be
23 able to take home. We'll be hosting a Plant, Grow,
24 Eat activity where -- it's kind of a reverse Plant,
25 Grow, Eat, where kids will come to this event and be

1 able to plant a radish to bring to their house
2 instead of in reverse, the other way around.

3 We will have some common eating areas. So
4 we'll be able to provide just kind of a taste of what
5 everyone has enjoyed at fairs of past in a very small
6 kind of scaled-down way.

7 So we will have a capacity on this event
8 both in terms of the number of people but also in
9 parking because we do not have access to the main
10 parking lot. All of the parking will be on the
11 racetrack, the training track, and in -- some in the
12 west lot.

13 As you can see, the main entrance of this
14 event is not gonna be in the traditional location.
15 It won't be through O'Brien Gate, but it will be
16 through the horsewalk. So you will come into the
17 paddock. That will be your first kind of impression
18 to -- to greet you is our beautiful paddock space.
19 So we're excited about that. We'll also have a
20 secondary entrance where about 50 percent of guests
21 will come through the west entrance.

22 And then the exit is actually going to be
23 what's being circled right now. Thank you for your
24 help with that. The main exit right there, back out
25 onto the racetrack, will be in that location.

1 So we -- we are really excited about
2 presenting this new event and look forward to -- to
3 seeing everyone there.

4 Here's some pictures of some of the
5 entertainment that we have booked. So Swifty Swine,
6 the Extreme Dog Show, another picture from the
7 Extreme Dog Show, and then of course milking our
8 fiberglass cow Betsy.

9 We will have contests throughout the event.
10 (Indicating.) This is a plein air painting contest
11 which we intend to have back. And then of course fun
12 on-the-spot contests like this bubble gum blowing
13 contest for kids at a socially distanced, safe
14 environment.

15 So, again, we will -- we will be following
16 all county and state public health guidelines. We
17 are in the process right now of finalizing our
18 COVID-19 health plan and submitting that to the
19 County. They've been great. They are just super
20 responsive and super supportive and very helpful in
21 sharing other plans with us that we've been able to
22 model ours off of.

23 So, again, we're just really excited about
24 this event. It is limited capacity; so all admission
25 tickets and parking passes are going to be sold

1 online only, not on site. So I encourage everybody
2 to do that well in advance.

3 We're also -- I'm really pleased to
4 announce -- going to be offering a partnership again
5 with NCTD. So we will have the Homegrown Fun
6 Tripper, which is similar to what the Fair Tripper
7 has been in the past. So NCTD will be running a
8 regular 408 bus from Escondido to the fairgrounds
9 every day. In addition to that, they -- we are gonna
10 be selling a ticket for \$12. This is a great deal.
11 You don't have to worry about parking. For \$12 you
12 can ride any form of public transportation that NCTD
13 offers to the fair -- so the Coaster, Sprinter,
14 Breeze -- and you can also get admission to the fair
15 just for the low, low price of \$12. So really
16 excited about that. And we think that public
17 transportation and rideshare are gonna be wonderful
18 opportunities. They are for the fair every year, but
19 especially for this year given limited parking
20 capacity.

21 Any questions?

22 DIRECTOR SCHENK: Well, Katie, I want to --
23 I'll start with a comment, as opposed to questions,
24 and pick up from where you started, actually, which
25 was that you pointed out typically the -- the fair

1 planning, the budgeting, begins in around August and
2 September of the year -- of the calendar year. And
3 what that means basically is staff is given part of
4 the month of July off after having worked seven days
5 a week for the month of June, and then we pick up in
6 August in planning.

7 This year we are only about eight or nine
8 months delayed in that process, and so I want to
9 acknowledge the tremendous effort that this team has
10 undertaken to provide Homegrown Fun, which will be
11 sort of getting back to our roots, if you will, in --
12 in what a county fair might have been some -- some
13 decades ago. But what a tremendous undertaking and
14 in such a short window and with a moving target which
15 it has been constantly. I know all of the wonder and
16 uncertainty that has been a part of this process to
17 finally be able to present to -- to the public
18 something that really will be unique and special and
19 sort of a means for getting us to the next place in
20 2022. But congratulations to all of you, because I
21 know, as the chair of Fair Ops, how challenging it
22 has been. Congratulations.

23 I'll let others ask questions.

24 KATIE MUELLER: Thank you, Fred. Thank
25 you.

1 PRESIDENT VALDEZ: Any other questions or
2 comments?

3 Well, I do want to echo Director Schenk's
4 comments to the entire staff and executive team,
5 especially in your ability to pivot and to be
6 responsive in a really meaningful way.

7 We had hoped we were gonna be able to do
8 something. I think it was about a few weeks ago that
9 we thought there was likely hardly anything that we
10 could do, and now things have really blossomed. So I
11 think that as things continue to change we will
12 change with it, to the extent we can, and maximize on
13 the event. And thank you, staff, for doing all of
14 that.

15 Any other questions or comments before we
16 move off of this agenda item?

17 Is that all, Katie? Does that cover
18 everything, Katie?

19 KATIE MUELLER: That covers it all. Thank
20 you.

21 PRESIDENT VALDEZ: Thank you.

22 So we don't have anybody on public comment
23 for the rest of your management report, Ms. Moore.
24 So go ahead.

25 CEO CARLENE MOORE: And just -- and so next

1 up I'd like to introduce Chana Mannen, Executive
2 Director of Don Diego Scholarship Foundation, to give
3 her update.

4 CHANA MANNEN: First I'd like to take a
5 minute and introduce you to Anthony Tanbakuchi. His
6 resume is in your board packet. And when you look at
7 the picture, you might think you're looking at a
8 cowboy in the southwest, but you're really looking at
9 a principal research and design optical scientist of
10 the Sandia National Labs.

11 Anthony got his start at the San Diego
12 County Fair showing photography in Student Showcase,
13 which made him eligible for a \$5,000 scholarship from
14 us; sent him off to Rochester. And if you read his
15 resume, his path wasn't always straight, but pretty
16 interesting. But the very last line says, "I'm
17 thankful to Don Diego and the San Diego County Fair
18 for helping me take the first important step."

19 So it's always nice to have a feelgood
20 moment, and Anthony is another one of our success
21 stories. And by "our," I mean the fair, all the
22 people in association with the fair, and this
23 Don Diego Scholarship Foundation.

24 I'd also like to take a minute and thank
25 all of you -- board, staff, friends -- for getting

1 the word out that our scholarship application process
2 was open. It closed on March 29th, and we ended up
3 with only two fewer applications than we had last
4 year, and we have many more applications than we have
5 money to give even though we have \$75,000 to award in
6 scholarships this year. So now we're in the process
7 of reading applications and vetting them. We'll be
8 interviewing the finalists in May, and we look
9 forward to introducing you to another crop of
10 outstanding participants at events in the -- in the
11 San Diego County Fair and the Del Mar Fairgrounds in
12 June and July.

13 Does anybody have any questions?

14 Thank you.

15 CEO CARLENE MOORE: Thank you, Chana.

16 Thank you, Katie and Melinda, as well.

17 And that concludes my report.

18 PRESIDENT VALDEZ: All right. And thank
19 you.

20 On to item 5, Committee Reports, and on to
21 (A), Horsepark ad hoc Committee. Director Gelfand.

22 Or are you taking that up, Carlene?

23 DIRECTOR GELFAND: I think the written
24 report somewhere is what I would be saying, and just
25 turn it over to Carlene.

1 PRESIDENT VALDEZ: Okay.

2 CEO CARLENE MOORE: All right. Thank you.

3 I do have a little bit of a presentation
4 here to provide. So as soon as we get that up -- go
5 ahead and go to the next slide, please. Thank you.
6 Oh, no. Wrong one. The budget. We need the
7 Horse- -- Horsepark. That one. Thank you.

8 So just to recap, just a little bit of --
9 you know, just as a reminder of where we're at and
10 how we got here. And that is that in December is
11 when this board -- we took action to pause the
12 equestrian uses at Horsepark. And in January of 2021
13 this committee, the Horsepark ad hoc Committee, was
14 created and then at the end of the month held a
15 public workshop where we received input, you know,
16 comments and ideas, things like that. That
17 information was then brought back to this board in
18 February where additional direction was received, and
19 part of that was that we continue to provide regular
20 updates to the board.

21 One thing throughout this process was
22 really getting clarification on what the requirements
23 really would be for Horsepark in terms of the
24 regional water quality control board and just
25 environmental concerns with regards to stormwater

1 runoff. So in March we sent a letter to the regional
2 water quality control board seeking clarification on
3 those requirements and received a response which is
4 included in the written report in the packet. So
5 everybody has access to that.

6 You can go ahead and go to the next slide.

7 And we received that response on
8 March 25th. That response confirms that -- all of
9 the improvements in the waiver. And if everybody
10 recalls, the waiver was the initial permit under
11 which we thought we would be operating Horsepark,
12 that we applied for in September of 2019, and with
13 that outlined the improvements that would be made,
14 the schedule of those improvements, and so on.

15 Obviously in 2020, as everyone knows and
16 has experienced, was quite the disruption to us, our
17 operations, and our financial position. And so as a
18 result of that, those improvements were not -- were
19 not implemented. So what we sought in our letter to
20 the -- the regional board was whether or not we had
21 to be in compliance with that. And -- and we do.
22 Those improvements would need to be implemented as
23 well as we would have -- we would have to enroll in
24 the industrial general permit, otherwise known as the
25 IGP. And if you recall, as well, this was kind of

1 the new -- the new piece of the puzzle that came into
2 play in 2020.

3 So previously when we had applied for the
4 waiver, that -- the IGP was not a component of that.
5 And then as we learned later in 2020 and throughout
6 this first part of 2021, that change at -- at the
7 regional board is, in fact, a part of the waiver
8 process. So the waiver is one step. The IGP would
9 be the final step. The IGP requires both monthly as
10 well as annual reporting requirements. So that's
11 another -- that's just a consideration we need to be
12 mindful of.

13 The response also confirmed that we cannot
14 return to equestrian uses without implementing the
15 improvements that were identified in the waiver. So
16 we would need the funding for that, the design work,
17 and to be implementing those in order to operate
18 under the waiver.

19 We have -- and so the board is aware -- we
20 do have Laurie Walsh of the regional water quality
21 control board on the line with us during this meeting
22 as well. So if there are any questions with regard
23 to that, we'll take those at the end. And she's
24 available for that, as well as our counsel Wayne
25 Rosenbaum and our consulting engineer Ian Adam.

1 So the impacts of that, of the response,
2 and as -- as outlined here, are again the waiver,
3 which no longer applies to us as just the waiver.
4 It's now -- so then it brings into play the waiver
5 plus IGP. And there are different levels of
6 stormwater retention: an 85th percent, a little over
7 a half an inch, two and a half inches, or just over
8 three inches. And again this is depending on size of
9 operation, configuration, and so on.

10 These estimates are just for the capital
11 improvements and don't include the ongoing monthly or
12 annual monitoring -- monitoring and reporting costs.
13 So these are -- were our estimations based on the
14 different levels of the permit coverage and the
15 design standards. The range of costs are assuming
16 the permit covering -- coverage applying to both the
17 boarder area, otherwise known as permanent stabling,
18 and the event area known as temporary stables, and
19 based off of how Horsepark is currently configured.
20 So these were, again, our previous cost estimations.

21 Next slide.

22 So with that, what we learned through this
23 response is that what would apply to us is the waiver
24 plus IGP, a little over, again, half-an-inch
25 stormwater retention. So this is good news to know

1 where that falls into line and that not the
2 two-and-a-half inch as a medium CAFO. And, again,
3 that's an animal feeding operation.

4 So this really reduces our original costs,
5 from that 6-to-7-million-dollar range, to estimated
6 about 3-to-4 million dollars, knowing that we're in
7 the -- like I said, just over a half-an-inch
8 retention versus the two-and-a-half-inch retention.
9 So we had estimated -- erred on the side of caution
10 in estimating the maximum that could have been
11 applied to Horsepark.

12 There are potential of other permit
13 coverage and cost reductions if stabling were to be
14 consolidated into one area. So, again, this is
15 estimations based on the current configuration of
16 Horsepark and a continued -- continuing an operation
17 similar to what is currently there.

18 I'm gonna go on with just a little bit of
19 some historical background and things like that.
20 But, again, we do have Laurie Walsh as well as Wayne
21 Rosenbaum and Ian Adam on the line, and so we'll take
22 those questions at the end of the presentation.

23 So with that next slide.

24 So a little bit of the historical
25 background of Horsepark. So we acquired Horsepark

1 actually in 1993.

2 So in 1985 the fairgrounds' master plan
3 identified, you know, the parking impact that we had.
4 And one of the mitigations that was identified in
5 that process was to look to purchase additional land
6 for fairtime parking. In 1991, Show Park, as it was
7 called at the time, became available for purchase.
8 Through the process of negotiation, in '93 it was
9 purchased for \$4.2 million, with the intention of the
10 equestrian uses continuing there as well as the use
11 of it for fairtime parking.

12 In 1993 the lawsuit was brought against us
13 for the personal property and ongoing business that
14 had apparently not been a part of the negotiation of
15 the purchase, and so that lawsuit was then settled in
16 '96, bringing the total of the purchase of Horsepark
17 to about \$4.9 million, approximately \$5 million. The
18 purchase of Horsepark was funded through RTA funds.

19 In 2005, so fast-forward a few years later,
20 and what was realized following the purchase of
21 Horsepark was that it had not been properly permitted
22 through the Coastal Commission process. So in 2005
23 the DAA applied for after-the-fact coastal
24 development permits, and those were sought. And what
25 that would do would be to permit the existing

1 development of buildings or -- and improvements that
2 had been done.

3 In addition to that, that process also
4 allowed for plumbing of the wash racks to sewer, the
5 plumbing of existing restroom to sewer, the
6 relocation of the water tower, and a provision for a
7 wetland buffer.

8 There may be some misunderstanding. So
9 while there -- in 2005 there were improvements that
10 were made related to runoff and controlling that
11 and -- and, again, plumbing things like wash racks
12 and restrooms to sewer, the -- there might be some
13 misunderstanding that that will also help to reduce
14 our costs as we've estimated them for implementing
15 the waiver plus IGP, but in fact it doesn't because
16 it's already been taken into consideration in terms
17 of our design plans and with, again, the current
18 configuration.

19 So some of the ongoing research that we're
20 continuing to do and, again, the primary focus of
21 this, having to then -- getting clarification to
22 really help, for this board, provide the answer of
23 what do we have to comply with, what are the
24 requirements going to be, and, you know, where do we
25 have to be at in order to resume equestrian activity

1 at Horsepark. That has been our focus. We have that
2 information now.

3 And so going forward we're still continuing
4 to research grant funding opportunities. We're also
5 continuing to collect historic investment information
6 as well as indirect expenses that are related to
7 Horsepark so that we can bring back a comprehensive
8 P&L understanding of Horsepark operations if we're
9 looking at about a ten-year window and being able to
10 present that information to this board next month.

11 I also want to make mention that included
12 in your packet is a communication that was received
13 by the board, and it's the results of a
14 self-initiated survey of members of the equestrian
15 community. There are about 381 respondents. So now
16 with that, that will be part of what the committee
17 will review and take a look at, along with staff, and
18 may consider those results. Or potentially there
19 could be another survey forthcoming. I'm not sure,
20 but thank you for that information that was provided.
21 And, again, it's included in -- in the board packet
22 on pages -- I think it's 60 -- sorry; I had it
23 here -- beginning on page 61 of the board packet.

24 Next slide.

25 So in terms of -- of next steps, again,

1 gathering that information that -- that I just spoke
2 to you; the consideration of the survey that has
3 already been done; bringing that information back.
4 And staff will be meeting with the ad hoc committee
5 between now and the next board meeting, the goal
6 being to bring back a comprehensive package for this
7 board's consideration of the next steps, also taking
8 into -- keeping in mind that -- which is also
9 included in the packet -- the adjustment to our board
10 schedule of not having a meeting in June, obviously
11 an ideal situation would be that we have the
12 comprehensive package ready and prepared to present
13 at the May board meeting.

14 Next slide.

15 And so now I will open it up to questions.
16 And, again, if the board has any questions of the
17 regional water quality control board, we do have
18 Laurie joining us as well.

19 And thank you, Laurie, for being here.

20 PRESIDENT VALDEZ: Any questions from the
21 board?

22 DIRECTOR MEAD: This is Kathlyn.

23 PRESIDENT VALDEZ: Yes, Kathlyn.

24 DIRECTOR MEAD: Thank you.

25 Carlene, your last slide, on "next steps,"

1 you indicate there are three potential options:
2 operating the Horsepark on our own; a public-private
3 partnership; and a third-party operator. Third-party
4 operator indicates that that would be through an RFP
5 process. Would not option no. 2, if there were -- we
6 were to enter into a public-private partnership,
7 require a potential RFP as well?

8 CEO CARLENE MOORE: Yes. I -- we have more
9 research to do on what a public-private partnership
10 would look like and what that structure would be.

11 DIRECTOR MEAD: Okay. Then I expect you'll
12 get back to us on that in the future.

13 CEO CARLENE MOORE: Yes.

14 DIRECTOR MEAD: Thank you.

15 PRESIDENT VALDEZ: I want to state -- I
16 want to thank our counsel Wayne Rosenbaum for his
17 terrific assistance with respect to the initial
18 letter that went to the regional board, and I want to
19 thank Ms. Walsh and her team for providing us with
20 the clarity that you were able to provide us in your
21 March 25th, 2021, letter.

22 There was some uncertainty in that regard.
23 It was in our way as to how to proceed without fully
24 knowing whether we would have to abide by the
25 industrial IGP. And so I want to thank the regional

1 water quality control board for providing us with
2 that clarification and for Mr. Rosenbaum and
3 Mr. Adam's assistance in that regard.

4 Any questions at all about any of this
5 before we move on?

6 Director Rowland.

7 VICE PRESIDENT ROWLAND: So I had a -- in
8 terms of getting back on track, it's my
9 understanding, with the waiver, that we had to have a
10 plan and we had to be making progress against that,
11 against that plan. Now I assume that that's also the
12 case with the additional requirements that we have,
13 but they -- but they don't have to have been
14 completed; we have to be substantially in progress.

15 Is that -- could you just clarify what
16 footing we need to be on to be able to operate?

17 CEO CARLENE MOORE: That is -- that's my
18 understanding, but I'm actually gonna defer to Wayne
19 on this one for greater clarification.

20 VICE PRESIDENT ROWLAND: Thank you.

21 WAYNE ROSENBAUM: Okay. As I understand
22 the waiver and the industrial general permit, for us
23 to restart operations without some sort of additional
24 approval, I'll call it, from the regional board,
25 those improvements have to be in place. We have to

1 be able to say, "Yes, we can capture and retain 85th
2 percentile storm; we have all of the infrastructure
3 necessary" prior to.

4 Now that -- and I'll leave open to Laurie
5 what kind of flexibility the regional board might be
6 able to grant us either through a time-scheduled
7 order or some other methodologies, but I think what
8 the permits say on their face is -- and the -- the --
9 and the management plan say on their face is you've
10 got to be able to demonstrate that you are fully
11 compliant in order to avoid enforcement either by
12 citizen suit or by the agency, the regional board.

13 VICE PRESIDENT ROWLAND: That seems --
14 since that's significantly different than operating
15 just under the waiver, that -- that's, you know, a
16 pretty significant piece of information in terms of
17 timing, et cetera, for being able to operate, if that
18 is in fact the only course. So it would be, I think,
19 of interest to get some clarification on that. And
20 if that is in fact the case, then what's the time --
21 you know, what is the time requirement to -- to do
22 the -- the now-understood level of compliance work?

23 WAYNE ROSENBAUM: I would leave to Ian Adam
24 the time schedule for engineering and implementation.
25 I stay out of engineering as much as I can. But I

1 would also, you know, go back and say to you, look,
2 that's what I think the permits say. That doesn't
3 mean necessarily that we couldn't work with the
4 regional board. They might be able to find a way.
5 They might be willing to consider some sort of time
6 schedule compliance, but we certainly have to have
7 that in place before -- we'd certainly have to have
8 that agreement in place, I think, before we could
9 proceed without all of the infrastructure
10 operational-wise.

11 VICE PRESIDENT ROWLAND: Right, because
12 that -- that would be important under any of the
13 options to proceed, whether it's the Horsepark
14 operating, public-private partnership, or some other
15 form of third-party operator.

16 WAYNE ROSENBAUM: Agreed.

17 PRESIDENT VALDEZ: I agree. I agree with
18 that.

19 And I was going to suggest, is there a way
20 that we could have that information with the packet
21 of information that you envision providing us at the
22 May meeting? Is that possible?

23 CEO CARLENE MOORE: Yeah, I think we can
24 pursue this line of questioning with the regional
25 board, define the clarification around, you know, is

1 it that we have to be at full compliance in order to
2 reopen or is there an opportunity -- and a
3 time-scheduled order is something that is -- it's a
4 legal and binding document. So -- so that -- that
5 may play into it in terms of our additional -- our
6 further conversations that we have with the regional
7 board.

8 VICE PRESIDENT ROWLAND: Carlene, how does
9 that work with the -- with the improvements of the
10 fairgrounds proper? Because we had quite a window of
11 time during which we had to make similar improvements
12 or the same types of improvements for the horse
13 operations, other livestock operations at the
14 fairgrounds. Were we in operation as we were
15 completing that --

16 WAYNE ROSENBAUM: In that -- well, in that
17 case, Carlene, do you want me to --

18 CEO CARLENE MOORE: Yes, please.

19 WAYNE ROSENBAUM: In that particular case,
20 Joyce, that was a consent judgment that was --

21 VICE PRESIDENT ROWLAND: Ah.

22 WAYNE ROSENBAUM: -- issued, you know,
23 ordered by the federal court. But within that
24 consent judgment there was a specific schedule that
25 we had to meet, and we've been able to, I believe.

1 And here Dustin can chime in, but I believe this week
2 we're very -- you know, we met our last milestone.
3 The system is up and operational. But, yeah, that --
4 and you can almost think of a time-scheduled order as
5 being very similar to that, where you have these
6 interim steps that you have to meet.

7 In the case of the consent judgment, we had
8 to be able to convince the plaintiffs and the Court
9 that we really were capable of doing what we said we
10 were going to do. I had -- I would expect, given my
11 experience with other time-scheduled orders, if we --
12 if the regional board were willing to do that, we
13 would have to be able to really demonstrate, hey,
14 we've got the resources. You know, it's really just
15 a matter of, you know, getting our permits and
16 getting our -- any building permits and getting our
17 shovels in the ground. It's not aspirationally,
18 "Gee, if we get the money."

19 VICE PRESIDENT ROWLAND: Understood.

20 PRESIDENT VALDEZ: Any other questions on
21 this topic or this agenda item?

22 I do want to thank the committee and staff
23 for all the information you've gathered to date and
24 the involvement with the community. I particularly
25 appreciate the history, Carlene, that you provided

1 us. I really think that is helpful to put it all in
2 context and understand the various steps. And
3 thanks, also, to our attorneys and our engineering
4 consultant who I know will be continuing to help us
5 along the way. So I would look forward to May,
6 having additional information and hopefully being
7 able to embark on some sort of -- some sort of plan.

8 Okay. Hearing no other questions or
9 comments, I'm gonna have -- open it up to public
10 comment, and first up is Martha Sullivan.

11 MARTHA SULLIVAN: Good afternoon. This is
12 Martha Sullivan, resident of San Diego County.

13 I -- I appreciate this report. It's --
14 it's been very helpful to get these detailed updates.
15 I do want to point out that it's very distressing
16 that the locals' use of the fairgrounds in terms of
17 the local equestrian uses has been displaced. I know
18 it's distressing, you know, to the people that have
19 been displaced. It's distressing to the community.
20 And I -- it's been displaced in favor of an industry,
21 horse racing, which the Jockey Club has reported only
22 1 percent of U.S. adults bet on or attend a race at
23 least once a month. So this is a very, very small,
24 you know, group that's benefited by horse racing.
25 And who's really benefited by horse racing are the

1 gambling platforms that are operated by large
2 corporations, you know, who profit off of it. So
3 this is a public asset that is profiting private
4 corporations and is displacing San Diegans from
5 making recreational use of this public asset. It's a
6 real, real scandal as far as I'm concerned.

7 DONNA O'LEARY: Ms. Sullivan, your time is
8 up.

9 PRESIDENT VALDEZ: Thank you.

10 On to Liz Jacobelly.

11 A/V TECHNICIAN: Star six, Liz.

12 LIZ JACOBELLY: Hi. Is this agenda 5(A)?

13 PRESIDENT VALDEZ: It is.

14 LIZ JACOBELLY: Okay. Thank you.

15 The Del Mar Fairgrounds, state owned and
16 operated for the benefit of San Diego County
17 residents, could be the Balboa Park of North
18 San Diego County with arts, culture, nature, science,
19 and recreation. Instead, it's been driven to the
20 brink of bankruptcy by gambling on live horse races
21 benefiting large corporations which operate the
22 gambling platforms.

23 Because this gambling has declined
24 50 percent since 2003 and only 1 percent of U.S.
25 adults average age 63 gamble on or attend live horse

1 racing at least once per month, the Jockey Club
2 revenues from horse racing to the Del Mar Fairgrounds
3 have declined steadily since at least 2015 as reports
4 by KPBS. 2020 horse racing revenues all went toward
5 paying the \$3.2 million annual bond debt service
6 mostly for renovations to the racetrack grandstand in
7 the '90s to build a failed satellite wagering parlor
8 soon after.

9 The Orange County Fairgrounds, which
10 doesn't host live horse racing, had \$50-plus million
11 in reserves last year to weather the COVID shutdown.
12 Del Mar didn't because it's cash had to cover the
13 shortfalls in revenues from horse racing since at
14 least 2015. So 60 percent of the Del Mar Fairgrounds
15 staff were laid off last fall and local equestrian
16 uses have been canceled at fairgrounds for 1 percent
17 of U.S. adults who bet on live horse racing, average
18 63. Is San Diego County okay with this?

19 Thank you.

20 PRESIDENT VALDEZ: Thank you.

21 On to Carla Hayes.

22 CARLA HAYES: Hi. Can you hear me?

23 PRESIDENT VALDEZ: Yes.

24 CARLA HAYES: Hi.

25 First of all, I'd like to thank you,

1 Carlene, for including the survey results from the
2 horse community regarding Horsepark because I thought
3 it was important to know from a lot of people, and it
4 was completely anonymous. I posted it mostly on
5 social media to different horse enthusiast
6 associations, and it took off from there. So I urge
7 all of you to read some of the comments. They're all
8 really pretty darn nice, every one, and you see that
9 there's a lot of enthusiasm for it.

10 The questions that I have, though, really
11 have already been raised by Director Rowland and
12 Director Mead, because I was wondering what your
13 vision really was for a public-private partnership,
14 since that's something that we're interested in.

15 I was also very interested in the TSO,
16 Wayne, because we know that horse racing didn't get
17 shut down for three years while the remediation was
18 happening for water at the fairgrounds. So we're
19 kind of wondering -- we're hoping, actually, that
20 that path forward could be investigated thoroughly,
21 and we are very hopeful for that type of thing.

22 That being said, thank you very much for an
23 excellent report. We are really encouraged by the
24 water report, and we really think that working
25 together we can get Horsepark reopened sooner rather

1 than later. Thank you.

2 PRESIDENT VALDEZ: Thank you.

3 On to Mark Connolly.

4 A/V TECHNICIAN: Mark is not on the queue.

5 PRESIDENT VALDEZ: Michael Augins.

6 MICHAEL AUGINS: Hi. I was actually
7 wanting to speak on the contracting issue, and not
8 this issue.

9 PRESIDENT VALDEZ: All right. Are you
10 talking about the Contracts Oversight Committee, item
11 5(D)?

12 MICHAEL AUGINS: Yes, please.

13 PRESIDENT VALDEZ: There really isn't any
14 report on that, Mr. Augins. So I'm happy to call you
15 on that. Though, I wanted to make sure you
16 understand that there's nothing that we're reporting
17 on that item this month.

18 MICHAEL AUGINS: That will be fine. I'll
19 make my comments on that agenda item.

20 PRESIDENT VALDEZ: We'll call you on 5(D).

21 MICHAEL AUGINS: Thank you.

22 PRESIDENT VALDEZ: Next is Ali Nilforushan.

23 ALI NILFORUSHAN: Hi, everybody. Can you
24 guys hear me?

25 PRESIDENT VALDEZ: Yes.

1 ALI NILFORUSHN: Yes. Hi.

2 I wanted to start off by saying thank you
3 to your whole group. You guys have definitely put a
4 lot of thought into this; it's very clear to us as
5 the horse community. We really appreciate that.
6 That's wonderful.

7 Second of all, once again, I'm available to
8 present what I would see for the Horsepark. And
9 whether it's me or Dale or somebody, I think there's
10 plenty of people outside that can -- could come in
11 and operate that and make it a success while allowing
12 the fair to have their parking.

13 And lastly, for me it's very frustrating
14 that these people that keep calling in and attacking
15 the horse business, the racing business. Like,
16 please, just leave us alone. Find -- find something
17 else to -- to come and yell at these people about.
18 Our industry is -- we take beautiful care of our
19 animals. And, to me -- I wasn't even going to bring
20 this up, but I am so sick and tired of hearing it.
21 This is a horse community. We take beautiful care of
22 our horses, and I hope these people that keep calling
23 in with this nonsense stop it.

24 Thank you, guys.

25 PRESIDENT VALDEZ: Thank you.

1 On to Shannon Mendez.

2 A/V TECHNICIAN: Star six, Shannon.

3 SHANNON MENDEZ: Hello. Hello. This is
4 Shannon Mendez. I really appreciate the chance to
5 get back on the phone with all of you.

6 A few questions I had. I know that you're
7 not able to really answer them, but I had seen
8 surveyors on site at Horsepark, just driving by as a
9 neighbor. So I'm wondering if that is kind of
10 following -- following the guideline for figuring out
11 the remediation protocol, but just thought I'd ask as
12 a nosey neighbor.

13 And then also, I hope that there is a way
14 to be really clear and transparent when the RFP does
15 come about. I want to make sure that, you know,
16 everybody is well aware of how to submit an RFP, when
17 the due dates are, et cetera, just to make sure that,
18 you know, everybody has a chance to submit as -- as
19 they'd like to.

20 Also, we're so happy to hear Carla's
21 information. I participated in that as well. But
22 just to follow up with her comments, if there are
23 phases of equestrian activity that could happen at
24 Horsepark during the remediation, I think that might
25 be a great thing to look at. I know that, obviously,

1 stabling would be an issue. But if we could do
2 one-day events, where we trailer in or something like
3 that, just to get it going in the meantime, I really
4 would love to take a look at that as well.

5 But thank you again so much for hosting
6 these calls, and I look forward to equestrian
7 activity at Horsepark really, really soon.

8 PRESIDENT VALDEZ: Thank you.

9 That is our last member of the public
10 signed up for this agenda item. If there are no
11 other questions or comments from the board --

12 VICE PRESIDENT ROWLAND: I do have one. I
13 have a question, Rich.

14 PRESIDENT VALDEZ: Director Rowland.

15 VICE PRESIDENT ROWLAND: Yes. So the
16 question about being able to trailer in for one-day
17 events, my understanding is that the restrictions we
18 have have to do with -- well, I guess there would
19 still be the similar issues with waste containment
20 even if you're trailering in. Is that accurate that
21 there still would be issues with trailering in?

22 WAYNE ROSENBAUM. Anytime if you had more
23 than 150 horses on the property, you trigger the
24 obligation. So yeah. Whether they're trailered in
25 or stabled there or whatever else, you trigger the

1 obligation at a hundred -- 149 horses to be exact.

2 VICE PRESIDENT ROWLAND: So it would have
3 to be quite a small event trailered in?

4 WAYNE ROSENBAUM: Yes. If you could stay
5 under that number, it would certainly -- we could
6 certainly look at that as an option. But, again, I'd
7 like to -- I'd like to reserve a little bit of
8 thought on that. But, yes, at first blush, maybe you
9 could.

10 VICE PRESIDENT ROWLAND: Okay. Just
11 curious. Thank you.

12 PRESIDENT VALDEZ: Any other questions?

13 Hearing and seeing none, we will end that
14 agenda item and go on to item 5(B), the DMTC liaison
15 committee report. And I'm gonna pass it on over to
16 Josh Rubinstein.

17 JOE HARPER: Now let me kick it off. This
18 is Joe.

19 And, you know, our upcoming summer meet
20 starts on July 16th. And like Katie said, we too are
21 very encouraged by -- by the governor's recent
22 announcement that capacity restrictions will cease
23 after June 15th, assuming, of course, that vaccine
24 distributions and some other things happen. We are
25 obviously very mindful of the pandemic and realize

1 that things can change. And when they come back to
2 normal, we're not sure, but we have an operating plan
3 and -- that we're working on. We kind of have the
4 plan for what right now is going on and then
5 obviously being able to adjust as the restrictions
6 become more apparent to us and what -- how far we can
7 go with that.

8 So, you know, we're really looking forward
9 to it, and the plan is gonna be coming up here
10 shortly.

11 Josh.

12 JOSH RUBINSTEIN: Yeah. The one thing I'll
13 add to that is we know you don't have a June board
14 meeting. So we will share that operating plan with
15 you at your May meeting. So we'll have to get
16 feedback from the board. But, you know, as Joe said,
17 we are working on various scenarios. We are in
18 contact with county health officials, our medical
19 advisers, and our regulator, the California Horse
20 Racing Board.

21 So we operated safely last year without
22 fans on site, and we've done it with 45,000 people
23 here. So our guess is 2021 will be somewhere in the
24 middle, and we'll be up to the task.

25 JOE HARPER: Let me give you briefly an

1 industry update. The Jockey Club's annual equine
2 injury database for 2020 was released last month.
3 Obviously we're very pleased with it. Again, in --
4 three years in a row it has Del Mar as being the
5 safest racetrack in the country, but, you know, it
6 really is more than that, because, well, we're seeing
7 these from other race -- other racetracks and racing
8 areas across the country, and this was the safest
9 year for all the tracks since -- since the study
10 began in 2009. And that's really -- you know, says a
11 lot about the industry's acceptance to a lot of the
12 plans and procedures that we put into place here at
13 Del Mar, as well, across the country.

14 With the Integrity and Safety Act getting
15 through Congress, that meant a great deal to the rest
16 of the country to bring everybody up to the gold
17 standard of California. And so when these horses
18 ship in from all over the country, we're -- we're --
19 it helps us quite a bit knowing what kind of shape
20 they're in and being able to -- to make sure that
21 they're healthy enough to race here.

22 I think that's about it I have on the
23 industry. Any questions? We'd be happy to --

24 PRESIDENT VALDEZ: Any questions?

25 I did want to commend you again. You have

1 the article in our board packet at pages 21 through
2 23. And I saw it the day that the article for Bryce
3 Miller in the U.T. was published, and I was so proud
4 to read what he had to say. I liked his ending of
5 saying that you deserve a bow, and I agree and echo
6 that for how proactive and what a standard you all
7 have set for safety. So I want to thank you on
8 behalf of our board.

9 Any other questions before I pass this on
10 to public comment?

11 Hearing and seeing none, the first person
12 on public comment for this agenda item is Martha
13 Sullivan.

14 MARTHA SULLIVAN: Hello again. This is
15 Martha Sullivan.

16 I shared it with the RTA and RTLK at their
17 meeting last month, but all you board members weren't
18 there. So I'm going to share it again, because it's
19 very important. The Jockey Club report only reports
20 racing fatalities, fatalities that happen during
21 racing or directly after racing. They don't include
22 training deaths or other deaths that the California
23 Horse Racing Board reports. Del Mar had five of
24 these last week in its 12 weeks of racing. The State
25 of California had 96. And the other tracks in the

1 state race much longer than Del Mar does. Del Mar,
2 you know, is the poster child because they race the
3 least, other than the fairs. So they've got a
4 smaller window of risk.

5 And I do commend them for working on
6 reducing the racing deaths. That -- that -- that's
7 definitely an accomplishment. But the reality is
8 that, according to the latest report by the
9 California Horse Racing Board on postmortems,
10 training deaths for the first time were the majority
11 of the deaths of racehorses. So to disregard
12 training deaths is really a con. And, of course,
13 that's what horse racing is. It's a con because it's
14 trying to get people to -- to spend their money to
15 gamble. So, you know, don't be -- don't be conned.
16 Don't buy the spins. Horses are put -- you know,
17 they -- they gamble their lives --

18 DONNA O'LEARY: Ms. Sullivan, your time is
19 up.

20 PRESIDENT VALDEZ: Thank you.

21 On to Liz Jacobelly.

22 A/V TECHNICIAN: Star six, Liz. Liz,
23 you're in the meeting.

24 PRESIDENT VALDEZ: Perhaps we'll skip and
25 come back. We're gonna skip Ms. Jacobelly and come

1 back to her. On to --

2 LIZ JACOBELLY: Sorry. Am I here?

3 PRESIDENT VALDEZ: You are.

4 LIZ JACOBELLY: Sorry about that. I
5 pressed the wrong thing.

6 Okay. I'm gonna quote something from the
7 investigative journalism deep dive published
8 April 8th, 2021, in the Defector, titled "Is Horse
9 Racing Still Too Big To Fail?"

10 Every few years, the industry
11 roots [sic] out industry-financed
12 economic impact studies from racing
13 organizations or trade groups like the
14 American Horse Council. Their numbers
15 then appear in the state or
16 state-commissioned reports as
17 authoritative [sic] sources, when they're
18 anything -- when they're anything --
19 sorry -- when they're anything but.

20 In racing, these studies appear to
21 hinge on trickle-down economics. Most
22 race horse owners already are
23 well-to-do, since it costs tens of
24 thousands of dollars to care for race
25 horses, let alone purchase one. The

1 ultra rich in thoroughbred racing, like
2 the ones who rule countries or emirates,
3 see the participation as a status
4 symbol, and some extra prize money won't
5 change that.

6 Their trainers will see more money
7 and perhaps down the line so will their
8 low-paid grooms. But beyond that, the
9 fact that some of the most successful
10 trainers have been sued and fined by
11 federal and state departments of labor
12 for wage theft from their workers offers
13 somewhat less optimism.

14 And I'm gonna quote something that Ward
15 says in the article.

16 "I think it boils down to the greed
17 versus need," says -- Ward says. "The
18 horsemen and the owners want to keep
19 their money and the rest of us have to
20 wait in line. They're always at the
21 head of the line with their hands out,
22 and it's very hard to justify in the
23 middle of a pandemic where there's so
24 much suffering everywhere."

25 Thank you for hearing me.

1 PRESIDENT VALDEZ: Thank you.

2 On to Mary Johnson.

3 MARY JOHNSON: Yes. This is Mary Johnson.
4 I am an equine advocate. And I -- I think it's very
5 interesting when you quote the deaths at Del Mar.
6 Del Mar may be the safest track in California, but I
7 can tell you from personal experience -- and when I
8 say "personal experience," I'm talking about decades
9 being in the horse business -- I have personally
10 taken horses off the track that were so badly damaged
11 they had to be euthanized.

12 One was a three-year-old, Love to be Happy.
13 Now, she did not race in California. She raced here
14 in Ohio. But Dr. Levine at New Bolton said it was
15 the worst case of damaged knees that he had ever
16 seen. She was euthanized while she was under
17 anesthesia to remove her chips. Last Lightning is
18 another horse that I was involved with. Fast Karma.
19 Celestial died not in California but here in Ohio on
20 her way from the track back to the barn. Another
21 horse, Catch 'Em Denay (phonetic spelling) was
22 euthanized due to the damage caused by those who
23 owned and raced her.

24 So when you look at the statistics, I'm
25 just asking you to please open your eyes and ears not

1 to the horses that -- that -- that are just -- for
2 the horses that die in the dirt, but for those that
3 are so badly damaged for people's egos and to pad
4 their wallets that they have to be humanely
5 euthanized, many at a very young age.

6 A horse isn't skeletally developed until
7 about six. Some people say it's seven. These horses
8 are losing their lives at two, three, four, and five
9 years of age. We must take that into consideration
10 as well. Thank you.

11 PRESIDENT VALDEZ: Thank you.

12 On to Kimberly Schaffer.

13 KIMBERLY SCHAFFER: Hello. Can you hear
14 me?

15 PRESIDENT VALDEZ: Yes.

16 KIMBERLY SCHAFFER: I just wanted to bring
17 up -- you guys had brought up about the Jockey Club
18 report. Again, 2020 was the safest year since 2009
19 with racing fatalities. We should all be proud of
20 this record and what we've achieved just in the short
21 amount of time. These reforms are working. And I
22 personally -- as a racehorse trainer, I applaud it.
23 I'm living this every day. I've got eyes and hands
24 and, you know, just so much oversight on my animals.
25 It really makes my job a lot easier.

1 And I've talked to a lot of my other
2 trainer friends up north and around here. They're
3 seeing the difference in the horses that they're
4 getting, that they're working with. Some of them, if
5 we get them via claim, you know, or whatever, they
6 notice the difference. They're getting a sounder
7 horse, a fitter horse, because these reforms are
8 working.

9 So with that said, you guys are doing a
10 great job, and I'm really looking forward to Del Mar.

11 And to answer the one item that one of the
12 callers had brought up about all the horse
13 fatalities -- and I'm gonna bring this up during the
14 CHRB meeting as well -- a lot of the numbers that a
15 lot of these anti-horse racing sites do like to post,
16 they like to post all kinds of numbers.

17 Now, I've brought it up and I've talked to
18 vets. A lot of the issues that happen, such as like
19 a sudden death, colic, ETM, or God forbid a horse
20 just has an accident because horses do dumb things
21 sometimes, that's all equine. It's not a
22 horse-racing-by-itself issue. Horses die on farms.
23 They get hurt. They have -- you know, the incidence
24 of colic is general for all animals, not just
25 racehorses.

1 One gal had brought something up about
2 racehorses --

3 DONNA O'LEARY: Ms. Schaffer, your time is
4 up.

5 KIMBERLY SCHAFFER: Thank you.

6 PRESIDENT VALDEZ: Okay. Thank you.

7 On to Doug O'Neil.

8 DOUG O'NEIL: Good afternoon, you guys.

9 Can you hear me?

10 PRESIDENT VALDEZ: Yes.

11 DOUG O'NEIL: Great. I just want to thank
12 all you guys for your service -- and gals. And like
13 you said, my name is Doug O'Neil. I've been a
14 trainer in Southern California for over 30 years.

15 And like Kim had talked about and
16 Mr. Harper and Mr. Rubinstein earlier, the -- the
17 numbers that are -- that we're seeing, that are just
18 unbelievable and -- and just so proud of everything,
19 the CHRB, the Del Mar Thoroughbred Club, the track
20 operators, the -- you know, all the board members,
21 all the trainers, all the assistant trainers and the
22 vets and the backside workers, you know, the -- all
23 the change that's been implemented and the oversight
24 has just been incredible and -- and just super proud.

25 And I'm one of the many men and women who

1 have chosen to work alongside horses for a living.
2 And -- and, you know, as I do hear some of these
3 people who are anti-horse racing, it -- it just
4 doesn't -- I don't see what -- what they're saying.
5 And, you know, we're seeing a lot of our retired
6 racehorses go out and be there to rehab military
7 veterans and, you know, just there's so many great
8 stories that I think all of us in -- in racing should
9 be proud of.

10 And, again, Del Mar has just done a
11 wonderful job, and I can't say enough. And when I
12 tell people I'm in horse racing and -- and Del Mar is
13 in the sentence, you know, a lot of people are just
14 very proud of that and -- and we should be.

15 So that's it. I just want to thank you
16 guys. Thanks for all your service and what you're
17 doing. And from the horse racing industry, let's
18 keep it up. We're definitely showing the way to the
19 whole country, to the whole world, and we're doing a
20 good job. Lets -- lets keep it going. Thank you.

21 PRESIDENT VALDEZ: Thank you.

22 On to Oscar de la Torre.

23 OSCAR DE LA TORRE: Hello. This is Oscar
24 de la Torre. Thank you, board members of the
25 22nd DAA, for allowing us to speak on this issue.

1 You know, we should all be very proud of
2 DMTC's record of being the safest racetrack in the
3 United States of America three years in a row.
4 That's a fact. You know, there's no spin to that.
5 You know, the -- this data has been collected since
6 2009. And, you know, it's really important to
7 recognize those as facts; right?

8 Ms. Sullivan is wrong when she says that,
9 you know, the records and the data only focuses on
10 racing. It's also about training. You know,
11 training is also improved. There's been just overall
12 comprehensive improvement in horse safety. We have
13 to recognize that. California is a leader in
14 implementing these reforms. We're protecting horses.
15 But not only that, we are changing a culture. We are
16 impacting the entire country, and we should all be
17 very proud of that.

18 You know, a while back the concern was
19 about COVID and COVID infections. You know, all the
20 workers that I've talked to, they feel very fortunate
21 that they were able to work in a safe environment.
22 DMTC's record on horse safety was extended to worker
23 safety. And now that we're rolling out vaccinations,
24 workers are relieved. A lot of the workers I'm
25 talking to feel really good in terms of how

1 everything has been handled. The infection that we
2 saw at our racetracks, you know, that didn't happen
3 here at Del Mar.

4 The vaccinations are being rolled out.
5 People feel more secure in their jobs, you know.
6 They have an opportunity to feed their families. So
7 we're doing, you know, great things in California.
8 We're protecting horses. We've shown that we can do
9 that. We're providing workers that are very
10 vulnerable immigrant workers an opportunity to feed
11 their families in the middle of a pandemic. This is
12 exactly what the state of California needs. We need
13 the economic recovery. We need to support industries
14 that are providing jobs. We've seen the impact of --

15 DONNA O'LEARY: Mr. de la Torre, your time
16 is up.

17 OSCAR DE LA TORRE: Thank you very much.

18 PRESIDENT VALDEZ: Thank you.

19 On to Maria Luisa.

20 MARIA LUISA: Hello. Can you hear me?

21 PRESIDENT VALDEZ: Yes.

22 MARIA LUISA: Oh, thank you.

23 Well, good afternoon, board members. My
24 name is Maria Luisa. My mother worked in the
25 backstretch for 15 years, and I have many family

1 members who work in horse racing.

2 I'm calling to express my appreciation for
3 the opportunities that our family has received by
4 working in the industry. The continuation of live
5 racing has allowed my family to move forward during
6 the pandemic -- the uncertainty of the pandemic. I
7 also have many family members who have lost their
8 jobs due to the government shutdown of businesses.
9 This has been very hard and stressful not knowing how
10 rent will be paid or where money will come from to
11 purchase food and other essentials. I am thankful
12 for your work in keeping my family members employed.

13 I understand that some people want to ban
14 horse racing, but I ask these people to reflect on
15 the hundreds of workers and their families that would
16 suffer during the middle of a pandemic and rising
17 cost of housing. If things are improving for horses
18 and horse safety, why would we want to hurt the
19 workers who are partly responsible for making these
20 improvements?

21 I hope that people who oppose our jobs and
22 our livelihoods reflect on their position and show
23 some compassion for us too. Thank you.

24 PRESIDENT VALDEZ: Thank you.

25 And that is the last member of the public

1 signed up for public comment on this agenda item. Do
2 I have any other questions or comments before we move
3 on?

4 Seeing and hearing none, we will move on to
5 item 5(C), the Strategic Planning Committee.
6 Director Sleiman.

7 DIRECTOR SLEIMAN: Thank you,
8 President Valdez.

9 I'm happy to inform that emerging from
10 pandemic chaos strategic planning is moving forward.
11 The board has set the date of Friday, April 23rd, for
12 a day-long strategic planning session. We plan to
13 reengage with evaluating the fairgrounds' purpose,
14 mission, and values. The meeting will be open to the
15 public via Zoom, and we encourage everybody to
16 attend.

17 We've also hired a facilitator to assist
18 with the visioning process and gathering stakeholder
19 and public feedback. All of the information and --
20 and/or reports that come out of the process are going
21 to be published to the website. We not only look
22 forward to public and stakeholder feedback, but we're
23 going to be actively seeking it.

24 We have some more information on page 24 of
25 the board packet.

1 Carlene or Director Gelfand, is there
2 anything else that you'd like to add?

3 CEO CARLENE MOORE: Just to make a note --
4 and thank you, Director Sleiman -- that the agenda
5 for that meeting is actually being posted today. We
6 didn't want to create any confusion on the website
7 showing two meetings in April. So that agenda is
8 being posted today. Again, it will be Friday,
9 April 23rd, starting at 9:00. Zoom information will
10 be provided for the public to be -- to attend and to
11 participate.

12 And then also to that, a survey was sent
13 out to the board members on Friday. And if you
14 haven't -- board members, if you haven't yet
15 responded to that survey, please do so by this
16 Friday. As Director Sleiman just spoke to, that
17 information will be included in the packet as well as
18 on our website, and it will be provided to the public
19 as well as this board as well.

20 DIRECTOR SLEIMAN: Thank you.

21 That concludes the report.

22 PRESIDENT VALDEZ: Any questions or
23 comments from any members of the board?

24 Seeing and hearing none, we will go on to
25 public comment. The first person signed up for this

1 agenda item is Martha Sullivan.

2 MARTHA SULLIVAN: I'm again, you know, glad
3 to see that the board's strategic planning process is
4 restarting again.

5 Hello?

6 PRESIDENT VALDEZ: Yes, we can hear you.

7 MARTHA SULLIVAN: I'm getting some kind of
8 feedback. Can you hear me?

9 PRESIDENT VALDEZ: Yes, we can hear you.

10 MARTHA SULLIVAN: Okay. I was hearing
11 voices while I was speaking. So I was getting some
12 kind of bleed-through on the sound.

13 Anyway, I am glad to see the board's
14 strategic planning process moving forward, and I look
15 forward to seeing the notice after the meeting.

16 I do want to say here that the -- the
17 fairgrounds staff and board over the last, you know,
18 almost two years that I've been attending meetings
19 has emphasized that it really wants to brand the
20 fairgrounds as being an environmental steward. And
21 if indeed that is true, the board and the staff need
22 to be promoting ways to reduce water use and conserve
23 water, not promoting long-declining industries which
24 consume huge amounts of water and pollute water
25 bodies with animal waste, which includes horse racing

1 and dairy.

2 I want to quote just a recent U.T. article
3 yesterday about farmers in San Diego County eyeing
4 alternatives as the cost of water continues to rise.

5 Quote, "Many residents found it relatively
6 easy to conserve water and continue to do so, having
7 ripped out thirsty lawns in favor of drought-tolerant
8 landscaping. Potable -- total potable water use was
9 roughly 458,000 acre feet last year, down from more
10 than 702,000 acre feet in 2007."

11 The fairgrounds could do a huge, huge
12 public service by promoting --

13 DONNA O'LEARY: Your time is up,
14 Ms. Sullivan.

15 PRESIDENT VALDEZ: Thank you.

16 On to Liz Jacobelly.

17 LIZ JACOBELLY: Hi. This is Liz Jacobelly.
18 Can you hear me?

19 PRESIDENT VALDEZ: Yes.

20 LIZ JACOBELLY: Oh, hi. Okay.

21 I'm gonna throw some stuff out from the
22 USAToday.com, "Horses Go From Racetracks to
23 Slaughterhouses: 'It's just a job for me.'"

24 As long as the Del Mar Fairgrounds hosts
25 live horse races, it fails the -- it fills the

1 slaughter pipeline. As reported by USA Today in
2 November 2019, "Over the past decade, an average of
3 more than 600 thoroughbreds a year have died because
4 of racing, according to the research by the USA Today
5 network. By contrast, an estimated 7,500
6 thoroughbreds a year are slaughtered for human
7 consumption, according to Alex Waldrop, president of
8 the National Thoroughbred Racing Association."

9 In a 2019 interview with Louisville Courier
10 Journal, Waldrop admits that NTRA -- that's National
11 Thoroughbred Racing Association -- had been
12 non-committal in the past about similar bills to ban
13 slaughter because it did not see a clear path to
14 finding suitable homes for the thousands of horses
15 who are retired every year. But Waldrop said, in the
16 current climate it -- it was time to fully get behind
17 anti-slaughter legislation.

18 "Clearly the public is very aware; they're
19 focused on our industry right now, and that's a
20 factor," he told the paper. "The time was right to
21 change our position. Times have changed for us."

22 Sadly, efforts to ban horse slaughter in
23 our congress have failed for several years. With the
24 current Safeguard American Food Exports Safe [sic]
25 Act introduced in 2019 by Senators Menendez, Graham,

1 Whitehouse, and Collins, this act was -- would
2 permanently end the slaughter of American horses for
3 human consumption in the United States and abroad.

4 DONNA O'LEARY: Your time is up,
5 Ms. Jacobelly.

6 PRESIDENT VALDEZ: Thank you.

7 On to KC Vafiadis. Sorry if I butchered
8 your last name.

9 KC VAFIADIS: That's okay. Can you hear
10 me?

11 PRESIDENT VALDEZ: Yes.

12 KC VAFIADIS: My name is KC Vafiadis.

13 PRESIDENT VALDEZ: Oh, there we go. Thank
14 you. Sorry. I'll do better next time.

15 KC VAFIADIS: Oh, that's okay.

16 I want to first say that I moved to Del Mar
17 52 years ago and that horse racing has always been a
18 fabric of our community. And 52 years later, I am
19 the chairperson for the Del Mar Village Association
20 and I work very closely with all of the businesses in
21 Del Mar. And similar to the woman that was speaking
22 about her family having jobs because of the horse
23 racing industry, I can guarantee you that all of the
24 businesses in Del Mar depend so greatly upon the
25 horse racing to keep them in business.

1 So we are all -- first of all, want to say
2 congratulations to the track for being America's
3 safest track yet again this year. I know it's a top
4 priority and everybody has worked really hard to make
5 that happen. And I can tell you all the -- or all
6 the racing people -- all the business people are
7 super excited to have people back at racing this
8 summer.

9 So thank you, guys, for doing a good job.
10 We appreciate it.

11 PRESIDENT VALDEZ: Thank you.

12 That is the last member of the public
13 signed up for this agenda item. Any other questions
14 or comments from anyone before we move on to the next
15 item?

16 Seeing and hearing none, we'll move on to
17 item 5(D), which is the Contracts Oversight
18 Committee.

19 We don't have anything to report. So we'll
20 move on.

21 CEO CARLENE MOORE: We have a public
22 speaker though.

23 PRESIDENT VALDEZ: We'll move on to public
24 speaker. Thank you for the reminder. It takes a
25 village with me. So we have Michael Augins.

1 MICHAEL AUGINS: Good afternoon. My name
2 is Michael Augins, and I'm the chairman of Magic
3 Money.

4 In 2018, Magic Money submitted a proposal
5 to RFP 18-02, an RFP for a digital ticketing system.
6 On initial scoring of our bid, we were informed that
7 the bid had been awarded to our competitor.
8 Surprised we had lost to a system that did not meet
9 the bid qualifications, we asked for and received the
10 competitive submission. On review, our suspicions
11 were confirmed: We were the only qualified bidder.
12 We contacted the fair and we filed a formal protest.
13 Instead of awarding the contractor, even hearing our
14 protest, the fair canceled the RFP.

15 In 2019 the fair signed a one-year
16 agreement with RCS, also owned by the Leavitt family,
17 to combine digital ticketing system with games,
18 something never before done in the industry. Also in
19 2019, a member of the management team, Donna, wrote
20 the Minnesota Fair -- State Fair to request
21 information on how to circumvent the bidding process,
22 a violation of state contracting law.

23 In 2020 the fair put out another RFP with a
24 combination of games and ticketing and awarded a
25 contract to RCS, but this was also protested. The

1 protest proceeded, and the protester won. Again, the
2 bid was not awarded.

3 In 2021 the fair did another RFP for the
4 entire midway. Talley should have won that proposal,
5 but the fair rounded the scores in order to declare
6 RCS the winner. Mary rightfully protested, and the
7 fair again pulled the RFP.

8 What is clear is that the bidding process
9 appears to be flawed. Three times, in order to get
10 the winner they wanted, fair management canceled the
11 bid when somebody other than their desired victor
12 protested. In essence, it appears that if your last
13 name isn't Leavitt you cannot win an RFP at Del Mar.

14 This has come at great time and expense to
15 the bidders but also to the fair and the taxpayers of
16 California. The winner of the most recent RFP wasn't
17 the bid that should have -- that would have saved the
18 fair millions. It was the winner that was
19 preordained years ago.

20 It has to stop. Make the fair fair again.
21 Thank you.

22 PRESIDENT VALDEZ: Thank you.

23 I just want to clarify for -- just for the
24 record. That would have been under "Public
25 Comments," since it was a non-agenda item. I know

1 perhaps it was a little confusing with Contracts
2 Oversight Committee being on the agenda, but that
3 didn't intend to encompass any RFP at all. But
4 having said that, that's the only person that we have
5 on that -- on that item under the agenda, and we will
6 move on to -- next is Community and Government
7 Relations Committee. Director Mosier.

8 DIRECTOR MOSIER: Yes. This committee met
9 on March 16th. The staff reviewed a number of
10 questions about vaccination programs, the Horsepark,
11 the abbreviated fair event, and had some questions
12 about the management regarding that event. They were
13 all answered.

14 I wanted to say we welcome board member Sam
15 Nejabat to that committee and thanked Lisa Barkett
16 for being on that committee for several years.

17 We're also happy to have a member of Terra
18 Lawson-Remer's staff attend, Spencer Katz. So now we
19 have representatives from the county supervisor,
20 assembly member, and state senator attending that
21 meeting.

22 That's all to report. Thank you.

23 PRESIDENT VALDEZ: Thank you.

24 Any questions or comments?

25 We have no members of the public signed up

1 for that agenda.

2 On to item F, RTLC/RTA Committee.

3 The RTLC, Race Track Leasing Commission,
4 and the RTA, or Race Track Authority, had their
5 annual meeting on March 30th of this year. On
6 that -- on RTA with me is Directors Barkett and Mead.
7 They were in attendance, and we had representatives
8 from the state departments of Department of Finance,
9 CDFA, and DGS, Department of General Services.

10 So we met. We talked about a new format of
11 budgeting for that entity. Carlene's gonna walk us
12 through that.

13 If you remember, last month we had approved
14 the budget for RTA, which we had done in the past,
15 only to then realize that all of the -- all of the
16 projects that were associated with bond funding had
17 been completed and all of the previously approved
18 projects that were kind of put under RTA had been
19 completed as well. It made sense to us that it was
20 cleanest to then bring all of those accounting items
21 into the district's books so we can better assess our
22 needs for capital improvements and how it all fits
23 for the district rather than trying to piecemeal
24 between RTA and the district. And Carlene is gonna
25 walk us through that a bit more. Finance committee

1 discussed it. RTA discussed it and approved that,
2 and we're gonna bring that back into our -- our
3 financials and our budget. And I'm gonna hand it on
4 over to Carlene to more fully explain that.

5 CEO CARLENE MOORE: Thank you.

6 We're gonna take us through a slide show
7 presentation on this as well, but it's -- there's a
8 narrative included in your board packet on pages --
9 let's see here -- pages 25 through 30, including
10 that -- that financial information that
11 President Valdez was just talking about, as well,
12 that was presented again to this board last month, as
13 well as then discussed with the RTLC and RTA
14 committees.

15 Go ahead. Next slide.

16 So first to give some -- hopefully some
17 background and understanding to all of the acronyms;
18 this is really a case of alphabet soup. So there is
19 the -- so RTLC is the State Race Track Leasing
20 Commission, and this was created by the state
21 legislature in 1968. And it's actually contained in
22 the Food and Ag Code. What the RTLC has
23 responsibility for is also -- and the authority -- is
24 to lease out the Del Mar Race Track; so, in essence,
25 the operating agreement that exists for the horse

1 racing operations. The RTLIC also oversees the
2 expenditure of the rents that it receives from
3 leasing the track for the purpose of implementing the
4 long-range comprehensive improvements of the
5 22nd DAA's property.

6 And I'll speak a little bit more about who
7 we are. The commission members -- and, again,
8 because this is a commission, those members are the
9 directors of the state Department of Finance, General
10 Services, and Food and Agriculture, as well as the
11 three members of our board of directors, which again
12 President Valdez just spoke to.

13 One of the things to note with regard to
14 the RTLIC is that, again, it's the comprehensive
15 improvement of the 22nd DAA property. And so not all
16 projects that have been financed are simply for the
17 benefit of racing. So then that brings us to the
18 22nd District Ag Association, which is us, also
19 established in Food and Agriculture Code. We were
20 established for the purpose of holding fairs,
21 expositions, and exhibitions for the purpose of
22 exhibiting all of the industries and industrial
23 enterprises, resources and products of every kind or
24 nature of the state with a view toward improving,
25 exploiting, encouraging, and stimulating them, also

1 for constructing, maintaining, and operating
2 recreational and cultural facilities of general
3 public interest. That is the definition of a
4 22nd DAA -- of a DAA within the Food and Ag Code.
5 The district ag associations are then numbered. We
6 are the 22nd.

7 Our principal responsibility as the DAA is
8 for the long-range planning for the fairgrounds, the
9 implementation of the master plan, and construction
10 of improvements, again, for the entire fairgrounds.
11 We are the lead agency for the environmental impact
12 report for considerations of environmental effects of
13 carrying out the improvements in a master plan. Our
14 board is a nine-member board that's appointed by the
15 governor.

16 Next slide.

17 Then we have the -- the RTA, or the Del Mar
18 Race Track Authority. This is a joint powers
19 agreement, which is when two or more public agencies
20 by agreement can jointly exercise any power that's
21 common to them. The RTA was formed in 1990 by the
22 coming together of the RTLC and the 22nd DAA. And,
23 again, this is done through Food and Ag Code. It was
24 brought -- it was established for the -- at the time,
25 for the express purpose of financing the grandstand

1 replacement project. The board of the RTA are the
2 members of the commission, of the RTLC. So, again,
3 members are directors of Finance, General Services,
4 and Food and Ag at the state level and three members
5 from our own board.

6 So now for just a bit of the history in
7 terms of the various funding transactions. So in
8 September of '91 the RTA first issued \$60,000,000
9 worth of aggregate principal. In '93 it issued
10 45- -- and, again, this was for the grandstand
11 replacement project, going back to the previous
12 slide, which you don't need to, but again that -- the
13 formation of the RTA started off with the grandstand
14 improvement project. So then in April of '93,
15 \$45,000,000 was -- aggregate principal was actually
16 issued, and in '94 that principal was -- grew to
17 \$50,000,000.

18 Keep in mind, as well, in the earlier
19 presentation during Horsepark, \$5,000,000 -- for
20 example, \$5,000,000 of those funds were used to
21 purchase Horsepark. So, again, not necessarily --
22 though it's called the "Race Track Authority" and the
23 "Race Track Leasing Commission," it is not
24 necessarily always to the benefit just of racing.

25 So some of the other project milestones

1 that have taken place over this time: '96 is really
2 the beginning of the bonds, where they were issued as
3 limited obligations of the RTA and retired the --
4 going back all the way to those '91 notes. The
5 series 90- -- prior to '96, the RTLC -- and prior to
6 the -- really, to the issuance of debt in 1991, the
7 RTLC would manage the funds for projects, meaning
8 that the net operations from horse racing went to the
9 RTLC, who then managed various projects and
10 improvements to the fairgrounds. And it was during
11 that time that it was realized that debt needed to be
12 incurred in order to make some of the major
13 improvements. As is typical with any business, you
14 cannot always necessarily generate with -- from year
15 to year the necessary income for major capital
16 improvements.

17 But in '96 what changed was that now the
18 proceeds, the net racetrack revenues, would go
19 towards the bonds. So the pledged revenues, as
20 they're called, is a combination of racetrack -- was
21 a combination of racetrack net revenues, satellite
22 wagering net revenues, and concession net revenues,
23 along with any interest that money towards those
24 bonds was earning.

25 In 2005 bonds were reissued again, and

1 these were to again be repaid from pledged revenues.
2 But as you can see, the pledged revenues starts to
3 change. So now beginning in 2005, the pledged
4 revenues are the racetrack net revenues, satellite
5 wagering net revenues, and now just the first of
6 \$2,000,000 of the concession revenues, and, again,
7 along with the interests on any investment funds.

8 Next slide.

9 In 2015 -- and these are the current bonds
10 as we hold them today -- all the previous bonds were
11 refinanced and reissued; so the 2005 series, as well
12 as \$25,000,000 in debt was incurred. Again, these
13 were to be repaid solely from pledged revenue, but
14 the pledged revenue definition changed with the 2015
15 bonds. Currently it's the net horse racing revenues
16 and up to \$4,000,000 of the net concessions revenues
17 and, again, plus any interest that is incurred. So,
18 as you can see, it no longer receives proceeds from
19 Satellite Wagering.

20 One of the reasons why there is a
21 transaction that takes place from the DAA to the RTA
22 is that the concession revenues are accounted for by
23 the DAA. And then, if necessary, proceeds from that
24 have -- then have to be transferred to the RTA for
25 the payment of bonds. There's also another reason

1 that a transfer winds up happening, and I'll speak to
2 that in just a moment.

3 Under the 2015 bonds some major projects
4 were also completed. As everybody is aware, our
5 water quality improvement project, which is on line
6 now and we are nearing the actual complete sign-off
7 and acceptance of that project, and it was the final
8 project within the overall list, as well as there
9 were various mechanical and electrical improvements
10 that were made throughout the grounds and buildings.
11 Grandstand improvements were made, elevators and
12 escalators have been upgraded, and then there were
13 also the main track improvements.

14 It's also worth noting that throughout the
15 history of -- even going back to the RTALC, which
16 again was formed in 1968, outside of the -- outside
17 of money towards the bonds or previously the notes or
18 previous to that even, the projects, the DAA received
19 and has historically and continues to receive an
20 annual rent payment for the leasing of the racetrack,
21 and that becomes part of the operating costs of horse
22 racing. So that is prior to any funds transferring
23 to the RTALC towards the debt -- toward the debt.

24 So, in essence, and again going back: So
25 '91, the RTALC would receive those monies, manage the

1 funds, manage the projects. But starting in '96,
2 with the formation of the RTA in 1990 and then the
3 issuance of the bonds in 1996, the RTA's revenue
4 stream is -- is simply for the payment of the bonds.
5 It manages the pledged revenues. There's not another
6 operating or other project revenue stream.

7 And that was also part of -- through this
8 process -- and just a clarification -- and those
9 projects are wrapping up -- a clarification that
10 we're bringing forward to the conversation that ties
11 then into the next report, which is the finance
12 committee -- throughout this, again, we've continued
13 to receive annual rent payments.

14 So even in the years where there hasn't
15 been bond money, there has still -- the 22nd DAA has
16 still brought forward two RTA budgets, just as we did
17 last month, which are contained in your packet on
18 pages 27 and 28; same information from -- from March.
19 And those two -- those two budgets have been the
20 administration and maintenance expense budget for
21 ongoing operations of the grandstand, as well as a
22 projects budget for our various environmental
23 compliances, backstretch, and other facility
24 improvements.

25 And, again, this is all funding outside of

1 the bonds. This is -- so when I was speaking to the
2 transfer that the DAA makes annually each year, there
3 is a transfer irregardless of whether or not horse
4 racing has, in essence, contributed enough net
5 revenues to cover the bond payment, because the DAA
6 would have to cover those operating and other
7 project-related expenses. So, again, we do continue
8 to receive the annual rent payments, and then the net
9 horse racing revenues go toward the bond payment.
10 And if that's short, then a portion, up to \$4,000,000
11 of our net concession revenues, go towards those
12 bonds.

13 So as of December 31, 2020, all of the
14 projects are complete; all of the bond money has been
15 spent. Even though the water quality improvement
16 project is still in the acceptance process, the bond
17 money on that project was actually spent down
18 previously. So there's no bond money remaining going
19 forward.

20 So what this has allowed us to do, and as
21 President Valdez spoke to, was really to look at it
22 from the approach of, all right, we have this -- we
23 have these two budgets and -- for the RTA. But
24 really, in looking at those, the expenses are
25 operationally related expenses. And in order to pay

1 those through the RTA, the DAA would transfer the
2 money to the RTA to then, in essence, write those
3 checks. So after very careful review and discussion
4 with our municipal adviser and bonds counsel and
5 starting with this 2021 budget, which again we'll go
6 over next in the Finance Committee report, barring
7 any changes to debt restructure or things like that
8 in the future, we will no longer be presenting a
9 separate RTA budget, but we'll incorporate that into
10 the operating expenses of the 22nd DAA, as well as
11 capital improvement budgets going forward.

12 So we'll be working with the attorney
13 general's office, as well as legal counsel, which is
14 legal counsel to the RTLC and RTA, as well as our
15 auditors, to implement this change over the course of
16 2021, and but first starting with our 2021 operating
17 budget update.

18 If there are any questions?

19 PRESIDENT VALDEZ: This is confined just to
20 the RTA/RTLC overview. We will talk about the actual
21 budget in the next -- under the Finance Committee and
22 ask for an action item at that time. So I just want
23 to ask for any questions or comments that we might
24 have with respect to what was the overview of what
25 Carlene just provided us.

1 Okay. I appreciated going -- we went
2 through this history in preparation for the RTA/RTL
3 meeting. I especially appreciated Carlene's
4 initiative of going through all of the history and
5 kind of educating me, actually, for all of the
6 various steps. I had never been walked through all
7 of that, and it provided me great clarity. It also
8 was very helpful that we reached out to, as Carlene
9 stated, our financial adviser, who's an expert in
10 these sorts of municipal bonds, as well as our bond
11 counsel who has been with us for probably a decade, I
12 think.

13 CEO CARLENE MOORE: Since the 2005 bonds.

14 PRESIDENT VALDEZ: Since the 2005 bonds.

15 So they actually had suggested that we go
16 through to this new format as well, which I actually
17 think is quite helpful in better understanding, I
18 think, our financial overall.

19 So thank you, Carlene, for all of -- all of
20 your help in that.

21 Any questions or comments before we move
22 off?

23 DIRECTOR GELFAND: I have a question.

24 PRESIDENT VALDEZ: Director Gelfand.

25 DIRECTOR GELFAND: Sometimes in a corporate

1 setting when you change accounting methodologies
2 there are impacts of that, and I'm just wondering if
3 you think that this will have any impact on our
4 ability to obtain operating funds from the State or
5 anything like that. It seems like it would be a
6 positive if they understood what it's about.

7 CEO CARLENE MOORE: It shouldn't in that
8 the -- the RTLC and the RTA don't have any funds,
9 again, because really the funds have been a
10 passthrough. And that's truly -- it sort of touches
11 down into the RTLC account, and then it's transferred
12 over to the trustee for the bonds and that money
13 being committed to it and not attainable for us.

14 So it should -- I don't believe it will
15 change our position with CDFR. What I think it does,
16 however, do is create that clearer picture of our --
17 our need, our operating expenses, including those
18 operating expenses, to really demonstrate that need,
19 especially for the purposes of this upcoming
20 application as well as the upcoming state budget
21 process.

22 DIRECTOR GELFAND: And would it have any
23 impact on our ability to obtain bond financing in the
24 future?

25 CEO CARLENE MOORE: I'm sorry. Can you

1 repeat that?

2 DIRECTOR GELFAND: Would it have any impact
3 on our ability to obtain bond financing for future
4 projects? Does it make it more complicated? simplify
5 it? complicate it?

6 CEO CARLENE MOORE: In speaking with our
7 municipal adviser and bond counsel, it should not
8 have an impact on that.

9 DIRECTOR GELFAND: Thank you.

10 PRESIDENT VALDEZ: Any other questions or
11 comments?

12 Hearing and seeing none, I will now open up
13 to public comment. We have one member of the public
14 signed up for this agenda item, and that is Martha
15 Sullivan. Ms. Sullivan.

16 MARTHA SULLIVAN: Yes. This is Martha
17 Sullivan again. And I -- I also really appreciate
18 the staff report and the walk-through of the history
19 of this very elaborate and, you know, public
20 mechanism for financing capital projects primarily to
21 benefit horse racing. I mean, \$5,000,000 out of
22 \$75,000,000 for the Horsepark doesn't really add up
23 to much.

24 But one thing I -- I miss in this report
25 and I think would be useful information to the board

1 members and to the public is what was the impact of
2 last year's downgrade of the bond by Fitch? Did that
3 increase the debt service cost? And did that -- is
4 there any idea about how likely that is to happen
5 this year or in the near turn?

6 PRESIDENT VALDEZ: Does that complete
7 your --

8 MARTHA SULLIVAN: And I know this is an
9 agenda item. So you should be able to answer a
10 question. This is not a non-agenda item.

11 PRESIDENT VALDEZ: We have the ability to
12 answer a question if we elect to do so. We are not
13 obligated to answer a question on an agenda item.

14 MARTHA SULLIVAN: I hear that --

15 PRESIDENT VALDEZ: We can't -- we can't --

16 MARTHA SULLIVAN: -- but it's not that it
17 hasn't been noticed.

18 PRESIDENT VALDEZ: Just for the -- just for
19 the record: We are prohibited from any follow-up
20 questions or comments on the general public comment
21 items that are non-agenda items. We have an ability
22 to respond to questions posed, if we elect to do so,
23 on agenda item. I don't have the answer, the
24 specific answer.

25 Carlene, was there any -- I don't believe

1 there were any negative ramifications with respect to
2 the Fitch.

3 DIRECTOR GELFAND: Normally bonds like this
4 are at a fixed rate, and it's the price -- the resale
5 price of the bond for the change based on the rating.

6 PRESIDENT VALDEZ: Correct.

7 CEO CARLENE MOORE: And so along those
8 lines, it did not -- does not impact the -- the
9 amortization schedule of the bonds.

10 PRESIDENT VALDEZ: Thank you.

11 That concludes public comment on this
12 agenda item. Any other questions or comments before
13 we move off this item?

14 Hearing and seeing none, we will move on to
15 item G, the Finance Committee report. And I'm gonna
16 pass this on over to Carlene.

17 CEO CARLENE MOORE: And first we -- let me
18 introduce Mark Wiggins with Premier who will give the
19 Premier P&L statement for February.

20 MARK WIGGINS: Thank you, Carlene.

21 For February our total revenue was only
22 \$323. You know, it was a very light month for us.
23 And those revenues came from a vendor that we had set
24 up outside the COVID-19 vaccination area. So, you
25 know, he's out there generating some revenue for us,

1 but just not a whole lot. So of course there was no
2 cost of goods associated with that revenue.

3 And then the total payroll for the month
4 was \$11,747, and that was just for two of our
5 remaining staff that we have on site right now. And
6 then the operating expenses are at our bare minimum
7 of \$31,619 monthly for a net profit of a minus
8 \$43,042.

9 For the year to date we're -- total
10 revenues were \$32,649, and with the only -- the
11 negative \$23 in costs were probably from a credit
12 that came back in.

13 And then our total payroll for the year has
14 been \$40,818, and our operating expenses have been
15 \$62,542 for the year, leaving us with a net profit of
16 negative \$70,729.

17 The good thing is, like everybody else,
18 we're excited to hear about what's coming from the --
19 down from the governor's office, that -- what looks
20 like we're gonna be a hundred percent for our live
21 meet this summer. And with the revenue coming in
22 from the June fair, it should be a pretty good,
23 decent summer for us. So we're excited about the
24 news and very hopeful for the future.

25 CEO CARLENE MOORE: Thank you, Mark.

1 PRESIDENT VALDEZ: Any questions?

2 Okay. Hearing and seeing none --

3 CEO CARLENE MOORE: So yesterday evening,
4 board members, you received a supplement to the
5 packet, and then it was also posted on our website
6 today. That included the preliminary balance sheets
7 for January and February, as well as our final,
8 although unaudited, balance sheet for December of
9 2020.

10 What I am -- also included in that packet
11 was -- and there is a narrative report, in terms of
12 the Finance Committee, that was contained in your
13 packet, but there's a -- are a lot of information to
14 present to you today in terms of the CDFA's statement
15 of operations report. And so I'm going to walk you
16 through that, and then we will also go through and
17 walk through the 2021 operating budget updates.

18 So on the screen before you and, again, in
19 the information that was sent out last night is our
20 preliminary statement of operations to submit to the
21 Department of Food and Agriculture. This is the
22 annual financial report filing that is required
23 per -- per code each year to the Department of Food
24 and Agriculture, and this first page here is an
25 overall summary of the -- the subsequent pages that

1 attach it.

2 So what it starts off with is, in this top
3 section of it, the total net resources January 1.
4 That information is taken -- taken from the previous
5 year's statement of operations, which is information
6 that is taken from the end-of-year balance sheet and
7 trial balance. So it -- so it's -- there's a
8 carryover of information.

9 The next, kind of blue section there of
10 resources acquired, this is the summary -- and again
11 it's attached on the next page, page 2 -- of our
12 operating revenues from the year, as well as then it
13 also lists out any funding -- any state funding that
14 is received. And these are various programs that
15 have been offered over the years through CDFA; as
16 well as, if we were to have received any -- any more
17 local assistance, either county or city, it would be
18 highlighted and standing out on this page as well.

19 So as you can see, our operating revenues
20 in 2020 were \$12,000,000 -- \$12,162,723. The support
21 that we received through F&E, and again this is the
22 AB 70- -- 75 support which was for the payroll
23 support and legally mandated costs associated with
24 layoffs as well as payouts of leave liabilities for
25 those that we were separating with, but also included

1 in here is the AB 1499 funds or the sales tax funds
2 that we received as well. And that was -- so it was
3 almost a 50/50 split of our own operations and then
4 the support we received, which was \$12,597,675, for a
5 total resources or, in essence, revenue of just over
6 \$24,000,000.

7 Resources applied: These are, in essence,
8 our expenses. And so our operating expenditures,
9 which again there is a little more detail of that on
10 page 2, were \$28,546,873. And then our depreciation
11 expense for this past year was \$1,400,000. So, in
12 essence, our total resources that were applied for
13 the year were just over \$30,000,000. As you can see,
14 we had a decrease in net resources during the year,
15 and so this negative \$5,253,368 is calculated from
16 the total resources acquired minus the total
17 resources applied.

18 So then this bottom section of total net
19 resources as of December 31 -- and you can see how
20 there are notes in the reference column where, in
21 essence, it instructs you -- it lets you know where
22 this information is coming from. And so that is
23 schedule 1, which is, in essence, the third page of
24 this packet. And that is another way of showing and
25 demonstrating, within CDFA's form that's required,

1 our balance sheet activity. And so because we
2 started the year off in the negative position and we
3 obviously had a negative position at the end of 2020,
4 overall our net resources has grown to a negative
5 \$11,619,138.

6 What this means is this is our value, in
7 essence, as an organization. If operations were to
8 cease tomorrow and we had to pay all of our debt
9 associated with leave liability payouts, accounts
10 payable, the debt -- the long-term debt that we have,
11 the IBank loans and things like that, we -- we don't
12 have the money to cover those expenses. And at a
13 min- -- we would need \$11,619,138 in order to pay
14 everything off and, in essence, cease operations.

15 PRESIDENT VALDEZ: I'm just gonna interrupt
16 you real quick here, Carlene.

17 CEO CARLENE MOORE: Uh-huh.

18 PRESIDENT VALDEZ: Just for clarification:
19 Since the bonds are not an obligation specific to the
20 22nd DAA, but an RTA obligation, this doesn't have --
21 this doesn't include anything having to do with any
22 obligations arising out of the bonds?

23 CEO CARLENE MOORE: Correct.

24 PRESIDENT VALDEZ: Okay. All right.

25 CEO CARLENE MOORE: Oh, the -- the debt

1 that the DAA has are the -- the IBank loans, of which
2 we have two; the water quality improvement; and the
3 SSRP renovation.

4 We also have other debt, as some of you may
5 recall, SB 84 that we all learned about, which was
6 where the State of California -- the governor at the
7 time made a loan to CalPERS to help bail it out a few
8 years back. And then an amount was figured for every
9 department and agency, and then it was -- notice was
10 sent out to let each of us know, including -- so CDFA
11 got their portion, and then that was allocated out to
12 the various DAAs based on payrolls and things, of the
13 contribution that we each have to make to pay back
14 that debt.

15 We also have the debt of the -- the
16 energy-efficiency loan with the Department of General
17 Services that we have to pay back on an annual basis,
18 as well as then the loan from Premier for the
19 additional improvements to the long-bar area of the
20 SSRP renovation.

21 So if there are -- continuing on to -- is
22 this page 2? Okay. Page -- page 2 in your packet --
23 sorry, for the folks who are looking at this on a
24 screen, but that would be the left side of what
25 you're looking at on the screen here. So this is the

1 detail, in essence, of again those operations, so the
2 top portion being revenues. This is how they're
3 broken down per -- again, this is the CDFA's forms,
4 so broken down into these categories.

5 As you can see, a lot of the categories are
6 very specific to fair operations, and then there are
7 sort of larger, broader categories, such as other
8 operating revenue, where things like our -- our land
9 leases and operations such as that fall into play.
10 And then the same thing; then you have those
11 operating expenditures. Those total figures are
12 what's pulling forward to the -- the summary page.

13 The next page or, in this case on the
14 screen, on the right here, this is schedule 1 that I
15 was referring to, which again, going back to that
16 summary page, is the information that pulls for the
17 end of this report, which is, in essence, a balance
18 sheet pulls forward to page 1 from this. And, in
19 essence, this is what -- based on our assets, based
20 on our liabilities, what our net position is and,
21 therefore, calculating out to our reserves at -- at
22 the end of the year.

23 And so as an example, our net -- down near
24 the bottom, our net resources and capital assets,
25 these are, you know, the -- the physical assets that

1 we own as the 22nd DAA, the -- you know, the land,
2 the buildings, the large pieces of equipment that we
3 own.

4 So then continuing on to the next page.

5 DIRECTOR GELFAND: Carlene, how are they
6 valued? The land and the buildings and equipment.

7 CEO CARLENE MOORE: It's based on the
8 purchase price and improvements that are made. You
9 know, it's a fixed asset inventory that we can
10 maintain throughout the year, and then with
11 depreciation calculated into that.

12 PRESIDENT VALDEZ: Just so you all know, we
13 can't see you from our screen. So if you do have any
14 questions, please just chime in.

15 CEO CARLENE MOORE: So schedule 4, I went
16 ahead and included this in the PowerPoint even though
17 it shows --

18 VICE PRESIDENT ROWLAND: Carlene, may -- I
19 have a follow-up question. So that -- so the
20 valuation, the land value, is -- is based on -- I'm
21 sorry. Did you say it was -- what value? Purchase
22 price? I couldn't --

23 CEO CARLENE MOORE: Oh, I'm sorry. I think
24 I missed that the question was about land value. I
25 thought it was just the value of all those assets.

1 The land value would have been based on the purchase
2 price of the land.

3 VICE PRESIDENT ROWLAND: And that was in
4 what year? Or what years?

5 CEO CARLENE MOORE: In the '30s, the '60s I
6 think was another, and then two -- obvious -- and
7 then we have '93 when Horsepark was --

8 VICE PRESIDENT ROWLAND: Right.

9 CEO CARLENE MOORE: So it's not current
10 market value.

11 VICE PRESIDENT ROWLAND: I understand.

12 CEO CARLENE MOORE: Yes.

13 So schedule 4 -- and, again, I just -- I
14 included this more just for information for you as
15 the board and awareness of it, but we also typically,
16 when we've had a fair, have to submit our fair
17 statistics. And primarily that's for the calculation
18 there in the middle portion of it, which is the
19 number of courtesy pass admissions that are given out
20 as a percentage of prior-year paid admissions. And
21 as you can see, because it's not to exceed more than
22 4 percent of Food and Ag Code, but as everyone knows,
23 in 2020 we, like so many others, did not have a fair,
24 and so, hence, it's all zeros.

25 Schedule 5 and schedule 6 do not apply to

1 us. Those are for smaller-size organizations, class
2 1 through 4-plus, that receive a particular form of
3 funding -- or have historically.

4 So schedule 6, which again is on the
5 right-hand side of the screen here, is a listing of
6 all of the permanent payroll positions that we had in
7 2020. We have to indicate the total number of months
8 that they were employed with us, the amount per
9 month, and then calculate out their -- the account
10 totals. One of the -- the new columns to this, this
11 year, is the calculation of the compensated leave
12 liability balances for those positions as of the end
13 of the year. And on the third page of this, that --
14 the total amount at the bottom of the compensated
15 leave liability matches to -- and there are auto
16 calculations to let you know if it doesn't throughout
17 the document, but it matches to -- there's a
18 corresponding line on schedule 1 for the compensated
19 absences liability as part of our balance sheet.

20 Go ahead and forward, and forward again.

21 This page is schedule 7. And this is, as
22 you can see, a bit more in detail here, the property
23 plan and equipment acquisitions. It starts with
24 the -- the gross -- and that's just the gross value
25 of all of that -- and takes into account the

1 accumulated depreciation as well as building
2 improvements and construction in progress throughout
3 the year. And so -- and, again, this -- this same
4 number at the bottom here, the net resources at the
5 end of the year then compares to -- from our balance
6 sheet on schedule 1 to ensure that we are in fact
7 matching and our books are in balance.

8 And then the last -- there is no schedule
9 8, oddly enough, but the next schedule, schedule 9,
10 this is just, again, our employer's share of
11 contributions toward pension plans broken down on a
12 monthly basis. Just a -- a required document.

13 Also, the statement of operations for the
14 junior livestock auction. Some may wonder why the
15 junior livestock auction, out of anything else, and
16 it's because the historic nature of -- of junior
17 livestock auctions as well as the size of this
18 operation. At some of our -- some of our fellow
19 fairs, this -- their junior livestock auction, for
20 example, can be in the millions range.

21 And then last but not least is -- and this
22 is only a requirement of district ag associations,
23 and we spoke of this in 2020 when we were, in
24 essence, accepting the money through AB 1499 for
25 sales tax. So prior to 2020, the district ags had

1 been able to take advantage of the Federal Labor --
2 Labor Standards Act -- or the FLSA -- recreational
3 exemption. And this exemption is calculated -- so
4 it's -- it's an exemption for paying overtime to
5 temporary employees due to the seasonality of
6 incomes.

7 And so it is calculated based on cash
8 receipts over the entire year period, the lowest six
9 months compared to the highest six months. And as
10 you can see, when your months are relatively
11 comparable, there's not a lot of difference;
12 therefore, there's really not a -- a demonstration of
13 recreational highs and lows. And so as a result of
14 this, in 2021 we would not be able to take the
15 overtime exemption. Now, we had already previously
16 agreed not to when we accepted the AB 1499 funds, and
17 currently that -- that contract requires that through
18 June 30th. But as the result of our operation in
19 2020 and, again, the relatively balanced nature of
20 our cash flows in 2020, we actually would not be able
21 to take advantage of that opportunity for the
22 remainder of 2021.

23 So if there are AB 1499 funds, it will not
24 be a problem for us to approve that, to approve and
25 say, yes, we will be in compliance with paying

1 overtime to our temporary employees. And this is
2 primarily due to, you know, again, fairs and -- and
3 just the activity that -- the seasonality of, you
4 know, this big boom of revenues in a very short
5 period of the year and -- but not necessarily a
6 sustainable, you know, business model throughout the
7 year of that activity.

8 DIRECTOR GELFAND: Question: It's a
9 federal law. So it trumps our state employment laws
10 as it relates to overtime?

11 CEO CARLENE MOORE: Yes. And it's -- it's
12 interesting, but the recreational exemption -- there
13 are -- so there are exemptions within that federal
14 law. And, yes, it does. It trumps until there was
15 the passage of -- I can't remember the legislation.
16 I can just remember who wrote it.

17 So when -- when fair funding -- when
18 AB 1499 was introduced with regard to the sales tax,
19 part of what was tagged onto that legislation was
20 that -- because the DAAs and in some instances even
21 county fairs can, if they're a true county fair, take
22 this exemption in terms of overtime, but tagged onto
23 the AB 1499 legislation was that we would relinquish
24 that exemption in order to accept the sales tax
25 dollars.

1 But, yes, it does. And the exemption -- so
2 oftentimes you see this at city -- some city pool
3 operations, kind of city parks and recreation are
4 oftentimes exempt from paying overtime.

5 DIRECTOR GELFAND: So this is -- does it
6 apply -- when it applies, does it apply to every
7 employee of the fair? Or just the seasonals? Or
8 just the ones related to the fair ops? Or --

9 CEO CARLENE MOORE: Just the temporary.

10 DIRECTOR GELFAND: Horse racing ops, for
11 example?

12 CEO CARLENE MOORE: Well, our -- if they're
13 our employee, it applies. It does not apply to the
14 Thoroughbred Club or to Premier. It's just to the
15 DAA. And it really is just to the temporary or what
16 have commonly been called the 119-day employees,
17 because for our -- our full-time employees we're
18 required to pay -- to pay overtime. And so it's
19 really just those temporary seasonal hires.

20 DIRECTOR GELFAND: Thank you.

21 CEO CARLENE MOORE: Does anybody else have
22 any questions with regard to the CDFA's -- the
23 statement of operations?

24 Then with that I will move forward, on
25 to -- on to the budget.

1 PRESIDENT VALDEZ: So, Carlene, what I'd
2 like to do, so that we can -- and suggest otherwise
3 if you have another idea -- I'd like to have the
4 informational component of the Finance Committee to
5 be done -- to be completed, then have public comment,
6 and then the action item taken.

7 There's two different action items that
8 need to be taken: One is the operating budget, and
9 the other one is the "Home Fun." Can you go through
10 both of them and then see if we have any questions?
11 And then I can open up to public comment.

12 CEO CARLENE MOORE: Yes, and because really
13 they tie together.

14 PRESIDENT VALDEZ: I thought so. Thank you
15 for that.

16 CEO CARLENE MOORE: All right. Can you
17 guys pull up the last slide show.

18 So in the packet that was sent out on
19 Friday and again also available on the website, it
20 did include the 2021 operating budget update. The
21 primary update to this is the fair program. So,
22 again, this is the budget that has been a work in
23 progress and continues to be. And I suspect that we
24 will have -- may have other considerations as we
25 continue to move forward in 2020, especially as we

1 bring forward The Center operational plan, as other
2 things may come to light throughout this year as the
3 state of California does continue to -- to open up.

4 This update includes the addition of the
5 RTA administration and maintenance, plus those
6 project budgets that I spoke to. I'm not gonna go
7 over those in detail because, again, this board
8 reviewed them and approved them at the March 9th
9 meeting. So the primary focus of this will be on the
10 Homegrown Fun event.

11 It does -- there's not -- there have not
12 been any changes to the permanent staffing levels.
13 Those continue to be the same since they have been at
14 October 16, but there is an increase to temporary
15 staff where it was needed for the Homegrown Fun
16 event.

17 Go ahead.

18 So also included in this update is our
19 anticipated targeted support funding from CDFA.
20 There's information in -- in your board packet with
21 regard to the announcement that came out from CDFA
22 just last month, the -- the -- how they're handling
23 the balance of funds from AB 75. And that is they've
24 broken that into two categories: One of which has
25 been an allocation to all DAAs, which we've already

1 received ours -- it was \$1.56 million -- and then the
2 other being targeted support. And this is where this
3 application that is due this Friday where we show and
4 demonstrate our need. The total pool of funds for
5 that portion is \$9.7 million.

6 This budget has previously included
7 Premier's operations for events and horse racing, and
8 I just wanted to make a note of it here that it has
9 not been adjusted with this latest change just last
10 week coming out of -- out of the state and the
11 governor's office with regard to the opening up of
12 California come June. So that has not been -- and so
13 this may be one of those things that will need to be
14 adjusted as we go forward next month.

15 And, again, since we've been building this,
16 expenses have not yet fully been allocated out from
17 admin and -- and overhead.

18 If I can back up just a moment. It's also
19 worth noting, with regard to the Premier and the food
20 and beverage operations, that we've been very
21 conservative in our approach with that, meeting with
22 Premier quite often through the budgeting process in
23 determining numbers, reviewing it long and hard,
24 being very conservative on our estimations of
25 attendance for events, now for Homegrown Fun, for

1 horse racing. And the F&B calculations even
2 previously are calculated based on the historic
3 per-cap spending for the attendance that we
4 anticipate under what was formally the reduced
5 capacity levels that we had.

6 Go ahead with the slide.

7 So, again, this is a program-based budget
8 and the various columns for each program.

9 One thing that I want to point out is that,
10 because we have not fully allocated out those admin
11 and overhead expenses, when we get to, you know, sort
12 of the bottom of the budget and it's showing kind of
13 net, in essence, profit or loss on any particular
14 program, please don't read too much into that yet,
15 because again those expenses are primarily -- a lot
16 of those are sitting in admin and overhead, have not
17 been allocated out to -- to the programs.

18 So this is our 2021 operating budget
19 update. It's primarily -- like I said, I'll be
20 speaking to the SDCF program column. Previously
21 we've had the administration overhead, emergency
22 relief, horse racing, and then events. And as you
23 may recall, events is both the events column as well
24 as the Horsepark column, because that's where we were
25 showing our anticipation of -- of horse shows. And

1 so now we will add in Homegrown Fun.

2 So I -- so I'm primarily focusing, like I
3 said, on the San Diego County Fair, in essence, the
4 SDCF column here with regard to forecasted revenues.
5 And I think it's really important just to -- I know
6 we continue to state this and just reiterate it, but
7 that is it really has been a conservative approach,
8 we believe, to the -- the revenues, and then more
9 aggressive on -- or kind of liberal on the expense
10 side of it, meaning kind of going higher with
11 anticipated expenses in preparation for this.

12 So the assumptions for this are -- and
13 there's detail in your packet on page -- let me go to
14 it -- 34, I think it is.

15 PRESIDENT VALDEZ: Yeah.

16 CEO CARLENE MOORE: Or 36. On page 36, the
17 detail that comprises this \$4.7 million here at the
18 bottom of the screen of program revenues.

19 So these -- the assumptions that were made
20 was daily admission of 13,000 paid people, parking of
21 4,000 cars a day, this is at reduced capacity of
22 65 percent of our overall calculated capacity of the
23 area that we are putting on Homegrown Fun in. So we
24 also feel we have room to grow as things open up as
25 well. Our -- the per cap that we calculated on

1 concessions is \$14 per person.

2 I also want to be clear on this page. The
3 food and beverage row of this is Premier, and this is
4 for the operation primarily of our bar areas, whereas
5 concessions are included in the overall program, and
6 that's our food and bev- -- our food and beverage
7 stands throughout the -- the grounds or the Homegrown
8 Fun event footprint.

9 DIRECTOR GELFAND: Carlene?

10 CEO CARLENE MOORE: Yes.

11 DIRECTOR GELFAND: Can I ask a question?

12 PRESIDENT VALDEZ: Yes.

13 DIRECTOR GELFAND: Is the parking all gonna
14 take place on the fairgrounds property? As opposed
15 to Horsepark.

16 CEO CARLENE MOORE: Currently that is the
17 plan. And part of the reason for that was also
18 looking at and especially keeping in mind, you know,
19 what we've been operating under in terms of public
20 health guidelines, requirements, and things like that
21 for public transportation. So not only the cost of
22 that transportation but then also, you know, the
23 cleaning and sanitizing and things like that. So
24 this is a plan where everything is contained on the
25 fairgrounds proper.

1 So also, again, and to President Valdez'
2 point, the rates -- so this is -- one of the
3 assumptions are the rates that have been proposed as
4 part of this packet, as well, on page 42. And then
5 it also incorporates in merchandise sales.

6 So we have -- we have quite a bit of
7 merchandise on hand for our planned-for and
8 almost-ready-to-execute 2020 San Diego County Fair.
9 So a little retro flashback to the fair that almost
10 was, as well as we plan to have some branded
11 merchandise this year for Homegrown Fun because, I
12 mean, what a commemorative item that's going to be.

13 So overall what this does is it increases
14 our revenues by \$5,655,915 bringing this program
15 in -- into play.

16 Next slide.

17 DIRECTOR SCHENK: I have a question, if I
18 may ask. Does this assume that there will or will
19 not be a July 4th fireworks display?

20 KATIE MUELLER: Yes. That is assumed in
21 this budget.

22 DIRECTOR SCHENK: That there will be?

23 KATIE MUELLER: Yes.

24 DIRECTOR SCHENK: Okay. Thank you.

25 VICE PRESIDENT ROWLAND: And I have a

1 question about when you're trying to determine or
2 look at your revenues. I know you talked before
3 about being conservative, in other words, high on
4 expenses and conservative, I guess, on -- on
5 revenues, but what level of probability do you give
6 to the revenue projections? What are you kind of
7 shooting for? Are you looking for something that's
8 like very certain? Like you're 90 percent certain
9 this is what it's gonna be at? I mean, so what --
10 I'm just trying to -- I'm trying to understand how
11 conservative your thinking is as you're putting this
12 together.

13 CEO CARLENE MOORE: We -- we are confident
14 in being able to obtain these numbers. The ability
15 to park and some of the challenges that are
16 associated with, for example, like the parking and
17 the way in which we'll be bringing people in because
18 of the smaller configuration of this -- so -- but it
19 does have the potential to grow.

20 VICE PRESIDENT ROWLAND: Okay.

21 CEO CARLENE MOORE: In growing -- and when
22 I -- so in terms of being a bit more liberal on
23 the -- on the expenses is that we've tried to
24 estimate high; take, in essence, as we're working
25 together, just sort of informal quotes on things, the

1 higher numbers in putting together the expense side
2 of it. There may be some savings, but the -- we feel
3 confident in terms of the most -- expense-wise at
4 this level of an event, this is what we would be
5 spending on it.

6 VICE PRESIDENT ROWLAND: Okay. Thank you.

7 CEO CARLENE MOORE: And then if I can just
8 go back to Director Schenk's question about the
9 fire -- so the fireworks are included in the
10 expenses. They're within -- in our entertainment
11 expense budget, but they -- but in terms of revenue,
12 this -- the 13,000 people per day would -- in this
13 plan, would apply to the 4th of July as well.

14 So in terms of the expenses, again, there's
15 been no changes to full-time personnel expenses, but
16 there has been to part time. And it will take about
17 366 positions to staff this event. And part of that
18 is because of the operating hours of it that
19 requires, obviously, more than just an eight-hour day
20 or, in essence, just one shift per day, as well as
21 just the host and myriad of positions from traffic
22 controllers and parking attendants and personnel, to
23 guest services folks, to the just additional labor
24 that is needed in order to plan and execute the event
25 in our, you know, exhibits program and the

1 entertainment side of things, layout of the facility,
2 and so on. So there is about a \$906,000 increase in
3 personnel expenses that is included within this
4 budget.

5 In addition to that, there are other
6 expenses. And, again, it --

7 PRESIDENT VALDEZ: Can I interrupt real
8 quick?

9 So in addition to the 906-, you also have
10 fringe benefits for that? For -- for just the
11 part-time addition is \$1.85 million?

12 CEO CARLENE MOORE: Yes.

13 PRESIDENT VALDEZ: So that's new, in
14 addition -- additional expenses for, basically, this
15 event; right?

16 CEO CARLENE MOORE: No. Sorry.

17 So the 906- is the -- the part time. The
18 fringe of 113- -- that 1.8 is the total personnel; so
19 in starting to allocate some of our permanent staff's
20 time over to the event. So the only increase is
21 the -- would be 1- -- 1.01 -- 1.02.

22 PRESIDENT VALDEZ: Okay.

23 CEO CARLENE MOORE: I'm trying to see the
24 numbers out there. It's a little bit stretched.

25 So it's only the part time that's an actual

1 increase to our overall budget. The permanent -- or
2 I'm sorry. The full-time personnel was -- formerly
3 was included under admin and overhead. It's just
4 some of that's starting to be allocated across.

5 PRESIDENT VALDEZ: Right. And I guess
6 that's somewhat to my -- was going to be to my point.
7 You already had the 523- -- you have -- you have
8 under now SDCF --

9 CEO CARLENE MOORE: Uh-huh.

10 PRESIDENT VALDEZ: -- salaries/wages
11 \$523,756, which was already going to be incurred --

12 CEO CARLENE MOORE: Yes.

13 PRESIDENT VALDEZ: -- anyway, whether we
14 had this event or not.

15 CEO CARLENE MOORE: Yes.

16 PRESIDENT VALDEZ: What about the fringe of
17 309-?

18 CEO CARLENE MOORE: Same thing. It already
19 would have been incurred.

20 PRESIDENT VALDEZ: So about \$833,000 was
21 already going to be incurred whether we had this
22 event or not?

23 CEO CARLENE MOORE: Yes.

24 PRESIDENT VALDEZ: Okay.

25 CEO CARLENE MOORE: Yes. So it's about an

1 additional million dollars in personnel expenses
2 to -- to produce the event.

3 PRESIDENT VALDEZ: Okay.

4 DIRECTOR GELFAND: Carlene --

5 CEO CARLENE MOORE: So then in addition --
6 yes.

7 DIRECTOR GELFAND: I was gonna say, I -- in
8 terms of the fireworks and 4th of July, is the COVID
9 vaccination program a seven-day-a-week deal?

10 CEO CARLENE MOORE: It is, as long as
11 there's supply.

12 DIRECTOR GELFAND: Okay.

13 CEO CARLENE MOORE: But they will not be in
14 operation on the 4th of July.

15 DIRECTOR GELFAND: Ah, okay. So could you
16 theoretically sell more -- more parking spaces that
17 day for the fireworks?

18 CEO CARLENE MOORE: There are a number of
19 factors in addition to just the parking space, but
20 also the accommodation of the people, the location of
21 the fireworks, where we're placing those, and what
22 viewing area would be available. So it's something
23 we're looking at. We're not totally done on that
24 subject matter, especially as -- with last week's
25 announcement. But currently --

1 DIRECTOR GELFAND: Okay.

2 CEO CARLENE MOORE: -- the plan would have
3 been -- under our previous restrictions the plan
4 would have been to keep the crowd limited on the
5 4th of July. And whether or not that we adjust that
6 based off of -- of reopenings and -- and things like
7 that has yet to be -- remains to be determined.

8 So in terms of kind of overall program
9 expenses, you know, a major category for us is
10 marketing. We need to spread the word, get it out
11 there. But this was primarily done in the form of
12 digital ads and social media, but we obviously need
13 to upgrade our website to really have that branded,
14 you know, image and theme of Homegrown Fun carried
15 out.

16 Another significant area for us is also the
17 guest experience. And this is everything from the --
18 the experience and the interaction that they have
19 from, you know, traffic, through parking, through
20 those front gates, but also the ambience and -- that
21 we wind up creating and, you know, carrying, again,
22 the theme throughout and still living up to the
23 expectation that our community has of -- of -- of our
24 production and quality of events here at the Del Mar
25 Fairgrounds.

1 There's also included in this awards and
2 prizes primarily in our -- our livestock competitions
3 but also in some of our other on-the-spot contests,
4 costs of supplies and things like that as well.

5 And as always and has been our mantra for a
6 very long time, the importance of safety and security
7 of our -- our personnel, of the public that's coming
8 in, of our participants and our partners and our
9 vendors, and so just ensuring that we're really
10 providing a very safe and trustworthy environment for
11 people to come and have a really great quality
12 experience with us. So we have -- we are continuing
13 with, you know, ATV patrols, event security, K-9
14 services, law enforcement services as well.

15 And we're also really excited to have
16 Sudsy's Hand Washing Station come, because that's
17 just a fun way to wash your hands if you're tired of
18 singing your ABCs. And then also the additional
19 personal protective equipment that we'll need to be
20 supplying to our staff.

21 Also in this are entertainment and shows.
22 And this is where -- and it's everything from some of
23 the shows that Katie talked about earlier in her
24 report, you know, the dock dogs and the, you know,
25 pig races and the Hollandia milking, but kind of

1 buskers and street performers and what will look like
2 and feel like kind of pop-up performances that take
3 place throughout -- throughout the event.

4 DIRECTOR GELFAND: Carlene.

5 CEO CARLENE MOORE: Yes.

6 DIRECTOR GELFAND: Another question.

7 Can you remind me? Is there gonna be --
8 are there gonna be flower competitions and things
9 like that going on from an agricultural standpoint?

10 And as a weird followup, because this event
11 is called "Homegrown," is there anything marijuana
12 related gonna be there?

13 CEO CARLENE MOORE: No. There -- "no" to
14 both of those. Instead of our traditional
15 competitions that we've had, that's where we're
16 having, in essence, kind of two ways for people to
17 participate in the fair. One is on-the-spot
18 contests. And that will be, you know, where kind of,
19 you know, people have -- and a contest is sort -- put
20 together with the crowd that -- the audience that's
21 at hand. The other is our make-and-take
22 demonstrations. And so instead of having people
23 create something at home and bring it to the fair for
24 judging, they will have the opportunity to actually
25 come to Homegrown Fun, create something here, have it

1 judged, and take it with them. So almost creating a
2 keepsake or commemorative experience to take back
3 with them.

4 Other -- and so other expenses, like, we
5 will once again have our junior livestock show, as we
6 know that was actually very successful for us last
7 year with it being a virtual show. This time it will
8 not be open to the public, but it will be broadcast.
9 And so there are some expenses associated with the --
10 the audiovisual production of those shows. And then,
11 of course, we'll have some utility. So we have
12 incorporated into this utility increases, because
13 when you have more people, more people are, you know,
14 using facilities, washing their hands, using paper
15 towels and things like that. So some increases
16 there.

17 And so overall our -- or the increase in
18 expenses, exclusive of personnel, is \$2,730,555. And
19 when you put all of that together, of the direct
20 expenses for Homegrown Fun and those revenues with
21 it, it actually improves our net position by just
22 over \$2,000,000; meaning that if we hit all of our
23 goals with this event and our -- our approach to it,
24 we actually start to -- you know, we are chipping
25 away at the overall year forecasted loss due to --

1 due to operations.

2 But, again, if you look at the column, the
3 left-most column of figures, the total, and the
4 figure that is at the bottom there, that is
5 keeping -- keep in mind that this includes receiving
6 that additional \$9,000,000 in support from CDFA
7 through the targeted support application. So if we
8 receive that, we nail it on Homegrown Fun, our
9 events, you know, if nothing was to change other than
10 what we had forecasted -- so, really, our goal at
11 this point, with things opening back up here in the
12 state of -- in the state of California and with
13 San Diego County and just those opportunities, is
14 gonna be to overcome that red figure at the bottom of
15 the total column there.

16 Next slide.

17 So in terms of --

18 DIRECTOR GELFAND: Excuse me. I have
19 another question.

20 The Center and its potential opening, is
21 that essentially put off until 2022 at this point?
22 Or is there any revenue or expenses associated with
23 that?

24 CEO CARLENE MOORE: It has not been put off
25 to 2022; so working with the Contracts Oversight

1 Committee on that with regard to the logistical plan
2 and the operational plan of that and then the
3 budgetary impacts of it.

4 Part of it -- so we were in -- looking to
5 open later this fall. So it's kind of -- that's the
6 target we have in mind. But like I said, working on
7 that plan and this budget which would be bringing
8 back for this board hopefully at next month's -- the
9 goal being next month's board meeting.

10 DIRECTOR GELFAND: Thank you.

11 CEO CARLENE MOORE: And so then we'll see,
12 with that, how that -- how that may impact. I would
13 anticipate, especially in -- in opening something
14 new, you don't usually start off with operating at a
15 profit. But we'll see how close we can -- how close
16 we can get there.

17 PRESIDENT VALDEZ: Kind of a followup to
18 that. I mean, I kind of view this as complete --
19 constantly pivoting and reacting to the changing
20 possibilities. So with respect to horse racing, for
21 instance, would you envision going -- you know,
22 looking at that, seeing now we can have, you know,
23 attendance and maybe even larger than we anticipated?
24 And might we tweak the numbers for horse racing, for
25 instance, either -- at least for fall? Maybe for

1 both summer and fall?

2 CEO CARLENE MOORE: Yeah. And the primary
3 thing that will be tweaked within that will be food
4 and beverage. And that's where -- so with this
5 latest announcement, now we'll go back and work with
6 Premier on what an updated forecasted budget looks
7 like based on those parameters.

8 And again, as -- you know, as Mark Wiggins
9 stated earlier the plans and as well as DMTC, you
10 know, the plan to be fully operational for the summer
11 race meet, and then as well as we know -- although
12 Breeders' Cup in the fall is probably less of an
13 impact because that was already forecasted at about
14 80 percent.

15 PRESIDENT VALDEZ: Right. Right.

16 CEO CARLENE MOORE: But, yes, overall there
17 should be a -- some more positive contributions to
18 our net bottom line based on -- on the approach that
19 we've had.

20 PRESIDENT VALDEZ: Great.

21 CEO CARLENE MOORE: But what we didn't want
22 to do in terms of this -- again, that news was just
23 last week -- was already start making -- making too
24 many changes to this; so really just focusing on --
25 on Homegrown Fun and then the CDFA targeted support.

1 PRESIDENT VALDEZ: Great. Thanks.

2 CEO CARLENE MOORE: So with that, that's
3 some of the next steps that we'll be working on, as
4 well as -- and now that we have -- really are nearing
5 the end, other than some -- some tweaks with the
6 reopening, but really looking at the allocation of
7 those shared expenses. And then as -- as this board
8 works through strategic planning process and we
9 continue to move forward not necessarily with just
10 this budget but really going forward overall is that
11 there's just alignment of our budget with the goals
12 of this board and whether those are operational,
13 capital improvements, you know, long range, but
14 they're always kind of building everything in a
15 comprehensive and forward direction.

16 I think that just leaves if there are any
17 questions.

18 PRESIDENT VALDEZ: Okay. I can't see
19 anybody. So if you have questions, please fire away.

20 Okay. Now I can see everybody. Okay. I
21 don't see anybody.

22 Before we have any formal motion, I'm gonna
23 now have public comment. And the first member of the
24 public signed up for this agenda item is Martha
25 Sullivan.

1 MARTHA SULLIVAN: Hello. This is Martha
2 Sullivan again, and I don't have any additional
3 comments for this item. Thank you.

4 PRESIDENT VALDEZ: Thank you.

5 On to Laura DeMarco.

6 LAURA DEMARCO: Hi. This is Laura DeMarco.

7 Just a couple of things for clarification:
8 If you go to page 39 of your agenda packet and you
9 look at the 2021 budget, it has \$831,000 -- \$831,126
10 for Horsepark. And as you know, Horsepark has been
11 closed for the entire foreseeable future, through
12 2021. So I'm wondering if that revenue is what is
13 happening over at the fairgrounds as some of the
14 horse shows that have moved over there.

15 And then the second question is on the
16 addendum that was just sent out. Page 2 on the --
17 under the horse show column, it showed zero for 2020,
18 and I'm just surprised because horse show organizers
19 have told us that they spent -- or gave the 22nd DAA
20 approximately \$1.3 million. That includes the time
21 in 2020 where Horsepark and all of the facilities
22 were closed between March and June of last year. As
23 you know, Horsepark and horse sports are very
24 pandemic resistant. So they were able to generate
25 \$1.3 million despite that in 2020, and because in the

1 2020 expenses on that page 2 of the addendum you have
2 \$195,000 in expenses. So you have expenses there but
3 no revenues for horse shows.

4 And that brings up another thing is the
5 Del Mar National Horse Show has been canceled two
6 years in a row now. That brings in typically over a
7 million dollars if it's well organized and especially
8 with the sponsorships that are available. And if
9 this is not soon confirmed, you will lose that date
10 nationally. There is -- it's -- as you know, it's
11 three weeks. It's typically in the spring. The last
12 time it happened was April 30th to May 5th of 2019.

13 DONNA O'LEARY: Ms. DeMarco, your time is
14 up.

15 LAURA DEMARCO: Okay.

16 PRESIDENT VALDEZ: Okay. Thank you.

17 DIRECTOR GELFAND: I would like to know the
18 answer to one of Laura's questions. The -- what is
19 it? 800- --

20 PRESIDENT VALDEZ: 831- -- 831,120?

21 DIRECTOR GELFAND: The Horsepark revenue,
22 \$805,000, was that for stuff that was held at the
23 fairgrounds? Or, you know, how did we find that?

24 CEO CARLENE MOORE: So -- and sorry if I
25 perhaps glossed over it in the slide, but it was one

1 of the "key assumption" bullet points.

2 And even going back to the presentation of
3 the budget at last month's meeting, that in order to
4 demonstrate the horse show activity that is still
5 taking place we separated that out. It's normally
6 included in the events budget. So it's the
7 combination of the events column and the horse shows
8 column that really leads to the activity taking
9 place -- or the Horsepark column that leads to the
10 activity taking place -- anticipated activity taking
11 place here at the fairgrounds this year. So, no, we
12 are -- there is not activity planned at Horsepark.

13 DIRECTOR GELFAND: That's what I thought.

14 CEO CARLENE MOORE: Yeah, in terms -- if I
15 can just clarify as well.

16 The CDFA statement of operations and the
17 line for the horse show is the Del Mar National Horse
18 Show; otherwise, horse shows are included in the
19 overall interim attractions and miscellaneous
20 non-fair programs. Again, this has to do with how
21 the State of California and Department of Food and
22 Agriculture requires the reporting of information.
23 So it's not that we didn't have any revenue from
24 horse shows in -- we did not have revenue from our
25 horse show of the Del Mar National.

1 So again, many of these categories --
2 admissions to grounds, industrial and commercial
3 space, carnivals, concessions -- that's our
4 operations, horse show being included in that. And
5 so I hope -- hope that helps to clarify that
6 misunderstanding.

7 PRESIDENT VALDEZ: Thank you.

8 That was the last member of the public
9 signed up for this agenda item. So now I think we
10 really only have one action item. And that is --

11 CEO CARLENE MOORE: I actually didn't speak
12 to the rates. I forgot that part.

13 PRESIDENT VALDEZ: Oh, okay. Yeah, do you
14 want to tell us about the rates?

15 CEO CARLENE MOORE: I don't know if you
16 need me to, but included on -- on page 42 you had
17 asked me to, and I didn't. But that is, and as I
18 alluded to during the presentation, the Homegrown Fun
19 rates.

20 So, again, the assumptions were based on
21 this calculation of \$10 per square foot for our
22 commercial vendor space; 25 percent of adjusted
23 gross, so after sales tax is deducted on food
24 vendors. This is our very typical percentages that
25 we charge. So no change there. Parking at \$12 per

1 car; admission at \$10 per person, with kids five and
2 under free.

3 KATIE MUELLER: Yeah, I -- that -- I just
4 wanted to know that it's incorrectly stated on the
5 page. It says "under five," but it's five and under.

6 CEO CARLENE MOORE: Oh, okay. So, yeah,
7 kids five and under.

8 And the NCTD ticket bundle, which for \$12
9 people can avoid the parking and still come by riding
10 several different forms of transportation through
11 NCTD, and it includes admission to Homegrown Fun.

12 PRESIDENT VALDEZ: Great. Thank you.

13 Any questions on the rates?

14 Hearing none -- okay. So I think we just
15 have one action item, and that is approval of the --
16 how about we call it the amended 2021 operating
17 budget contained on pages 31 to 41 -- I'm sorry -- 39
18 to 41 of your board packet.

19 Do I have a motion?

20 VICE PRESIDENT ROWLAND: I'll move it.

21 CEO CARLENE MOORE: Are you separately
22 gonna take a vote?

23 DIRECTOR GELFAND: I'll second.

24 PRESIDENT VALDEZ: Hold on one second.

25 Okay. Yes. This is only on the operating

1 budget. So I have a first from Rowland. I have a
2 second from Gelfand. Any questions or comments?

3 Hearing and seeing none, Donna, can you
4 please call the vote.

5 DONNA O'LEARY: President Valdez.

6 PRESIDENT VALDEZ: Aye.

7 DONNA O'LEARY: Vice President Barkett.

8 VICE PRESIDENT BARKETT: Aye.

9 DONNA O'LEARY: Vice President Rowland.

10 VICE PRESIDENT ROWLAND: Aye.

11 DONNA O'LEARY: Director Gelfand.

12 DIRECTOR GELFAND: Aye.

13 DONNA O'LEARY: Director Mead.

14 DIRECTOR MEAD: Aye.

15 DONNA O'LEARY: Director Mosier.

16 DIRECTOR MOSIER: Aye.

17 DONNA O'LEARY: Director Nejabat.

18 DIRECTOR NEJABAT: Aye.

19 DONNA O'LEARY: Director Schenk.

20 DIRECTOR SCHENK: Aye.

21 DONNA O'LEARY: And Director Sleiman.

22 DIRECTOR SLEIMAN: Aye.

23 PRESIDENT VALDEZ: Motion carries

24 unanimately. Thank you.

25 Sorry, you know, I -- I just had a brain

1 blip. I thought that 5 had to do with approving the
2 "Home Fun" budget. It's approving the home run --
3 Homegrown -- I'm in baseball right now. I'm very
4 excited. Anyway, we are approving the Homegrown Fun
5 rates, which is something that the board must do.
6 And so those rates are set forth on page 42 as
7 Carlene had stated. I need a motion for approval.

8 DIRECTOR GELFAND: So moved.

9 DIRECTOR SLEIMAN: Second.

10 PRESIDENT VALDEZ: Gelfand, and a second by
11 Sleiman.

12 Any questions? comments? discussion?

13 Donna, call the vote.

14 DONNA O'LEARY: Okay. President Valdez.

15 PRESIDENT VALDEZ: Aye.

16 DONNA O'LEARY: Vice President Barkett.

17 VICE PRESIDENT BARKETT: Aye.

18 DONNA O'LEARY: Vice President Rowland.

19 VICE PRESIDENT ROWLAND: Aye.

20 DONNA O'LEARY: Director Gelfand.

21 DIRECTOR GELFAND: Aye.

22 DONNA O'LEARY: Director Mead.

23 DIRECTOR MEAD: Aye.

24 DONNA O'LEARY: Director Mosier.

25 DIRECTOR MOSIER: Aye.

1 DONNA O'LEARY: Director Nejabat.

2 DIRECTOR NEJABAT: Aye.

3 DONNA O'LEARY: Director Schenk.

4 DIRECTOR SCHENK: Aye.

5 DONNA O'LEARY: And Director Sleiman.

6 DIRECTOR SLEIMAN: Aye.

7 PRESIDENT VALDEZ: Great. Motion carries
8 unanimately. That concludes finance -- Finance
9 Committee report.

10 On to item H, Legal Committee. There's
11 nothing to report and there's no members of the
12 public signed up for that agenda item.

13 On to Public Comment. Again, as a
14 remainder, limited to two minutes and on non-agenda
15 items. So first up on Public Comment is Martha
16 Sullivan.

17 MARTHA SULLIVAN: Hello again. I think
18 it's really important for you board members to be
19 aware of what happened to one of the governor's
20 appointments to the California Horse Racing Board
21 last year, Wendy Mitchell. I'm gonna read from an
22 L.A. Times article which captures it.

23 Quote: The senate voted on
24 Monday afternoon in what was routinely
25 a prolonged process. Mitchell had a

1 29-to-5 vote for confirmation at
2 2:30 P.M. that turned into a 17-to-20
3 denial by 3:30 P.M. According to
4 multiple people familiar with the
5 process, extensive lobbying was done
6 on the floor of the senate, although
7 no individual senator has claimed to
8 be heading the effort.

9 Mitchell has been aligned with the
10 racing reform wing of the CHRB, which
11 includes Vice Chairman Oscar Gonzales
12 and Brenda Davis. Gonzalez unanimously
13 was reappointed in September, and Davis
14 was unanimously confirmed Monday.

15 Mitchell said she was, quote,
16 "mystified by the vote." And she
17 further said, "Change is hard. I get
18 that. It's slow and sometimes painful
19 for those accustomed to the status quo."

20 Sadly, it would appear that
21 Monday's confirmation vote was the old
22 guard of the industry fighting back
23 against reform. Reform of horse racing
24 and reform being implemented by a woman
25 who is not beholden to the "old boys"

1 network.

2 Mitchell said she was in the
3 process of calling every senator who
4 voted against her.

5 So I think this is an important reminder of
6 where horse racing still is. The culture change is
7 not taking very well, and they are -- they don't like
8 being told what to do, particularly by a woman.

9 PRESIDENT VALDEZ: Thank you.

10 Next up is Liz Jacobelly.

11 A/V TECHNICIAN: She's no longer on the
12 queue.

13 PRESIDENT VALDEZ: Next is John Moot.

14 A/V TECHNICIAN: You're in the meeting,
15 John. Star six.

16 JOHN MOOT: There we go. How's that?

17 PRESIDENT VALDEZ: We can hear you.

18 JOHN MOOT: Okay. My name is John Moot. I
19 represent Talley Amusements. On March 30th I sent a
20 letter requesting that RFP 20-05 be put on your
21 public agenda because no action had been taken by the
22 board to cancel it.

23 Prior to the filing of the most recent
24 protests, it had been on your agenda to award a
25 five-year contract to RCS. For two years in a row

1 RCS failed to demonstrate all their subcontractors
2 were licensed in the state of California, which is
3 the reason why the 2019 protest was granted.

4 When the board agenda came out, there was
5 no item for discussion. When I inquired who canceled
6 the RFP, no person responsible for this decision was
7 identified. I was advised that the sole discretion
8 to readvertise, postpone, or cancel an RFP is a staff
9 function.

10 Given the failed history of RFPs since 2018
11 to award a contract for carnival services on the
12 midway, I find it odd that the governor's appointees'
13 role in this process is merely that of potted plants.
14 It's time to exercise your oversight. Your general
15 manager and deputy general manager each have a
16 conflict.

17 In 2019, both were evaluators of the
18 proposals which required all subcontractors be
19 licensed. They were certainly aware of the protest
20 was granted because they were not licensed. Both
21 were evaluators in 2020 and could see that RCS again
22 did not submit evidence that their subcontractors
23 were licensed, but they did not qualify RCS or mark
24 them down on a score on an RFP already decided by a
25 razor-thin margin. Instead, they put on the agenda

1 contract award to a company for the second year in a
2 row did meet -- did not meet the RFP requirements.

3 Putting aside why they would do such a
4 thing, they have at this point a conflict of
5 interest. If a well-qualified carnival operator who
6 has managed some of the largest fairs in the country,
7 who was the only one who met all the terms of the RFP
8 and actually had the highest score --

9 DONNA O'LEARY: Mr. Moot, your time is up.

10 PRESIDENT VALDEZ: Thank you.

11 On to Jane Cartmill.

12 JANE CARTMILL: Well, I think I speak for
13 many when I say that I'm astonished that the horse
14 racing industry, while apparently trying to improve
15 its image in the last couple of years, fails to
16 police itself and rid itself of repeat offenders in
17 doping. That sentiment is apparently shared by Joe
18 Clancy, editor of Mid-Atlantic Thoroughbred, an
19 industry publication.

20 In his April editorial, where he addressed
21 the need to gain public trust, Clancy cites the fact
22 that California's own Doug O'Neil is a potential
23 inductee for the National Museum of Racing Hall of
24 Fame having won more than 2500 races but also having
25 his horses test positive for an assortment of drugs,

1 including dantrolene, dexamethasone, flunixin,
2 phenylbutazone and more. He's been fined in multiple
3 years and fined and suspended again just four days
4 after the letter to the hall of fame voters.

5 Bob Baffert's Gamine was voted champion
6 female sprinter of 2020 but was disqualified at
7 Oaklawn Park after testing positive for lidocaine and
8 from Kentucky Oaks after testing positive for
9 betamethasone. Baffert attributed the first
10 violation to a pain-relief patch worn by his
11 assistant trainer and the second on the threshold
12 guidelines. The horse received the drug four days
13 outside of the recommended withdrawal time.

14 Clancy said, quote, "Horses are athletes
15 and get treated for ailments and conditions. They
16 race at tracks all over the country. Contamination,
17 sensitive testing, different rules all play a part.
18 Train horses long enough and you'll violate a rule.
19 I get it. But here we are doing the industry a
20 disservice," end of quote.

21 When your own ontologists [phonetic] for
22 racing are pointing the dirty finger at you, isn't it
23 time to clean house? How can you expect the public
24 to have faith that horses are treated well in racing
25 when repeat abusers are actually praised and honored

1 by the industry? Thanks.

2 PRESIDENT VALDEZ: Katrine McDonagh.

3 KATRINE MCDONAGH: Can you hear me?

4 PRESIDENT VALDEZ: Yes.

5 KATRINE MCDONAGH: Okay. I am the owner of
6 B-Thrilled Attractions. I have been an independent
7 ride operator at the San Diego County Fair for
8 several years. Your announcement to put out an RFP
9 left me hopeless about filling in my route for a
10 whole month, including the 4th of July, known on all
11 midways as one of the most profitable days of the
12 year.

13 Mary Talley generously included my fall
14 business in her RFP. She even paid for my California
15 foreign business license in order to be compliant
16 with your qualifications. If I'm not mistaken, she
17 was the only one that met that requirement.

18 You, the board of directors, claimed you
19 had no option to manage an independent carnival
20 because of lack of finances. Didn't Talley
21 Amusements' proposal offer almost \$10,000,000 more to
22 the fair than your other submitted proposal? It's
23 obvious to me that Talley Amusements should have been
24 the awarded winner, considering she met every demand
25 that was required and offered a better financial

1 profit for your fair.

2 Talley Amusements' competitor has a great
3 show and a friendly rapport with members of your
4 staff and board, but Tom and Mary Talley also have a
5 great show with fantastic independent rides included
6 and met all of the RFP requirements. There has been
7 blatant favoritism displayed, and that is not how
8 this process is supposed to work.

9 If you don't have accountability or money
10 or even a carnival this year, what do you have? You
11 have this huge headache of RFPs, protests, lawyers,
12 and journalists exposing all of your mistakes. This
13 whole mess that you created is the same thing that
14 happened to the San Diego County Fair many years ago,
15 and that is the reason that your fair chose to be an
16 independent fair, to avoid all of this. You chose to
17 do it again. You should do it properly, as required.

18 Thank you.

19 PRESIDENT VALDEZ: Thank you.

20 Next is Steve Vander Vorste.

21 A/V TECHNICIAN: Star six, Steve, if you're
22 in the meeting.

23 STEVE VANDER VORSTE: Hello. Can you hear
24 me now?

25 PRESIDENT VALDEZ: Yes.

1 STEVE VANDER VORSTE: Okay. Thank you very
2 much. Steve Vander Vorste here. I have been -- and
3 hello to the board members and to the members of the
4 fair.

5 I have been a fair family member for
6 35 years, since the beginning of the independent
7 midway. And I own S. J. Entertainment, and I'm sure
8 some of -- you know, one of the most popular rides
9 there, the Crazy Mouse, and I have two other very
10 popular rides that have been there. And, anyway, I'm
11 very proud to have been there for 35 years, and I am
12 one of the premier ride operators in the
13 United States.

14 I just wanted to say it's always been said
15 about the bidding process, but I believe that Tom and
16 Mary Talley are some of the best operators and some
17 of the -- of the innovative people in the
18 United States, and I think that they would be a great
19 addition to your fair. And I also have been a part
20 of Magic Money at the Iowa State Fair, which they are
21 very, very happy with. So I just wanted to throw my
22 support and my -- well, my support for Talley
23 Amusements. And thank you very much. I hope to be
24 part of the fair in the future.

25 Thank you.

1 PRESIDENT VALDEZ: Thank you.

2 Mary Talley.

3 MARY TALLEY: Good afternoon,

4 President Valdez, Vice President Rowland, and all
5 directors that are present. My name is Mary Talley.
6 And along with my husband, Tom, we are the owners of
7 Talley Amusements.

8 We've spent a considerable amount of money
9 putting together an over-300-page proposal for a
10 five-year contract to run your carnival midway at the
11 San Diego County Fair. This included thousands of
12 dollars to license all of our subcontractors before
13 submitting our proposal. My competitor even asked
14 that question directly, if it was necessary for all
15 subcontractors to be licensed.

16 We were the only proposer that met all
17 these terms of RPF 20-05 and had the highest score
18 when it was -- when -- score when it was -- we were
19 the only -- when it was not -- I'm sorry. We were
20 the only proposer that met all the terms of the RFP
21 and had the highest score when it was properly
22 calculated.

23 For two years in a row my competitor, RCS,
24 failed to submit, as required, the proof that all
25 subcontractors were licensed in the state. This is

1 not a baseball game where you get three strikes,
2 guys. Talley should be awarded this contract.

3 We have no idea why the RFP was canceled.
4 It was on your agenda to award the contract to my
5 competitor, RCS. But when we filed the protest,
6 which was -- established us as the party who should
7 have been awarded the contract, we heard nothing for
8 over a week, then we were informed that the district
9 had determined it would be in its best interest to
10 cancel the RFP. How can that be? Someone who is
11 poor on cash?

12 We have run some of the largest fairs in
13 the country. Our economic proposal would have
14 produced \$9.5 million more for your fair. With
15 California going to orange tier, we would have worked
16 with you to have some rides, games, and food this
17 year, time permitting. Even without this year's
18 traditional fair, our economic proposal is better
19 than our competitor, Ray Cammack Shows.

20 We still do not know why and who made the
21 decision to cancel this RFP. It has never been on
22 your agenda to do it. You, the board, are the people
23 in charge, and the -- and the public and the
24 fairgoers are looking to you for fairness and to do
25 the right thing.

1 DONNA O'LEARY: Ms. Talley, your time is
2 up.

3 PRESIDENT VALDEZ: Thank you.

4 Next is Jeanne McDonagh.

5 A/V TECHNICIAN: Stand by one second. I'm
6 having a little issue. I'm gonna have to promote her
7 to a panelist real quick, just because she -- oh, you
8 got it? She's coming in a second. There she is.

9 You're in the meeting, Jeannie McDonagh.
10 Jeannie, can you hear us? You're in the Zoom meeting
11 for the 22nd district.

12 PRESIDENT VALDEZ: Why don't we come back.

13 Next is Kim Sankowsky.

14 A/V TECHNICIAN: Star six, Kim. The little
15 microphone on the lower left. Kim, lower left of
16 your computer there's a microphone. You need to
17 press that button to un-mute yourself.

18 And Jeannie has actually left the meeting.

19 So --

20 PRESIDENT VALDEZ: Okay.

21 A/V TECHNICIAN: And Stephen Martin is out
22 of the queue as well.

23 PRESIDENT VALDEZ: Great. So Stephen
24 Martin or Merton was signed up, and he's out. So he
25 was last up for public comment. So we're going back

1 to either Jeanne McDonagh or Kim Sankowsky.

2 Okay. Neither are responding, and that
3 concludes our list of folks signed up for public
4 comment. So we're moving on.

5 We have no closed executive session items
6 to discuss. So we will not be going into closed
7 session. So, therefore, we're not having to
8 reconvene to open session.

9 On to No. 9, Directors Request and Closing
10 Comments. We have -- item B is -- we changed the --
11 the dates of the meetings, only the -- the only
12 change is the June meeting being eliminated. We --
13 our tradition is we do not have a June meeting when
14 we have a fair. Since we will now have the Homegrown
15 Fun, we are proposing not to have a meeting in June,
16 but all other dates remain the same.

17 So I need a motion for approval of the
18 amended meeting dates set forth on page 43 of your
19 packet.

20 DIRECTOR SCHENK: So moved.

21 PRESIDENT VALDEZ: That's Schenk.

22 A second?

23 VICE PRESIDENT BARKETT: Second, Barkett.

24 PRESIDENT VALDEZ: Barkett second?

25 VICE PRESIDENT BARKETT: Yes.

1 PRESIDENT VALDEZ: Any questions? comments?
2 discussion?

3 Seeing and hearing none, Donna, can you
4 please call the vote.

5 DONNA O'LEARY: Sure.

6 President Valdez.

7 PRESIDENT VALDEZ: Aye.

8 DONNA O'LEARY: Vice President Barkett.

9 VICE PRESIDENT BARKETT: Aye.

10 DONNA O'LEARY: Vice President Rowland.

11 VICE PRESIDENT ROWLAND: Aye.

12 DONNA O'LEARY: Director Gelfand.

13 DIRECTOR GELFAND: Aye.

14 DONNA O'LEARY: Director Mead.

15 Director Mosier.

16 THE CERTIFIED STENOGRAPHER: I didn't hear
17 anything from Director Mead. We're having feedback.

18 PRESIDENT VALDEZ: Where were we?

19 THE CERTIFIED STENOGRAPHER: Director Mead.

20 DONNA O'LEARY: Director Mead.

21 PRESIDENT VALDEZ: I don't see Kathlyn on
22 there anymore.

23 DONNA O'LEARY: Yeah.

24 PRESIDENT VALDEZ: Why don't you move on.

25 DONNA O'LEARY: Okay. Director Mosier.

1 DIRECTOR MOSIER: Aye.
2 DONNA O'LEARY: And Director Nejabat.
3 DIRECTOR NEJABAT: Aye.
4 PRESIDENT VALDEZ: Director Schenk.
5 DIRECTOR SCHENK: Aye.
6 DONNA O'LEARY: And Director Sleiman.
7 DIRECTOR SLEIMAN: Aye.
8 PRESIDENT VALDEZ: Motion carries
9 unanimously without Mead --
10 DONNA O'LEARY: Director Mead.
11 PRESIDENT VALDEZ: -- casting a vote.
12 For your -- any items under For Your
13 Information or any directors comments?
14 Hearing and seeing none, do I have a motion
15 to adjourn?
16 VICE PRESIDENT BARKETT: So moved.
17 PRESIDENT VALDEZ: So moved. By
18 acclamation, we are adjourned.
19 (Meeting was adjourned at 4:47 P.M.)

20 - - -

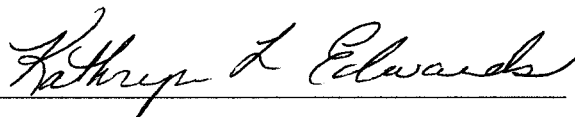
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1 I, KATHRYN L. EDWARDS, Certified Shorthand Reporter in
2 and for the State of California, Certificate No. 7288,
3 do hereby certify:

4
5 That the proceedings were taken before me at the time
6 and place herein named; that said proceedings were
7 reported by me in machine shorthand and later
8 transcribed through computer-aided transcription under
9 my direction, and that the foregoing transcript is a
10 true record of the proceedings.

11
12 I do further certify that I am in no way interested in
13 the outcome of this proceeding nor related to any of the
14 participants or their respective counsel.

15
16 In witness whereof, I have hereunto set my hand this
17 5th day of May, 2021.

18
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