

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

TUESDAY, NOVEMBER 16, 2021

1:30 P.M.

REPORTED BY: Kathryn L. Edwards, CSR No. 7288

Remotely from San Diego

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1 DEL MAR, CALIFORNIA, TUESDAY, NOVEMBER 16, 2021

2 1:37 P.M.

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4 VICE PRESIDENT ROWLAND: Good afternoon,
5 folks, and welcome to the November meeting of the
6 22nd DAA Board of Directors. I'm Joyce Rowland, and
7 I'm calling the meeting to order today.
8 President Valdez has an excused absence.

9 And so we'll be moving to the roll call.
10 And right after roll call, we'll be moving into
11 executive session. We won't be starting back live
12 here until no earlier than 2:30. If it's going to be
13 much later than 2:30, we'll try and put a post on the
14 site to let folks know it will be even a little bit
15 later.

16 So I called the meeting to order at 1:37.

17 And roll call, please.

18 DONNA O'LEARY: Vice President Barkett.

19 VICE PRESIDENT BARKETT: Here.

20 DONNA O'LEARY: Vice President Rowland.

21 VICE PRESIDENT ROWLAND: Here.

22 DONNA O'LEARY: Director Gelfand.

23 DIRECTOR GELFAND: Here.

24 DONNA O'LEARY: Director Mead.

25 DIRECTOR MEAD: Here.

1 DONNA O'LEARY: Director Mosier.

2 DIRECTOR MOSIER: Here.

3 DONNA O'LEARY: Director Nejabat.

4 (Director Nejabat not present.)

5 DONNA O'LEARY: Director Schenk.

6 DIRECTOR SCHENK: Here.

7 DONNA O'LEARY: And Director Sleiman.

8 DIRECTOR SLEIMAN: Here.

9 VICE PRESIDENT ROWLAND: Okay. And with
10 that, we will be moving into closed executive session.
11 And would all the members of the board and anyone else
12 who is on from the DAA please make sure that you leave
13 this meeting formally. Don't just mute. Leave the
14 meeting and join us at the alternate link.

15 (Closed Executive Session: 1:38 P.M. to
16 3:09 P.M.)

17 VICE PRESIDENT ROWLAND: We're reconvening
18 to open session, and we have just come out of closed
19 executive session where we've met and conferred with
20 legal counsel, and we have no actions to report. And
21 we'll now move to the Consent Calendar.

22 And just because I'm new to chairing the
23 meetings, I'll just add that the usual -- the general
24 structure will be, if there's a report, the report
25 will be made, there will be questions from the board,

1 and then followed by public comment. So just so
2 everyone kind of has that firmed up in their mind.
3 And I know that -- that Carlene is ready to flash at
4 me the public comment sign should I forget to take
5 public comment at the appropriate moment. So I don't
6 think that will happen.

7 So the first item is the Consent Calendar.

8 CEO CARLENE MOORE: And you have public
9 comment.

10 VICE PRESIDENT ROWLAND: And so first I'll
11 ask if there are any questions or comments from the
12 board. And we do have some public comment -- public
13 comment on that as well. Any -- anything from the
14 board on the consent calendar before we go to comment
15 and then the motion?

16 Okay. So there are no comments or questions
17 from the board. So we'll go to two folks who have
18 signed up for public comment, starting with Martha
19 Sullivan.

20 AUDIO VISUAL TECH: Martha, you're in the
21 meeting. Star six.

22 VICE PRESIDENT ROWLAND: And public comment
23 is limited to two minutes. We have quite a few people
24 wanting to speak today.

25 MARTHA SULLIVAN: Yeah, hello. This is

1 Martha Sullivan. I don't have anything. I can pass,
2 other than to say that was a long time to have to wait
3 for your public session.

4 VICE PRESIDENT ROWLAND: Thank you, Martha.
5 Lori Saldaña.

6 LORI SALDAÑA: Thank you.

7 I wanted to -- well, actually, could you
8 please come back to me? I just left another meeting
9 and I haven't had a chance to review this. If you
10 could please take another speaker before I'm allowed
11 to speak.

12 VICE PRESIDENT ROWLAND: You are the last
13 person on the consent calendar. Of course there are
14 other opportunities to speak, but we will be going to
15 the motion right after this.

16 LORI SALDAÑA: Then all right. Understood.
17 I will go ahead and pass on my comments for this item.
18 Thank you.

19 VICE PRESIDENT ROWLAND: Okay. Thank you.
20 And so we'll go to a motion on the consent
21 calendar. May I have a motion, please.

22 CEO CARLENE MOORE: Director Schenk, you're
23 muted.

24 DIRECTOR MEAD: I'll move. It's Kathlyn.
25 I'll second Schenk, if he's --

1 DIRECTOR SCHENK: I'm here, and I was muted,
2 but I thank you for that, Director Mead.

3 VICE PRESIDENT ROWLAND: So we have
4 Director Mead and Director Schenk. Okay.
5 Director Schenk and Director Mead. Thank you for the
6 motion, and all in favor to Del Mar --

7 DONNA O'LEARY: We have to take the roll
8 call vote.

9 VICE PRESIDENT ROWLAND: Oh, sorry.

10 DONNA O'LEARY: That's okay.

11 VICE PRESIDENT ROWLAND: I forgot.

12 DONNA O'LEARY: No worries.

13 Vice President Barkett.

14 VICE PRESIDENT BARKETT: Yes.

15 DONNA O'LEARY: Okay.

16 VICE PRESIDENT BARKETT: Aye.

17 DONNA O'LEARY: Vice President Rowland.

18 VICE PRESIDENT ROWLAND: Aye.

19 DONNA O'LEARY: Director Gelfand.

20 DIRECTOR GELFAND: Aye.

21 DONNA O'LEARY: Director Mead.

22 DIRECTOR MEAD: Aye.

23 DONNA O'LEARY: Director Mosier.

24 DIRECTOR MOSIER: Aye.

25 DONNA O'LEARY: Director Schenk.

1 DIRECTOR SCHENK: Aye.

2 VICE PRESIDENT ROWLAND: Okay. So the
3 motion passes. So that moves the Consent Calendar.

4 And so we'll next move on to the Management
5 Report, and so it will be the same structure: Report,
6 questions from the board, and public comment.

7 CEO CARLENE MOORE: So a couple of items to
8 update the board on, as well as the public. One is I
9 just wanted to make sure that everybody saw we have --
10 we updated the board packet on the website after it
11 was posted on Friday. We updated it yesterday so that
12 we included, as promised at last month's meeting,
13 reference to the particular page within the transcript
14 the various moments of public comments start at and
15 can be found on. So that was updated. So in case
16 anybody is -- especially in the public -- is
17 referencing the packet from Friday night, it was
18 replaced yesterday.

19 Also, too, just a couple of operational
20 things to make the board and everyone aware of is that
21 we have booked an event for this next May. It's a
22 foodie event that will be taking place here at the
23 fairgrounds we're really excited about. And there
24 will be more information to come, but it's one of the
25 contracts that I just wanted to bring attention to

1 that. That was previously on the -- on the Consent
2 Calendar at last -- October's board meeting. So --
3 but really excited about that event. It's a
4 weekend-long event that's taking place with, you know,
5 food trucks and just really great, you know, food
6 opportunities that will be taking place at that.

7 Another thing is that, you may have seen in
8 the news, but back at the end of October the San Diego
9 County Central Democratic Committee passed a
10 resolution to repeal the legalization of wagering on
11 live horse racing. And so that was reported on, I
12 believe -- I think, on Channel 10, but in the news,
13 and I just wanted to make sure that everybody is aware
14 of that. And we'll just keep you posted if there's
15 anything further on that.

16 Also, just some industry updates that are
17 going on. You may or may not be aware, but
18 historically the Los Angeles County Fair has been in
19 the month of September. And starting in 2022, they
20 are actually moving their fair dates to May. They'll
21 be running May 5th through May 31st. And then, of
22 course, that's followed by the San Diego County Fair
23 and then the Orange County Fair to follow that in
24 mid-July.

25 Last -- well, almost two weeks ago the --

1 our executive management team, consisting of myself,
2 our Chief Operating Officer Katie Mueller, and our
3 Chief Administration Officer Melinda Carmichael,
4 attended the California Fairs Alliance Managers
5 Conference. There was a number of sessions that we
6 attended over the three days in Sacramento, but I
7 really just wanted to apprise the board of especially
8 three in particular.

9 One of which was -- and, you know, there has
10 been discussion around, you know, the potential of
11 governance change, especially for the DAAs, the
12 district ag associations, in the State of California.
13 And so one of the sessions was actually the JPA
14 transition team with representatives from the
15 Department of Food and Ag's administration and legal
16 department, also the Rural -- it's referred to as the
17 RCRC, which is the Rural Counties -- something --
18 Commission, I think. Anyhow, it's a representation of
19 all of the -- in essence, the counties and their board
20 of supervisors. And it's a statewide organization,
21 and so they are the county arm that is participating
22 in this transition structure. Also on that panel were
23 our lobbyists and legal from California Fairs
24 Alliance, as well as California Fairs Alliance
25 leadership.

1 And so the -- the panel held a Q and A for
2 about an hour, hour and a half, around it. So -- but
3 there were a couple of message points that were very
4 clear in it. One of which was -- and as we have, I
5 think, previously discussed, is that they're really
6 looking at this as it will be an opt-in. CDFA, you
7 know, recognizes that one size does not fit all -- all
8 DAAs. But there's kind of an expect- -- and the
9 expectation of the JPA at this point is not if, but
10 when: When may this come to -- to fruition.

11 And then they were also very clear that, in
12 terms of that and in terms of any transition of DAAs,
13 that public employee rights would be secured through
14 that process. And, again, there's been an example of
15 that from about ten years ago where that happened.

16 They also discussed some of the benefits of
17 the JPA structure in terms of just the formation of it
18 and that when a joint powers is formed it can, in
19 essence, adopt the rules of any of its members. So it
20 has -- with the RCRC's involvement, has the
21 opportunity to adopt county and local rules, as well
22 as potentially any state rules.

23 They also clarified that it would not
24 require bidding for the non-profit that would then --
25 if DAAs choose to transition and enter into, in

1 essence, agreements with non-profits, bidding would
2 not be required for that, and primarily because that's
3 to -- it has to do with it being a management
4 selection process.

5 Open meetings, though, would still apply.
6 So one of the things is just to -- a reminder that,
7 you know, JPAs are public entities. So, you know,
8 some may see this as a move towards privatization.
9 It's not. In fact, public meeting rules absolutely do
10 still apply. It just might be the difference between
11 the Bagley-Keene versus the Brown Act.

12 Also, too, that part of this is to secure
13 fairgrounds as a vital part of the emergency
14 resources. So that's gonna be an integral part to all
15 of this in terms of the structure, but having
16 opportunity for future shared services that they, the
17 statewide JPA, may be able to offer and to provide.

18 They also talked a little bit just in terms
19 of the funding for this and with the recognition that
20 the transition will -- would not work without some
21 type of permanent funding stream for the statewide
22 JPA, similar to what we have experienced over the past
23 many years now with regard to funding streams, you
24 know, directed to CDFA. At this point the -- the plan
25 that they would be working on would be through the new

1 fair funding or what was formerly referred to as
2 AB 1499. And that would be that percentage of sales
3 tax revenue generated on fairgrounds again going back
4 to -- similar to how it does now, but going back to
5 the industry and ultimately to the fairgrounds within
6 their communities. But there hasn't been a fiscal
7 analysis done on this yet. That will be one of the
8 next steps as they move -- move forward with the --
9 the JPA document.

10 So that really was that transition team,
11 and -- and then again taking questions and answers,
12 providing information about, you know, what this would
13 look like. It's the furthest that this discussion has
14 ever come in the several decades that I've been in
15 this industry. It was even acknowledged that this
16 goes back to the days of Deukmejian and Wilson in
17 terms of restructure of California governance and
18 specifically around DAAs. So this is -- it's been
19 quite a bit of progress. Each time that it happens,
20 there's been a little bit more, I guess, sort of
21 progress. It's gotten tabled, but it seemed like --
22 and with the representatives of -- of this transition
23 team, this is perhaps the closest that we may ever
24 come to seeing a true transition of governance for any
25 of the state entity fairs that look for that.

1 The next day, Secretary Ross from the
2 Department of Food and Agriculture visited with us for
3 about a half an hour or so. And in addition to her
4 messages around the future of just agriculture in
5 general, the campaigning of grown and made in
6 California, was also quite a bit of discussion
7 regarding the JPA and really where is this at in terms
8 of support from the administration, from the
9 governor's office. And -- and she said that, you
10 know, really this is -- it's very much a place of
11 being a viable pathway forward for those that want it.

12 It would -- the intention here, again, is to
13 maintain the characteristics, personality, and
14 priorities of each fairground. And to quote her -- in
15 terms of her own seriousness about it, to quote her is
16 "Let's get this done." And then in terms of the
17 position of the governor on it in -- it's part of his
18 plan in future-proofing California, and he's very much
19 interested in this process and is anxious to see
20 CDFA's ultimate proposal.

21 And so that's really where things stand at
22 in terms of JPA transition. Again, one of the big
23 takeaways being that it being an opt-in and that they
24 recognize that it may not fit for all, as we have
25 discussed, you know, given the complexity of our own

1 organization. But it is something that our Audit &
2 Governance Committee will be continuing to evaluate
3 and explore, and we expect that to take time. In
4 addition to that, this is not going to happen
5 overnight, even at the state level of the JPA. Those
6 documents have -- are not yet to a formalized position
7 of presenting them for -- for public review.

8 The other session was just some general
9 updates from the Department of Food and Agriculture.
10 If you recall, our project for -- at Surf & Turf at
11 the R.V. Park was funded through what was Prop 68 and
12 SB 5 funds a few years ago. It was originally
13 intended that they would have three cycles of that.
14 We were included in the first cycle of project
15 approvals. There was a second cycle of projects that
16 have been approved and they're starting. And there
17 will not be a third cycle. With the rising costs
18 especially of construction materials and things like
19 that, it's basically eaten up the budget that there
20 was for those funds.

21 They also touched on a few other fund
22 programs that they're overseeing or working with. For
23 example, Cal OES. And they're referred to as the PSPS
24 grants, which are the -- especially in Northern
25 California and in some of the areas where they're

1 having the rotating and cycling power shutoffs, they
2 are putting in backup generators that will quickly
3 kick on to keep, in essence, some fairground
4 facilities open and operational in the event of
5 emergencies, such as for heating and cooling stations,
6 because that's a primary time when those rolling
7 blackouts are -- have occurred.

8 They also -- in terms of new fair funds from
9 this last year, CDFA actually received about
10 \$3 million more than had been anticipated and
11 distributed to the network. They haven't yet
12 determined how they'll be distributing those funds
13 further. So more information will be coming on that
14 at some point this year.

15 And then the final thing was the Budget Act
16 of 2021, which, as you recall, there's \$50 million set
17 aside for the network of California fairgrounds. And
18 of that, CDFA has now distributed -- checks arrived
19 just last week, including ours -- \$44 million of that
20 fund. What they did is every fairgrounds received a
21 minimum of 285,000. And then from there, based on the
22 applications, of which they received 68 from the 76
23 fairs in California, they distributed those funds.
24 And happy to report that -- and as indicated in our
25 financial report, that we received \$10.5 million,

1 which was actually slightly more than we had -- than
2 our request of 10.1. And so the check has already
3 been cashed.

4 And with that, that concludes my management
5 report.

6 VICE PRESIDENT ROWLAND: Great. Thank you,
7 Carlene.

8 And there were no action items in the report
9 because, as we discussed previously, if there are
10 action items in your report, they are separately noted
11 in the agenda. So we have no action items, but we
12 should go now for board questions. Do we have any
13 questions or comments on the Management Report?

14 Okay. So then we will go to public comment.
15 And we have two folks who have signed up for public
16 comment, starting with Martha Sullivan.

17 MARTHA SULLIVAN: Yeah, I will -- this is
18 Martha Sullivan. I -- I can pass. I know you're
19 short on time, and so I can pass on this one.

20 VICE PRESIDENT ROWLAND: Okay. Thank you,
21 Martha.

22 And next we have Lori Saldaña.

23 LORI SALDAÑA: Thank you. I do want to
24 thank you for providing the detailed transcripts of
25 meetings and an index for topics and keyword searches.

1 That's really helpful and appreciated so we can do
2 research on specific topics.

3 Since the resolution of the San Diego County
4 Democratic Party was brought up in this report, I just
5 wanted to emphasize that I was the elected member of
6 the County Party Central Committee, and I introduced
7 this resolution with input from Martha Sullivan and
8 others. It was approved for a variety of reasons.
9 The members expressed concerns over the fiscal issues,
10 but also in our party's platform it specifically
11 states that we oppose the exploitation and killing of
12 animals for entertainment and we support legal
13 safeguards for animals. And as I have learned more
14 about the operations of the Del Mar Thoroughbred Club,
15 I had my concerns about those goals being met. And so
16 that is why the -- the members voted to support this
17 resolution going forward.

18 I have one final comment. I'm not sure
19 where it would belong.

20 When we register for this meeting, we're
21 asked which items we want to comment on, but then the
22 process doesn't -- when we get our confirmation email,
23 it doesn't tell us exactly what we registered for.
24 There's no confirmation of that, of those items. And
25 for those of us who participate in numerous Zoom

1 meetings throughout the day, that additional
2 information would be helpful while preparing the
3 comments for the board. And somehow they -- they
4 don't transfer over from registration to the
5 confirmation email that receive -- we receive.

6 So thank you again for the transcripts.
7 Those are -- are very helpful and appreciated.

8 VICE PRESIDENT ROWLAND: Okay. Thank you
9 for your comments.

10 And so we'll now move to the Fair Operations
11 Committee. And, Director Schenk, I think you're --
12 you're on for that. And --

13 DIRECTOR SCHENK: And now I've un-muted
14 myself.

15 VICE PRESIDENT ROWLAND: Sorry.

16 DIRECTOR SCHENK: Thank you, Chairwoman.

17 So at our last opportunity to -- to speak
18 about the 2022 fair, we introduced the theme, which
19 was Heros Reunite. We shared with the board and with
20 the public that the dates for the fair will be
21 June 8th, Monday -- it will be Wednesday, June 8th
22 through Monday, July 4th, closed on Mondays and
23 Tuesdays except for July 4th. And we indicated what
24 the admission rates would be. Wednesdays and
25 Thursdays would be less than on Friday through Sunday.

1 \$15 for general admission for ages 13 and up, \$12 for
2 children 12 and under and for seniors and military.
3 On weekends it would be \$20 for general admission for
4 ages 13 and up, \$17 for children 12 and under, as well
5 as for seniors and military. And as always, children
6 5 and under are free. And that parking was gonna be
7 \$15 for general admission, \$30 for preferred, which is
8 less than it has been in the past. And the thinking
9 was we want to encourage more people to -- if they're
10 going to drive, to park in a safe place within the
11 fairgrounds property, rather than risking parking on
12 streets and -- and creating traffic issues.

13 For this month we're going to be reporting
14 that we -- we've taken a step that's a little
15 different from what we have done over many years in
16 the past, which was with regard to talent booking.
17 For as long as I can recall and long before I chaired
18 Fair Ops, we would have a team of our -- of our staff
19 and board members meeting with talent agents and
20 talent agencies to go over which talent was gonna be
21 routing on the West Coast during the month of June,
22 wanting to make sure that we were careful to obtain a
23 variety of talent that met the needs of the entire
24 county. And so we would have, you know, country
25 music, gospel, some hard rock, some contemporary

1 music. On Sundays would be predominantly
2 Hispanic-based music.

3 But because of the changes that we had to go
4 through over the last year, year and a half with
5 regard to staffing, we decided it would be wise to put
6 out an RFP to have a talent agency help us with
7 obtaining talent for the fair. And so an RFP was
8 issued, and a notice of intent to award the contract
9 to Romeo Entertainment Group was sent. And so we will
10 be reporting, over the next few months, the progress
11 of -- of obtaining the talent for this next summer's
12 fair.

13 In addition, we are looking at ways to carry
14 on the efforts to provide social distancing and safe
15 seating in the areas of the fair. We are gonna be
16 rearranging some aspects of the fair to create greater
17 efficiencies, better traffic flow, and essentially to
18 freshen the look and the feel of the fair. Many
19 people like to be able to predict where, you know,
20 Tasti Chips is or, you know, where Chicken Charlie's
21 stands are, but we are going to be looking at
22 everything fresh to see how is the best use of the
23 midway and other areas of the fairgrounds that we will
24 be using.

25 And I do have a motion based on

1 recommendations of staff. The recommendation is to
2 approve a 25-percent-of-gross-less-sales-tax fee for
3 all food concessions for the 2022 fair. And, Madam
4 Chairwoman, I will move that recommendation on behalf
5 of the staff.

6 VICE PRESIDENT ROWLAND: And -- and my -- my
7 understanding is that there had been a little
8 variation in the percentages, and this is bringing
9 everyone to what is the modal number, which is 25.
10 Most are at 25, with a couple few exceptions, and --

11 DIRECTOR SCHENK: That is correct. It will
12 be across the board. That is correct.

13 VICE PRESIDENT ROWLAND: Okay. So let's
14 move first to questions from the board or comments
15 from the board on the report. Any comments or
16 questions?

17 DIRECTOR MOSIER: I was gonna second Fred's
18 motion.

19 VICE PRESIDENT ROWLAND: Let's -- let's do
20 public comment first, and then -- then we can move to
21 the -- to the motion. We have two members of the
22 public who wanted to comment on -- on Fair Operations
23 Committee, and the first is Martha Sullivan.

24 MARTHA SULLIVAN: Hello. I'll pass. Thank
25 you.

1 VICE PRESIDENT ROWLAND: Thank you.
2 And our second member of the public to
3 comment is Carla Hayes.
4 AUDIO VISUAL TECH: Karla, you're in the
5 meeting. Star six.
6 I'm getting no response from her.
7 VICE PRESIDENT ROWLAND: Okay. Well, we'll
8 go ahead and move on to the motion then. And so we
9 have a motion from Director Schenk, and I believe
10 Director Mosier wanted to second that motion.
11 Is that still the case?
12 DIRECTOR MOSIER: Correct.
13 VICE PRESIDENT ROWLAND: So we will call for
14 the vote.
15 DONNA O'LEARY: Vice President Barkett.
16 VICE PRESIDENT BARKETT: Aye.
17 DONNA O'LEARY: Vice President Rowland.
18 VICE PRESIDENT ROWLAND: Aye.
19 DONNA O'LEARY: Director Gelfand.
20 DIRECTOR GELFAND: Aye.
21 DONNA O'LEARY: Director Mead had to leave
22 the meeting.
23 CEO CARLENE MOORE: No. She's still on.
24 DONNA O'LEARY: She's still on?
25 Okay. Director Mosier.

1 DIRECTOR MOSIER: Aye.

2 DONNA O'LEARY: Director Schenk.

3 DIRECTOR SCHENK: Aye.

4 AUDIO VISUAL TECH: Kathleen, can you hear
5 us?

6 DONNA O'LEARY: Okay. She's gone.

7 CEO CARLENE MOORE: That was five. So we
8 have a quorum.

9 VICE PRESIDENT ROWLAND: Okay. And thank
10 you very much.

11 So we'll now move to our Horsepark.

12 DIRECTOR SCHENK: I just -- madam chairman,
13 I just wanted to add one more comment after that vote,
14 and that is that we will have a fee schedule for the
15 commercial exhibits ready for approval at the December
16 board meeting. And that completes my report.

17 Thank you. I'm sorry for interrupting.

18 VICE PRESIDENT ROWLAND: No. No worries.
19 Thank you for that.

20 Okay. So we'll now move to the Horsepark
21 Ad Hoc Committee. Director Gelfand.

22 DIRECTOR GELFAND: Yeah, I'll turn it over
23 to Carlene to report on the status of the RFP,
24 et cetera.

25 CEO CARLENE MOORE: So as included in

1 your -- in your board packet on pages -- sorry --
2 pages 13 and 14, primarily on 14, we did issue a
3 request for proposal for an equestrian center
4 operator. We did -- we received one proposal for
5 that, but unfortunately we ultimately had to deem it
6 nonresponsive. And so we are in the process of
7 issuing a new RFP, which we are targeting the end of
8 next week, but definitely before Thanksgiving that
9 that RFP will be released.

10 VICE PRESIDENT ROWLAND: Okay. And there
11 are no action items for this. So we'll move to
12 questions from -- from the directors or comments from
13 the directors on the report.

14 And -- and hearing and seeing none, we'll
15 move to public comment, and there are seven members of
16 the public who are asking to comment on this. So
17 we'll -- we'll need to adhere strictly to our
18 two-minute guideline. And the first is Martha
19 Sullivan.

20 MARTHA SULLIVAN: Good afternoon. This is
21 Martha Sullivan.

22 This is the -- I guess it's more of a
23 question, but I'll just express it as a comment, which
24 is what different outcome are you expecting by
25 releasing another RFP? Has the RFP been changed?

1 Because just putting out the same RFP, you're likely
2 to get a similar result. I'm just kind of puzzled
3 since there wasn't any discussion as to whether the
4 RFP was modified or not.

5 You know, you are asking for a lot. I think
6 you're asking basically for a lessee to take on a lot
7 of risk and minimize the risk to the state, you know,
8 via the fairgrounds. So it doesn't surprise me that
9 there was only one nonresponsive bid in response to
10 your RFP. But I am curious about whether the RFP was
11 modified, the new one.

12 VICE PRESIDENT ROWLAND: So I'll allow a
13 brief comment by Carlene Moore on this.

14 CEO CARLENE MOORE: So in terms of that,
15 unfortunately, it was a technicality. And so what we
16 will be working on with regard -- and are currently
17 working on with regard to issuing a new RFP is to
18 clarify that so we don't have that as a misstep in the
19 process going forward. But it's -- it's -- it was
20 simply a technicality that resulted in us having to
21 deem it nonresponsive.

22 VICE PRESIDENT ROWLAND: Thank you, Carlene.

23 CEO CARLENE MOORE: Uh-huh.

24 And I just -- without -- but -- sorry. Let
25 me also just state that the intent behind it, in terms

1 of, you know, the resumption of equestrian activity at
2 Horsepark will remain. So it's not -- we're not
3 changing the purpose of the RFP or seeking to broaden
4 it any further again; just really wanting to clarify
5 some of the technical components of the RFP itself.

6 VICE PRESIDENT ROWLAND: Right. Mandatory
7 technical requirements.

8 CEO CARLENE MOORE: Yes.

9 VICE PRESIDENT ROWLAND: Okay. So our next
10 member of the public to speak is Dale Harvey.

11 DALE HARVEY: Hello. Can you hear me?

12 VICE PRESIDENT ROWLAND: We can.

13 DALE HARVEY: Yeah, hi. Well, I -- it turns
14 out, just by chance, that I was the person that
15 submitted the proposal to the RFP. And as I've
16 already expressed, the technicality that disqualified
17 my proposal was certainly not nonresponsive. But
18 we'll -- we'll go with that.

19 But I just want to say that I'm extremely
20 disappointed in the process, that -- you know, that --
21 that I submitted the proposal in good faith and, you
22 know, I assumed that that was the same on the other
23 side. And it just seems to me that maybe there was no
24 intent to award a contract on this RFP to start with.
25 I -- I hope that I'm wrong about that, but, you know,

1 it takes a -- an incredible effort to put a response
2 to an RFP like that together and a considerable amount
3 of money and a considerable amount of time and effort
4 by a lot of different people, and my proposal was
5 bounced on a one-word technicality.

6 And I'm just -- honestly, I -- I didn't plan
7 to -- to say this much, but I would just say that I'm
8 just shocked that that's all that's being said from
9 your side about this subject. I think you owe it to
10 the public to be more -- more forthcoming.

11 And that's it for me. Thank you.

12 VICE PRESIDENT ROWLAND: Just to -- I will
13 just say you are wrong. I think the intent is
14 absolutely to move forward and to have horse
15 operations resume at the Horsepark. I would say that,
16 you know, we are -- we have certain requirements.

17 And although the term "nonresponsive" is a
18 term of art and, you know, certainly there was --
19 there were responses -- there was a response, a robust
20 response, but, you know, there is this one issue to
21 deal with. So hopefully we'll -- we'll be able to
22 move expeditiously through the re-RFP and move forward
23 with operations of Horsepark.

24 The next member of the public is Roblee
25 Valentine.

1 ROBLEE VALENTINE: Yes, I'm here. Can you
2 hear me?

3 VICE PRESIDENT ROWLAND: We can.

4 ROBLEE VALENTINE: Okay. Super.

5 Hello, everybody. I am an equestrian real
6 estate expert. I'm a rider, a competitor. I live in
7 Rancho Santa Fe, not far from Showpark. I relocated
8 here specifically because of Showpark, and I'm very
9 worried about the non-horse activity that's going on
10 there. As you know, we have tremendous transients in
11 the area. The longer that remains unsettled, the
12 longer we have to have further deterioration and
13 destruction.

14 And we lose another year of competitions if
15 we don't figure this out quickly, because people are
16 making other plans in other counties, other areas,
17 because we don't have somebody like Dale, who is the
18 best show operator I know, to get, you know, their
19 entries out so that we can start making the money that
20 didn't happen for one year.

21 And now that -- with this extenuation of his
22 mistake on his RFP is going to cause, you know,
23 further time lapse in starting to recover some
24 revenue. And I just really want to let you know how
25 important that is to our community. I'll do anything

1 and everything to save it, help it. I love it.

2 Everybody misses it.

3 And we are losing a huge part of our horse
4 community to Florida because it is very expensive to
5 have horses here, and we don't have enough
6 competitions, and they're going to either Thermal or
7 Florida. And San Diego used to be the best place to
8 ride, and now we don't have anything going on. So
9 shame on us. We need to figure this out and fast.

10 VICE PRESIDENT ROWLAND: Thank you.

11 Next member of the public to speak is Judy
12 Brecht.

13 AUDIO VISUAL TECH: Judy is no longer in the
14 queue.

15 VICE PRESIDENT ROWLAND: Okay. The next
16 member of the public signed up is Ali Nilforushan.

17 AUDIO VISUAL TECH: Go ahead, Ali. You're
18 in the meeting.

19 ALI NILFORUSHAN: Hi, guys. I actually have
20 nothing to say because the question I had was already
21 answered. I wanted to know if the RFP was going to
22 change in any manner, and I got my answer.

23 VICE PRESIDENT ROWLAND: Okay. Thank you.

24 The next member of the public to speak is
25 Lori Saldaña.

1 LORI SALDAÑA: Thank you.

2 I -- I'm wondering if some of the challenges
3 to this have to do less with the operations and the
4 details of the RFP and more to do with changes we're
5 seeing in -- and the challenges of rainfall
6 increasing, having higher-intensity rainfall, drainage
7 problems, flooding problems. I know the regional
8 board is very concerned about the water quality
9 operations within the footprint of the track -- of --
10 of the district, and it could just be that, you know,
11 a changing climate is working against ongoing
12 operations.

13 And as another person commented, it's --
14 California's losing its competitive edge, but there
15 are some things that may not be under the control of
16 this board to -- to manage, including increased rain,
17 more intense rain. And it makes it -- I mean, that is
18 in a floodplain. That is in a valley that is more
19 likely to -- to flood as rain becomes more intense.

20 I also -- I just want to mention the comment
21 that was made about people living nearby, as referring
22 to them as transients. And, you know, as someone who
23 chaired the assembly housing committee at one point,
24 many of these people actually are residents; they just
25 can't afford the traditional place to live, and many

1 are working perhaps even in the racing industry. So
2 it is disturbing to see people who don't have adequate
3 housing, but please don't refer to them as transients.
4 They, in fact, often are -- are residents that are --
5 are working and living as best they can in our
6 communities.

7 Thank you .

8 VICE PRESIDENT ROWLAND: Thank you.

9 And the last member of the public signed up
10 to speak on this is Randy Dexter.

11 RANDY DEXTER: Hello. Can you hear me?

12 VICE PRESIDENT ROWLAND: Yes, Randy.

13 RANDY DEXTER: Okay. Hi. My name is Randy
14 Dexter. I am a combat veteran. I was stationed at
15 Balboa Hospital in 2013 as a patient after being
16 injured in Iraq. And during my time there, I -- I
17 count my blessings that I was able to take part in the
18 Cornerstone Therapeutic Riding Center's therapeutic
19 riding program up in Ramona at the time, run by Judy
20 Beckett who was the executive director.

21 And the impact to my life was life changing.
22 I went from a suicidal mess to a thriving member of my
23 community. I have a master's degree. I have five
24 acres in Florida -- I'm calling from Florida -- five
25 horses of my own. I've got a mustang that I just

1 blanketed last night, who my wife couldn't get near,
2 and she's been riding her whole life. It saved my
3 marriage. The impacts are amazing. And I know that
4 Judy and Cornerstone are hoping to maybe use, you
5 know, Del Mar's grounds to maybe expand the need.
6 And -- and as we all know, the war in Afghanistan just
7 ended. And there's going to be a lot of veterans
8 needing programs like this, and the research states
9 it's extremely effective. I know. I'm anecdotal
10 evidence here.

11 But, you know, the impact in my life is
12 profound. And I've seen it time and time again, but
13 research shows that this program can be great. And
14 with Balboa Hospital being right there, I mean, there
15 is a need for a program like this in Del Mar. The
16 most beautiful place I've ever been to definitely has
17 the space. And not only will the horses provide
18 therapy, I really do think that the environment that
19 the -- the veterans and -- and first responders will
20 be -- are taking in is therapeutic as well. I mean,
21 every time I've been there to a car show or a race or
22 anything, I mean, it's just -- it's a memorable
23 experience.

24 So that's pretty much all I wanted to say.
25 My wife was hoping to speak too -- but unfortunately

1 she couldn't be here -- because Cornerstone is just,
2 you know, very impactful for everybody in my family,
3 my wife and my daughters included.

4 VICE PRESIDENT ROWLAND: Thank you. And
5 maybe they can speak next time. And also, thank you
6 for your service, very much so.

7 AUDIO VISUAL TECH: We had -- Carla Hayes
8 has returned into the queue, and she had apparently
9 signed up for this one and not the Fair Ops Committee,
10 if you want to call her.

11 VICE PRESIDENT ROWLAND: Okay. So Carla.
12 Carla Hayes.

13 AUDIO VISUAL TECH: Carla, you are in the
14 meeting. Star six to un-mute yourself.

15 CARLA HAYES: Hello?

16 VICE PRESIDENT ROWLAND: Yes, we can hear
17 you.

18 CARLA HAYES: Hi. Hey, guys. Thank you so
19 much for issuing the RFP. And I knew from, you know,
20 the grapevine -- there are no secrets in a barn --
21 that a technical error had occurred. And I also had
22 the idea that the fairgrounds was, in fact, very, very
23 serious about having an equine operator there, and I'm
24 really glad to hear that. Thank you so much.

25 One of the problems with this whole system

1 is there's not a really great way to have two-way
2 communication. I'd like to say a couple of things,
3 though, that I know, because one of the speakers said
4 something about the water board had issues. Well,
5 they haven't had any issues since 2007, according to
6 one of their memos published in February of 2021. So
7 that's one thing.

8 And the other thing is Florida is also, in
9 case you guys haven't been there, a aquatic state.
10 And at Wellington, Florida, which is a very, very
11 expensive place to show horses, it costs \$30,000 for a
12 dry stall for a two and a half months' of season.
13 That's plus the \$10,000 of shipping the horse back and
14 forth. It is really crazy. So people are gonna end
15 up moving there if they want to continue to show
16 horses. So they also are subject to a great number of
17 lawsuits require -- because of water quality in
18 Florida. So I think that one of those other speakers
19 needs to know that.

20 On the other thing, I think you've -- we've
21 talked about the business, but the public-goods side,
22 which is what Randy was talking about, it's really
23 important. It's the first time that Horsepark could
24 actually serve the public good as well as generate
25 income for the 22nd DAA, and I think that's a great --

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

2 AUDIO VISUAL TECH: Carla, your time is up.

3 VICE PRESIDENT ROWLAND: Thank you.

4 And we will now move to the DMTC Liaison
5 Committee. And, Carlene, do you want to kick that off
6 with Richard? Ah, Lisa. Sorry. Yeah, she kicked it
7 off, and now Lisa.

8 VICE PRESIDENT BARKETT: Yes. Thank you.
9 Sorry.

10 I had -- and I'm gonna bring Josh Rubinstein
11 up to talk about it for us. It was an excellent
12 Breeders' Cup. As we know, it was the 38th Breeders'
13 Cup World Championships the first weekend of November,
14 and it resulted in an extraordinary handle. And I'm
15 gonna let Josh talk all about it.

16 Thank you.

17 JOSH RUBINSTEIN: Good afternoon. Thank
18 you.

19 And as Vice President Barkett said, we were
20 honored to host the Breeders' Cup this past
21 November 5th and 6th, and it was truly a phenomenal
22 event. It was the second time Del Mar has hosted
23 Breeders' Cup. Our first was in 2017. I'm pleased to
24 say it was a safe weekend of racing.

25 As Vice President Barkett said, all-time

1 wagering record of \$183.2 million. We received a
2 tremendous amount of positive feedback from attendees,
3 from the Breeders' Cup. They can't wait to return. I
4 don't know if anybody has had a chance to see the
5 broadcast nationally on NBC, but Del Mar -- I watch it
6 on -- on tape, and -- and Del Mar never looked so
7 beautiful. So a lot of folks across the country who
8 hadn't been to Del Mar were exposed to it from the NBC
9 coverage.

10 We'd also like to acknowledge Mark Wiggins
11 and the staff of Premier. They did an exceptional job
12 with -- with food and beverage execution. And, you
13 know, there were some concerns that, you know, all
14 restaurants and concessionaires, it's well documented,
15 are having difficulty hiring now. And there were some
16 concerns, you know; could Premier pull this off from a
17 staffing standpoint? And we're pleased to report that
18 they did, in flying colors. The Breeders' Cup was
19 extremely complimentary of Premier, as well as patrons
20 were too.

21 Financially, the two-day event, absolute
22 home run for the district. Between the facility
23 rental fee and food and beverage revenues, the
24 district will make well over a million dollars for
25 that two-day event. So, again, a great two days from

1 Breeders' Cup, and we can't wait to have them return.

2 Just a couple of points on our fall meet,
3 which continues through November 28th. We have
4 approximately 420 horses on the grounds. Most horses
5 competing at Del Mar will ship in from Santa Anita,
6 but again we do have about 400 horses here in
7 training. We'll have seven graded stakes over the
8 Thanksgiving holiday weekend. That's the Autumn Turf
9 Festival. It's really a big national event. We'll
10 have several horses that will ship in from outside of
11 California and likely a few from -- from outside of
12 the country.

13 So looking forward to continuing the fall
14 meet. And, again, you know, record Breeders' Cup.
15 And happy to answer any questions.

16 VICE PRESIDENT ROWLAND: Thank you, Josh.

17 So any questions or -- or comments?

18 Follow-up from members of the board?

19 Anything more, Lisa?

20 VICE PRESIDENT BARKETT: I just want to echo
21 that it was a very safe meet. With the Breeders' Cup
22 and the horses running, we've been very fortunate that
23 the COVID -- everything was working well with that.
24 There was spacing.

25 I happened to come during the week to two of

1 the breakfasts. Well attended. A lot of excitement.
2 Unfortunately had to miss the Breeders' Cup racing.
3 But from what I understand, all went extremely well.

4 And as Josh said, the food -- we have to go
5 out to Mark Wiggins, because I've heard a lot back
6 from patrons who went, who said the food was
7 phenomenal and timing was well -- went very well. So
8 I -- just hats off.

9 And we're having a great fall meet right
10 now, and we just hope to continue our good strides
11 that we're having.

12 VICE PRESIDENT ROWLAND: Okay. Great.
13 Thank you.

14 And we have eight members of the public who
15 want to speak on this item. So we'll need to adhere
16 to our time guidelines.

17 The first member of the public signed up is
18 Martha Sullivan.

19 MARTHA SULLIVAN: Yeah, it was a fabulous,
20 fabulous weekend. It kicked off with two horses
21 dying: One on the Del Mar track; another at nearby
22 San Luis Rey Downs.

23 I'm gonna quote from the LA Times about the
24 horse that was killed after running loose on the
25 training track.

1 Quote: It was at least the fourth
2 situation involving a loose horse at
3 Del Mar this week. On Tuesday a horse
4 rushed down the front-side barn area
5 after exiting the track. Trainer Peter
6 Miller, in a hooded sweatshirt and jeans,
7 stood in the path with arms extended to
8 slow the horse. The horse sidestepped
9 Miller, curled around the corner of his
10 barn and was brought under control
11 seconds later.

12 Breeders' Cup officials said the
13 situation was not reported to them. So
14 it was unclear whether the horse was an
15 entrant for the \$28 million weekend.
16 Rubinstein said his group was not aware
17 of the incident, either. "It's probably
18 not the smartest thing in the world to
19 try and stop a runaway train," said
20 Miller, who indicated he briefly had one
21 of his own horses run loose without
22 incident Wednesday.

23 Before Wednesday's fifth race,
24 Charge Cash dumped his rider and ran
25 unattended down the backstretch around

1 the far turn and through the front
2 stretch before an outrider corralled him
3 as he was getting perilously close to a
4 car that was parked near the finish line.

5 Yeah, it's real safe, and the Breeders' Cup
6 and Del Mar Thoroughbred Club really know what's going
7 on on the ground. You know, the happy talk, you know,
8 the -- the continuing effort to just gloss over terror
9 that horses experience in this industry and how they
10 actually react.

11 There was another horse --

12 DONNA O'LEARY: Ms. Sullivan, your time is
13 up.

14 VICE PRESIDENT ROWLAND: Okay. Our next
15 member of the public to speak is Kim Marrs.

16 AUDIO VISUAL TECH: Kim is no longer in the
17 queue.

18 VICE PRESIDENT ROWLAND: So the next member
19 signed up is --

20 AUDIO VISUAL TECH: Oh, she just actually
21 popped back in. I'm sorry.

22 VICE PRESIDENT ROWLAND: Kim Marrs.

23 AUDIO VISUAL TECH: Kim, you're in the
24 meeting. Star six to un-mute yourself, Kim. Kim
25 Marrs, star six.

1 VICE PRESIDENT ROWLAND: Yeah, so we can
2 come back to Kim if Kim comes on line.

3 AUDIO VISUAL TECH: Uh-huh.

4 VICE PRESIDENT ROWLAND: So the next member
5 of the public to speak is KC Vafiadis.

6 KC VAFIADIS: Hello?

7 VICE PRESIDENT ROWLAND: Yes. You're in the
8 meeting.

9 KC VAFIADIS: Thank you. Hello. This is KC
10 Vafiadis. I am the chairperson for the Del Mar
11 Village Association, and we were actually the host
12 for -- the Del Mar Village Association was named as
13 the host for the festival week, which was all of the
14 events happening around the racetrack. And I have to
15 say that it was wonderful to see so much activity and
16 life in Del Mar. It was just fantastic for all of the
17 businesses. So many of the restaurants were sold out
18 multiple evenings during the week leading up to the
19 Breeders' Cup.

20 I also actually volunteered to work at the
21 merchandise tent because they too had a hard time
22 getting people to work. The staffing issues affected
23 every aspect of this event. But, you know, it was
24 fun. And the people that were working were working so
25 hard, and a lot of merchandise was sold. And it was

1 just really a very wonderful event, and we look
2 forward to having it again in a few years.

3 VICE PRESIDENT ROWLAND: Thank you.

4 The next member of the public is Oscar
5 de la Torre.

6 OSCAR DE LA TORRE: Good afternoon, board
7 members and staff of the 22nd DAA. My name is Oscar
8 de la Torre. I'm a worker advocate. I had the
9 privilege of visiting Del Mar and helping organize a
10 counter-demonstration in front of Del Mar with many of
11 the backstretch workers.

12 And, you know, I just want to say, you know,
13 that everybody was very excited, very happy that
14 things have been going really well. Everyone was
15 anxious but also super excited to hear that there were
16 no accidental horse racing fatalities. And that was
17 excellent. You know, that -- everybody takes pride
18 when that happens.

19 These workers, you know, are being accused
20 of animal abuse. They -- they are very offended by
21 the signs that they see in front of the racetrack.
22 And -- and they just feel so disheartened, you know,
23 that -- that there's people that are advocating to
24 prohibit horse racing, to terminate their jobs when
25 they're struggling. They're struggling, you know,

1 to -- to pay the bills and, you know, to just, you
2 know, do well and earn a living.

3 I mean, the veteran that spoke earlier on
4 the therapeutic aspect of working with horses is
5 something that happens with the backstretch workers as
6 well. Backstretch workers who have immigrated, in
7 some cases, are, you know, working to provide support
8 for their families back in Mexico or Central America.
9 Immigration -- to immigrate and leave your family is a
10 very traumatic experience. And for these, you know,
11 hardworking immigrant, you know, workers, who are
12 working with the horses, they feel that therapeutic
13 aspect. They love the horses, they love their jobs,
14 and they want to continue to provide for their
15 families. And so they're just very disheartened by
16 what they see.

17 You know, the economic impact to North
18 San Diego County is tremendous. Many of the local and
19 small businesses have been in a hole, you know, with
20 the -- the impact of COVID, of course, and the
21 shutdown of their businesses. And so these businesses
22 provide jobs, and those jobs provide a living, you
23 know, of wages and the ability to pay the rent, you
24 know.

25 DONNA O'LEARY: Mr. de la Torre, your time

1 is up.

2 OSCAR DE LA TORRE: Thank you.

3 VICE PRESIDENT ROWLAND: Thank you for your
4 comments.

5 The next member of the public to speak is
6 Lori Saldaña.

7 LORI SALDAÑA: Thank you.

8 And I just -- listening to various people
9 describe what happened at Breeders' Cup sounds as if
10 we're watching entirely different events with very
11 different definitions of what makes an event
12 successful. I mean, to be clear, there were horse
13 fatalities related to this event. I just -- I -- it
14 seems absurd that you have to state that, but yes
15 horses died during this event. There were also humans
16 who were injured trying to manage these horses that
17 were, you know, ultimately removed from the race.

18 And hosting an event where conspicuous
19 wealth and profits are the goal while ignoring the
20 cost to this district is not a sustainable model. One
21 highly profitable event a year is not going to pay the
22 bills on an ongoing basis. And I -- I just -- it's
23 very frustrating, as someone who helped manage the
24 state budget for several years, trying to see how this
25 is going to end well for taxpayers and -- and -- and

1 also how it will end well for everyday workers when
2 animals are not managed well, they're not managed
3 safely. And -- and even the betting on Wednesday's
4 final race was disrupted, and that reduces people's
5 faith in the process of how the state manages gaming
6 in California. So, you know, it was very sad to see
7 something become dangerous due to a clearly distraught
8 animal, not well managed, not good communication
9 according to news releases, and ultimately resulted in
10 injuries and deaths to animals and injuries to people.

11 So it feels a bit like Rashomon, the movie
12 that had perspectives from several different people of
13 the same event. And for those of us who watch this,
14 sometimes it -- it is -- it is an entirely different
15 perspective that we are bringing, but I think one that
16 I -- I hope this board will pay attention to as your
17 budget continues to be stretched by these activities.

18 Thank you.

19 VICE PRESIDENT ROWLAND: Thank you.

20 And the next member of the public to speak
21 is Jane Cartmill.

22 AUDIO VISUAL TECH: Star six, Jane. You're
23 in the meeting.

24 JANE CARTMILL: (Inaudible.) -- at Del Mar?

25 AUDIO VISUAL TECH: We hear you.

1 JANE CARTMILL: I'll start over.

2 Following the death that set the tone in
3 training at Del Mar just prior to the Breeders' Cup,
4 the California Horse Racing Board reported the death
5 of a second racehorse in training on November 3rd.
6 Storm Spun was reported dead in training at the
7 San Diego Training Center with musculoskeletal listed
8 for the three-year-old unraced colt's death. Storm
9 Spun had no connections listed in the Jockey Club
10 profile, but California Horse Racing Board lists Peter
11 Miller as his trainer in its racehorse fatalities
12 list. Storm Spun was the fourth horse trained by
13 Peter Miller to die in training this year at the
14 San Louis Rey Training Center.

15 Miller also trained Fight On Ron and Ebeko,
16 who both died in racing at Santa Anita on October 1st,
17 2021, and December 27th, 2020, respectively.
18 December 27th being the first racing weekend of the
19 2021 racing season, Miller has now had six horses in
20 his care die in the 2021 season, as reported by the
21 Horse Racing Board.

22 Peter Miller had eleven horses enter into
23 the Breeders' Cup and continues to have horses entered
24 in the Del Mar races. Why is the self-declared safest
25 track in North America, Del Mar, allowing this trainer

1 who has already had an alarming six fatalities just
2 here in California this racing season to continue
3 entering horses to race?

4 I saw that the board had no questions on
5 this report, but that's my question. Why does this go
6 on?

7 VICE PRESIDENT ROWLAND: Thank you.

8 The next member of the public to speak is
9 Jim Coleman.

10 JIM COLEMAN: Hello and good afternoon,
11 Vice President Barkett and board members, and thanks
12 again for allowing me to share some real world
13 thoughts as a local resident and business owner.

14 So my goodness, what in the world has the
15 Thoroughbred Club done now? If we take a look at it,
16 they worked for four years to get the Breeders' Cup
17 back at Del Mar, and they're probably already working
18 on getting it back here again in 2025.

19 So thousands of fans from countries around
20 the world descended on our area. They filled up our
21 hotels for miles around, paying record room rates, and
22 rented all the Airbnb and VRBOs available at record
23 rates. Then they had the nerve to fill up all of our
24 restaurants and retail stores, making getting in
25 without a reservation pretty much impossible.

1 Of course, that brought with it
2 record-breaking sales. I mean, even L'Auberge had the
3 biggest ever food restaurant and bar weekend in their
4 32-year history. Our restaurants' wine cellars were
5 emptied by these people who were here to celebrate the
6 world championships, and now those restaurant owners
7 have to go out and replenish their supplies. All this
8 resulting in over a hundred million financial impact
9 to our area and the county.

10 And by the way, these people, they
11 participated in charity events that raised hundreds of
12 thousands of dollars benefiting thoroughbred
13 post-racing care and jockey safety and injury funds.
14 And let's not forget to mention, not one racing injury
15 or fatality during that Breeders' Cup weekend. It
16 truly is a standard of excellence in safety the world
17 can point to with pride. So I personally am very
18 grateful to have been --

19 DONNA O'LEARY: Mr. Coleman, your time is
20 up.

21 VICE PRESIDENT ROWLAND: Thank you.

22 The next member of the public to speak is
23 Marla Zanelli.

24 AUDIO VISUAL TECH: Marla, you're in the
25 meeting. Star six.

1 MARLA ZANELLI: Okay. Can you hear me now?

2 VICE PRESIDENT ROWLAND: We can.

3 MARLA ZANELLI: Okay. Great. Thank you.

4 I live across the street from the Del Mar
5 Race Track. I attended the Breeders' Cup. It was a
6 fabulous, fabulous two days of racing. And in my
7 walking over to the races, I was harassed by the --
8 Martha -- or excuse me -- by the people standing on
9 the corner with their awful signs and -- and all the
10 awful things that they are putting -- putting out to
11 the general public. And I was harassed by them. One
12 of them flipped me off with the middle finger, and I
13 just thought it was rude and unnecessary. And then
14 they had the nerve to write their graffiti all over
15 the sidewalks. So these people are just a real thorn
16 in society's side.

17 And I want to address the horse that was
18 injured and -- and had to be put down at -- at Del Mar
19 was not a Breeders' Cup horse. The person that was
20 injured was the rider of the horse, who fell off the
21 horse and got hurt. And that's part of -- of riding
22 horses.

23 I have a horse out in Rancho Santa Fe, and I
24 was witness to a loose horse running down the road one
25 day without its rider. It happens. People fall off

1 of horses and horses get loose. Sometimes they hurt
2 themselves. It's the nature of the beast. So it had
3 absolutely nothing to do with the Breeders' Cup. It
4 was not a Breeders' Cup horse.

5 But anyway, it was a fabulous weekend, and I
6 was grateful for the way everything was run. Thank
7 you.

8 VICE PRESIDENT ROWLAND: Thank you.

9 And the next member of the public to speak
10 is Ali Nilforushan.

11 ALI NILFORUSHAN: Hi, everybody.

12 I wanted to touch on the Breeders' Cup.
13 Unfortunately, I wasn't able to be there myself
14 because we were at a horse show, but I wanted to
15 congratulate everybody at the DMTC to -- to have such
16 an unbelievable event, to have that kind of turnout.
17 Congratulations to Josh, to the whole team there.
18 What an incredible job you guys did. You brought
19 honor to Del Mar. This is why we live in this area.
20 It's for these beautiful moments, and you guys are
21 making those happen. So kudos to you and
22 congratulations.

23 Now, to these two ladies that keep popping
24 up and trying to just, you know, say bad things about
25 our industry. You know that horses die in the wild.

1 Horses die in the wild all the time.

2 For you guys to never have even walked up
3 and come to one of our barns or these barns at the
4 races and see the care that these horses get from
5 these trainers, it's shocking to -- to -- to just
6 blindly try to hurt these -- these people that are
7 just trying to make a simple living. It -- it -- that
8 doesn't show a good heart. And if you have the kind
9 of heart that you say you do, then I -- I urge you and
10 challenge you to come and work with the community,
11 rather than just write these silly signs that --
12 that -- that are, frankly, untrue.

13 I mean, what more do you want from these
14 guys? It's the safest track in the country. It's
15 insane to me that it's never good enough. And you
16 guys just keep attacking these people at the -- at --
17 at these meetings.

18 And I tell you, I couldn't handle it the way
19 you guys do.

20 So I challenge these people. Come and be a
21 part of the solution, not a part of the -- continue to
22 be a part of the -- the problem. Racing is not going
23 away. It's only getting bigger and better, and it's
24 getting safer. And we -- we truly have some brilliant
25 leaders doing brilliant things. So my hats off to you

1 guys. Congratulations. Keep up the good work.

2 And to you two ladies, you're welcome to
3 come to my barn anytime and see the care we give.

4 DONNA O'LEARY: Mr. Nilforushan, your time
5 is up.

6 VICE PRESIDENT ROWLAND: And the next member
7 of the public signed up is Kim Marrs.

8 AUDIO VISUAL TECH: There she goes. Go
9 ahead, Kim.

10 KIM MARRS: Can you hear me, guys?

11 VICE PRESIDENT ROWLAND: Yes.

12 KIM MARRS: Okay. Sorry. I -- you might
13 get deleted, but good afternoon, board members and
14 staff of the 22nd DAA.

15 My name is Kim Marrs. I have worked as a
16 trainer in horse racing for over 30 years. I chose
17 this profession. I do my best in my power to be an
18 excellent steward of the horses under my care.

19 The horse racing industry has provided many
20 people like me an opportunity to make a living working
21 with horses and doing something that I really, really
22 love. We are a large community of people working to
23 help our horses strive and compete. Their wellbeing
24 is the foundation of our profession, and in no other
25 racetrack is this philosophy upheld more than Del Mar.

1 We continue to implement the reform effort
2 in our industry with great success, and we plan to
3 build on that success. The numbers don't lie.
4 Del Mar is recognized as the safest racetrack in
5 America three years in a row. One thing for certain
6 is that our progress has been an inspiration to many
7 throughout the country, and we have shown that racing
8 can be made safer.

9 I attended the Breeders' Cup at Del Mar, and
10 it was a great success. There were no accidental
11 horse racing fatalities during live racing at the
12 Breeders' Cup, and we should all acknowledge that
13 fact.

14 We love our horses, and we provide them the
15 best care and training to prevent injuries and harm.
16 The increased oversight and protocols that are now in
17 place have set a new standard of safety, and we
18 continue to find new strategies and technology to
19 prepare our horses and keep them in the best condition
20 on and off the racetrack.

21 Thanks for listening, and I look forward to
22 continuing the work for safety and success at Del Mar.

23 And I've got to say, I was at the Breeders'
24 Cup. You guys put on one of the most amazing shows.
25 It was over the top. I can't say enough. I know that

1 it really brought a lot of revenue to the town. It
2 was a really good shot in the arm for the community,
3 put us in the spotlight across America, and showed how
4 good we are doing. So let's keep up the good work.
5 And I parrot Ali's comment about --

6 DONNA O'LEARY: Ms. Marrs, your time is up.

7 VICE PRESIDENT ROWLAND: Thank you.

8 And that was the last public commenter for
9 the DMTC Liaison Committee. So we'll now move to
10 Community and Government Relations Committee and
11 Director Mosier.

12 AUDIO VISUAL TECH: Don, you're muted.

13 DIRECTOR MOSIER: I'm having trouble
14 un-muting.

15 There is a written report on page 17 of your
16 agenda package for the meeting last month. We met
17 this morning and reviewed Fair Ops. I was hoping to
18 report that the City of Del Mar had engaged
19 consultants to investigate affordable housing on the
20 fairgrounds, but unfortunately there was a power
21 outage that ended the council meeting early last
22 night, and that item was continued until a date to be
23 determined in the future, but they are working with
24 our staff on -- on future housing.

25 That's all I have to report. We'll meet

1 again next month on regular schedule.

2 VICE PRESIDENT ROWLAND: And there are no
3 action items for this committee.

4 Any questions or comments from -- from the
5 directors?

6 Okay. We have one member of the public
7 signed up for Community Relation -- Community and
8 Government Relations Committee. Martha Sullivan.

9 MARTHA SULLIVAN: Yeah, hello again.

10 I just wanted to point out the news that I
11 saw today that the City of Del Mar is pursuing the
12 development of affordable housing on the fairgrounds,
13 which I certainly think -- and I think a lot of other
14 people agree with me -- that that's certainly a higher
15 and better use of the fairgrounds than live horse
16 racing. It has much more benefit.

17 I want to, you know, point out that the
18 lease with DMTC, it is -- will be in its final
19 five-year option, you know, at 2025. So in 2025 the
20 fairgrounds or the RTA or RLTC, whatever the entity
21 is, can end that agreement and finally make the
22 transition away from this industry that's been
23 declining for 30 years. And it's -- it's gonna keep
24 declining despite, you know, their -- their illusions
25 and delusions.

1 It's gonna become more and more expensive to
2 own and train horses under the federal -- the new
3 federal legislation. I mean, we're already seeing
4 reports on this. It costs a lot to try to look like
5 you're safe.

6 And this industry is not gonna get bigger.
7 It's unsustainable in many ways. And the sooner that
8 this fairgrounds board faces up to that, the better.

9 VICE PRESIDENT ROWLAND: Okay. We -- we
10 have three committees here that did not have reports
11 at this -- for this meeting, but we do have some
12 members of the public signed up for comment. And
13 these are the Strategic Planning Committee, Audit &
14 Governance, and the Contracts Oversight Committee.

15 So I don't think that members of the board
16 have any comments, because there were no reports,
17 unless there's something that you wanted to bring up
18 on these committees.

19 Okay. We can move to public comment on
20 Strategic Planning. There were two members signed up.

21 Martha Sullivan, you're up first on
22 Strategic Planning.

23 MARTHA SULLIVAN: Yes. Hello again.

24 You know, relative to strategic planning, I
25 think that the -- the resolution that was recently

1 passed by, you know, the vast majority of the members
2 of the San Diego County Democratic Central Committee,
3 many of whom are elected, you know, once again tells
4 you the -- you know, the short life that remains in
5 this industry. This is the home county of Del Mar
6 racing, and it's the second largest city and county in
7 California.

8 I also want to point out, you know, you
9 discussed last month, I believe it was, about allowing
10 sports betting there, you know, at the racetrack.
11 Well, just recently it was reported that a fourth
12 proposed ballot initiative to authorize horse betting
13 has been floated by three of the big American tribes
14 to allow online sports betting, because they
15 recognized that their ballot initiative that was
16 limited to their casinos and to the racetrack is dead
17 in the water. Limiting it to those brick-and-mortar
18 locations is not gonna fly, and they recognize that
19 now, and they -- they're floating another ballot
20 initiative to make it available online.

21 So the writing's on the wall for live horse
22 racing. And strategic planning-wise, you need to keep
23 getting out of the way of, you know, the -- the exit
24 of this industry. You know, make your own exit plan.

25 DONNA O'LEARY: Ms. Sullivan, your time is

1 up.

2 VICE PRESIDENT ROWLAND: Thank you.

3 The next member of the public is Sandy
4 Marchesi.

5 AUDIO VISUAL TECH: Sandy is no longer in
6 the queue.

7 VICE PRESIDENT ROWLAND: Okay. Then the
8 next is the Audit & Governance Committee, and we have
9 one member of the public signed up.

10 Martha Sullivan.

11 MARTHA SULLIVAN: Yeah, I could pass on
12 this. Thank you.

13 VICE PRESIDENT ROWLAND: You are also signed
14 up as the only person under Contracts Oversight
15 Committee.

16 AUDIO VISUAL TECH: You're muted, Martha.
17 Star six.

18 VICE PRESIDENT ROWLAND: Did you want to
19 speak on Contracts Oversight Committee, Martha?

20 MARTHA SULLIVAN: No. I can pass on that as
21 well.

22 VICE PRESIDENT ROWLAND: Okay. We'll now
23 move to the Premier Food Services agreement.

24 Yeah, and I think Carlene is going to be
25 reporting on that.

1 CEO CARLENE MOORE: So this is -- it's on
2 the agenda as a request at last month's meeting. And
3 so in your packet, on page 18, is a staff report just
4 to provide the board and the public with some
5 background with regard to the -- the agreement with
6 Premier Food Services. So I'll just touch on a couple
7 of the highlights. And then we also have Mark
8 Wiggins, the general manager of Premier, who will be
9 doing not only their financial report but available
10 for if there are any, you know, additional questions.

11 So since April of 1990, we have been in an
12 agreement with Premier Food Services. Their -- their
13 name has changed at times. SMG, now with ASM, but we
14 know -- and know them as Premier, and that's how we
15 continue to -- to refer to them. So just in case if
16 there's anybody wondering. I know earlier there may
17 have been a comment about that. But it is -- we do
18 know them as Premier Food Services.

19 The agreement, and since the '90s, has been
20 one that is a net profit that's split between the two
21 entities. The current agreement goes through December
22 of 2026. And after that or near the end of that,
23 there's still another option that is available to
24 renew for another five years if the board so -- so
25 deems it at that time.

1 Under the -- the management fee structure
2 and that split of net profits, there are -- there's
3 the gross revenue, of which the -- the district
4 receives all of the -- the revenues from those
5 operations, and then we reimburse Premier for their
6 expenses for the month. And those expenses include --
7 are the cost of goods sold, their payroll, and all
8 related expenses with that, and then also the direct
9 expenses with regard to operations.

10 So this covers things such as, you know,
11 equipment leases; reimbursement of, you know, sales
12 taxes; and other just general operating costs; whereas
13 cost of goods sold directly tied to -- to revenues and
14 obviously activity that takes place; and then again
15 payroll and the benefits with that.

16 And so at the end of those reimbursements,
17 then there's a split of net profits, of which the
18 district retains 87.5 percent of that net and Premier
19 receives 12.5 percent.

20 Historically Premier has managed all of the
21 catering and concessions for events on the
22 fairgrounds, exclusive of the San Diego County Fair.
23 The San Diego County Fair, our staff manages those --
24 those food and beverage operations, but that includes
25 the inclusion of Premier in that. They're a -- excuse

1 me -- a particular partner within that for us,
2 operating all of our alcoholic beverage locations,
3 sometimes referred to as the bars, but really anywhere
4 alcohol service is being provided, as well as food
5 operations, including in the grandstands. So for the
6 various shows that we have in the grandstands, food
7 stand, typically I think it's the cheese stand, right,
8 and -- and other activities. Catering -- some of the
9 requirements that we have with regard to our
10 entertainment contracts, we have, you know, catering
11 for some of those entertainers, you know, bands,
12 performers, and so on.

13 And in addition to that, they also provide
14 food and beverage service at our year-round events,
15 some of which are catering, such as when we host
16 weddings, fundraising events, you know, like dinner
17 types of events, activity, you know, social events of
18 that nature which are also typically found and located
19 closer to the proximity to the kitchen.

20 And so then with regard to some of our other
21 events and activities, they have historically utilized
22 third-party contractors for those events because we
23 don't have kitchen facilities in all of our buildings.
24 And, actually, those facilities are quite a distance
25 from the kitchen, which is located in the grandstand.

1 So as we have home and garden shows or other
2 trade shows, consumer shows taking place in our
3 exhibit hall, O'Brien Hall and such, again, outside of
4 those being dinners coming out of the kitchen, those
5 have been contracted services. And so with that,
6 that's the -- the background on it.

7 During the pandemic, as we know, not only
8 did the district reduce its workforce through layoffs,
9 but unfortunately Premier had to as well, all of which
10 was driven by the volume of events and activities.
11 And though we've been able to be very creative and
12 together be very creative in being able to host some
13 events and bring things back, the one kind of category
14 of events that really has not returned yet is that
15 area of, you know, the more social or dinner catering
16 types of events. Again, you know, weddings,
17 fundraisers, alumni reunions. I know some of our
18 board members, their own alumni have typically hosted
19 events here as well.

20 And we haven't seen those return yet, and in
21 part because of the time that is necessary to plan
22 those events and just the ongoing and lingering
23 concerns with regards of gatherings of that --
24 those -- that nature and the efforts that need to go
25 into it. But we do anticipate the return of those

1 events in the future. It's just there are many
2 forces, in essence, working -- working against some of
3 those, as compared to some of the more retail-oriented
4 events that we've been able to host this -- over
5 the -- this past 18 months.

6 And so with that I will -- if there are any
7 additional questions that I can answer or perhaps Mark
8 Wiggins as well.

9 VICE PRESIDENT ROWLAND: Mark, you want to
10 go ahead? And then, if the members of the board have
11 any questions, they can ask on all of the above.

12 Mark, can you hear us?

13 MARK WIGGINS: Yes. Am I all -- can you
14 hear me?

15 VICE PRESIDENT ROWLAND: Yes. We can hear
16 you now.

17 MARK WIGGINS: Okay. Thank you, Carlene.
18 Good afternoon, board.

19 I'd like to start off at least saying thank
20 you for the comments that Josh Rubinstein and Lisa
21 Barkett gave Premier. And also, before I give the
22 report, I'd like to thank my management staff.
23 They're the ones that really came back from being
24 furloughed in early May and was able to put on the
25 fair and put on the live meet and plan for this

1 Breeders' Cup, which is quite amazing feat to hire
2 over a thousand people and have them ready and trained
3 to -- to do this. It was incredible. And that
4 frontline staff had actually pulled it off. They
5 executed their plan extremely well. So I just -- my
6 hats off to all our employees and the job they did.

7 And our September beverage report, food and
8 beverage report, we had sales of \$1,003,800, compared
9 to a budget of \$1,310,581.

10 Our cost of goods were higher. And, again,
11 that's offsetting our low cost that we had last -- in
12 the August month.

13 And then payroll came in just a slight bit
14 higher due to the sales being lower.

15 Operating expense again a little bit higher
16 due to the lower amount of our sales we had.

17 And the client distribution was 100- --
18 negative \$102,000, compared to a budget of \$207,000.

19 Our year-to-date revenues are at \$9,041,000,
20 compared to a budget of the \$10,556,000.

21 Cost of goods are -- is up about 1 percent.
22 And, you know, that -- what's really driving that --
23 that cost of goods is the -- everything going up. The
24 inflation has really affected the restaurants, and so
25 that's been the biggest impact that we've had.

1 Payroll is down slightly. We have had
2 some -- we budgeted pretty high in payroll due to
3 COVID, not knowing. So that number is coming in
4 lower.

5 Operating expense year to date is lower by
6 1 percent.

7 And our net profit for the year so far is
8 \$2,606,000, compared to \$2,646,000.

9 And that's all I have.

10 VICE PRESIDENT ROWLAND: I think my one
11 comment on this was -- I know it's not traditional,
12 but I think squeezing a 2019 column onto here would be
13 helpful because comparing things to 2020 is not very
14 illuminating when you're looking at, you know, what is
15 normal or what has been normal in the past. So
16 anyway, just a -- just a thought, maybe, that we could
17 give a little different perspective, given what 2020
18 was like.

19 MARK WIGGINS: Yeah, no, definitely. We can
20 fit a 2019 column right next to 2020 so you can kind
21 of see what we did in 2019. Absolutely.

22 VICE PRESIDENT ROWLAND: All right.

23 MARK WIGGINS: That will be there for
24 November.

25 VICE PRESIDENT ROWLAND: 2021 is probably a

1 little bit of a hybrid of 2020 and 2019. So I think
2 we can kind of figure that out, but it would be
3 interesting to see, you know, where we're beginning to
4 fall.

5 MARK WIGGINS: Absolutely.

6 VICE PRESIDENT ROWLAND: Any questions or --
7 yeah, Director Gelfand.

8 DIRECTOR GELFAND: I'm just curious about
9 how the arrangement works. Because since essentially
10 we receive the income, we pay all the expenses, and
11 then the net is split, what's included in the
12 expenses? For example, your salary, Mark, and the --
13 what extent, if any, do the parent entity of
14 Premier -- you know, to what extent are any of their
15 costs included in the expenses?

16 MARK WIGGINS: Yeah, there -- there is. So
17 their cost is completely my whole salary. So within
18 the cost of goods, my salary is not in that, and it
19 has to come out of all the -- it comes out of the
20 12.5 percent that we receive.

21 DIRECTOR GELFAND: Thank you.

22 VICE PRESIDENT ROWLAND: Is that the only
23 corporate overhead? I think that was kind of
24 Director Gelfand's question. Is there --

25 MARK WIGGINS: That, and we have a bond that

1 we pay every year.

2 VICE PRESIDENT ROWLAND: Okay.

3 MARK WIGGINS: A shared --

4 VICE PRESIDENT ROWLAND: Go ahead.

5 CEO CARLENE MOORE: I was just going to add
6 to that. In terms of in -- in the report is that --
7 not included in terms of the expenses that we split,
8 in addition to the general manager's salary and any of
9 those related expenses, would be corporate supervision
10 and support services, corporate income taxes,
11 corporate overhead expenses. And if they make -- and
12 this is just sort of summarizing those things. And if
13 they make any contributions to any charitable
14 organizations, those are not included in the expenses
15 that -- that Premier is reimbursed for.

16 VICE PRESIDENT ROWLAND: I see.

17 Any other questions?

18 Well, thank you. Thank you both.

19 And the final -- I'm sorry. We have one
20 member of the public who's asked to speak on the
21 Premier Food Services Agreement. Martha Sullivan.

22 MARTHA SULLIVAN: This is Martha Sullivan
23 again.

24 I note in the report on this item, in
25 November 2018, in consideration of the \$2 million

1 capital investment loan provided by Premier/ASM, the
2 agreement was extended for an additional five years,
3 through December 2026, with the option to extend for
4 another five years, through 2031. So I'm -- this is
5 sort of a novel concept, and it leads the public --

6 (Indecipherable audio transmission,
whereupon the stenographer requested the
7 speaker to repeat the comment.)

8 MARTHA SULLIVAN: This is a novel concept to
9 me. I was actually the contract officer for a state
10 agency, the state public utilities commission, for
11 several years. And so I would appreciate an
12 explanation of what this \$2 million capital investment
13 loan provided by Premier/ASM was and how the five-year
14 option was, you know, exercised in consideration for
15 that. I mean, that sounds -- that's a financial
16 transaction.

17 VICE PRESIDENT ROWLAND: So yes. We'll have
18 to -- we'll have to get back on that one on the
19 details.

20 Any other comments?

21 MARTHA SULLIVAN: No. Thank you.

22 That will happen next month?

23 VICE PRESIDENT ROWLAND: Assuming that --
24 that staff has the time to finish doing the research
25 on it.

1 So next we have the Finance Committee.

2 CEO CARLENE MOORE: So again included in
3 your packet, on pages 20 through 22, is the financial
4 report for this month.

5 I did want to point out, as was noted in the
6 narrative accompanying the financial reports, wherein
7 the balance sheet was -- was out of balance when we
8 were posting and distributing this on Friday evening,
9 and -- and as we stated, we would be supplying a new
10 one. So the board should have received the new
11 balance sheet yesterday, once that was corrected.

12 As it turned out, our implementation team,
13 you know, again, we're continuing the -- the software
14 conversion with regard to our accounting system, and
15 the implementation team was working to resolve the
16 mis-posting of retirement contributions. They were
17 posting to the wrong expense account. They're working
18 to -- to correct that, and it just wasn't completed by
19 the end of day on Friday when we were then running the
20 reports for inclusion in the packet. So that was --
21 was corrected first thing Monday morning. A new
22 balance sheet was distributed to the board. It is in
23 balance, and that will be posted -- updated on the
24 website following this meeting. So the public will --
25 will have that as well.

1 And -- and then with that, just again, as I
2 stated earlier in my management report, we did receive
3 the targeted support funding from the Department of
4 Food and Agriculture of \$10.5 million just last week.
5 And then also just wanted to make note, just as an
6 update, that the -- we received news last week from
7 the SBA that unfortunately there were miscalculations
8 through their portal and we will not be eligible for a
9 supplemental award with regard to our shuttered venue
10 operator grant. So there won't be anything
11 forthcoming on that, any additional news to report.

12 But if there are any specific questions --
13 so this is the balance sheet and financials through
14 the month of July. That's the month that we are also
15 reconciled with in terms of our -- our bank
16 reconciliations and continuing to work through those
17 additional just individual account reconciliations
18 with regard to the remaining asset of the -- of our
19 capital investments, the booking of depreciation, as
20 well as a few items remaining on -- on our
21 liabilities.

22 But as we looked at those -- and our
23 Director of Finance Sadegh was not able to be at
24 today's board meeting, but on his behalf, as we looked
25 at those items, we expect the -- any adjustments to be

1 just immaterial in nature, not resulting in -- in
2 changes that would result in upwards of a million
3 dollars or more. It probably has more to do with
4 moving -- potentially moving from one account to
5 another just so it's recognized in the correct place.
6 But continuing to work through that as he's also
7 working through and preparing our 2022 budget for
8 presentation at next month's board meeting.

9 VICE PRESIDENT ROWLAND: Thank you.

10 Director Gelfand.

11 DIRECTOR GELFAND: Is it time for questions?

12 VICE PRESIDENT ROWLAND: It is.

13 DIRECTOR GELFAND: Okay. So we've got,
14 essentially, a \$15 million loss through July 31st. Do
15 you have a projection for year end? And any comments
16 on how to finance it, the loss?

17 CEO CARLENE MOORE: Actually, what you're
18 looking at, I believe, is the variance column, because
19 right now what we're actually showing --

20 DIRECTOR GELFAND: Oh, that's variance.

21 Sorry.

22 CEO CARLENE MOORE: Yes.

23 DIRECTOR GELFAND: All right.

24 CEO CARLENE MOORE: Yes. But do keep in
25 mind this is just -- you know, this is a snapshot of a

1 moment in time. Not -- not all of the expenses were
2 in yet, for example, for Home Grown Fun. And as we
3 work our -- and there are a couple of factors in this
4 that make it look -- things look a bit more
5 profitable, one of which is the recognition of the PPP
6 loan forgiveness of \$4.7 million has occurred now in
7 2021. Keep in mind those funds were spent in 20- --
8 in essence, in 2020. So that's in there.

9 We also have -- so Home Grown Fun revenues
10 are in, but there are still expenses, in essence, that
11 came in and were paid in August, and even a few that
12 carried over to -- to September. So we just don't
13 have a complete wash of that yet.

14 And I would also --

15 DIRECTOR GELFAND: Okay. So what my -- my
16 concern is are we solvent? Are we gonna end the year,
17 you know, positive? And maybe next month you could
18 actually give us a projection.

19 CEO CARLENE MOORE: You'll be -- you will
20 get a projection at next month's. I think what we'll
21 be doing, in term -- because this is not reflective
22 yet of -- keeping in mind that we were in quite the
23 hole with regard to our reserve, but we're not
24 bleeding, and we -- we, you know, kind of have leveled
25 out, stabilized. And I think now it's about -- it --

1 it's about moving forward and growing and how -- how
2 we continue to do that.

3 We have controlled our expenses very well
4 throughout 2020, some of that not necessarily truly
5 under our own control. Staffing, you know, as we
6 reported during Home Grown Fun and the challenges we
7 had in filling position, resulted in a big savings on
8 that.

9 We also -- though we have been working to
10 fill various positions, it's been more of backfilling
11 as vacancies have occurred. Now that we have received
12 the confirmation and even the funding from CDFA, we
13 can actually start implementing some aspects of that
14 regrowth and rebuild plan so that we're also in a
15 position to take advantage of opportunities in the
16 future for continuing to grow our revenues. But we'll
17 have a further report -- when we present the budget,
18 we'll be presenting a -- that will include a forecast
19 to the end of the year.

20 DIRECTOR GELFAND: Thank you.

21 VICE PRESIDENT ROWLAND: Yeah, I think that
22 probably the biggest, you know, indicator of -- of
23 where we are now is that cash line item, which is a
24 lot better than it was, you know, a month ago.

25 CEO CARLENE MOORE: Uh-huh.

1 VICE PRESIDENT ROWLAND: And then -- and I
2 think that, you know, it's just always disturbing to
3 see variances, but they're really kind of an artifact.
4 The fact is there's nothing in the budget column.

5 CEO CARLENE MOORE: Correct.

6 VICE PRESIDENT ROWLAND: So they look like
7 these big variances, which aren't really variances.
8 So it might have been even better just to show the
9 income statement without the variance report on it,
10 because it's just obviously wildly inaccurate at this
11 point.

12 So -- and -- and I think I have the same
13 kind of comment on the 2021, 2020, and 2019. I know
14 that you're going through the new accounting system.
15 So it's really hard to have it in the same categories,
16 exactly the same way for 2019, because that's probably
17 not what you're doing. You're going back to 2020 on
18 it, but not 2019.

19 CEO CARLENE MOORE: Uh-huh.

20 VICE PRESIDENT ROWLAND: So --

21 CEO CARLENE MOORE: But it may behoove us in
22 terms -- with regard to that in the financial reports.
23 And I think, especially as we're going into 2022,
24 where, you know, we're planning on having a full fair,
25 we'll work to get those 2019 numbers --

1 VICE PRESIDENT ROWLAND: Right.

2 CEO CARLENE MOORE: -- because that was the
3 last year of -- regular year of activity.

4 DONNA O'LEARY: Yeah, I mean, at least in
5 terms of, you know, maybe it cannot be as fine as the
6 kind of the categorization here, but at least at some
7 roll-up level it would be nice to know what was in
8 kind of the major categories of assets and liabilities
9 for comparison purposes. It would just give me
10 something to look at. It gives us all something to
11 look at that's a little bit more apples to --

12 CEO CARLENE MOORE: Uh-huh. Yes.

13 VICE PRESIDENT ROWLAND: -- some other
14 fruit.

15 CEO CARLENE MOORE: Yes. And I do --
16 that's -- and the balance sheet will be easier to --
17 or -- or --

18 VICE PRESIDENT ROWLAND: Right.

19 CEO CARLENE MOORE: -- to get that
20 information because it is an apples-to-apples
21 comparison.

22 VICE PRESIDENT ROWLAND: Yeah.

23 CEO CARLENE MOORE: And so we can make that
24 adjustment --

25 VICE PRESIDENT ROWLAND: Right.

1 CEO CARLENE MOORE: -- and be reporting
2 those. And until such time as we have information in,
3 we'll hide those columns in the future so as not to
4 create confusion.

5 VICE PRESIDENT ROWLAND: And having said
6 that, I know that it's really worthwhile to put in the
7 new accounting software and to be very professional
8 and careful about the categorization of it. I mean,
9 I -- I know that people are striving not necessarily
10 for perfection, but in that direction. So it's much
11 appreciated. And I know it's tedious and -- you know,
12 and then you get oversight from the auditors where
13 everything goes; so you want to do it right. But
14 having more information, you know, for -- from a
15 board's perspective is better than less information
16 when it comes to something as important as this.

17 CEO CARLENE MOORE: Absolutely.

18 VICE PRESIDENT ROWLAND: Any other thoughts
19 or comments from -- from the board?

20 We don't have any action items here.

21 Believe me, I'm gonna go to public comment.
22 Thank you for flashing the public comment sign at me.

23 We do have two members of the public who
24 have asked to speak on the Financing Committee, and
25 the first member of the public is Martha Sullivan.

1 MARTHA SULLIVAN: Thank you. I'm gonna
2 pass.

3 VICE PRESIDENT ROWLAND: Okay. Thank you.
4 And the second member of the public is Lori
5 Saldaña.

6 LORI SALDAÑA: I can wait until the
7 non-agenda comment. Thank you.

8 VICE PRESIDENT ROWLAND: Okay. So we have
9 an item on the agenda of Matters of Information, and I
10 think they're truly matters of information as opposed
11 to something that we are reporting out on.

12 DONNA O'LEARY: You can -- you just need a
13 consensus.

14 VICE PRESIDENT ROWLAND: But we do have a
15 member of the public who has asked to speak on Matters
16 of Information. So if there's nothing from the board
17 on that, we'll move to that, and that's Martha
18 Sullivan.

19 MARTHA SULLIVAN: I basically signed up just
20 in case there was anything that I would want to
21 comment that was noted since there wasn't anything
22 provided in the board packet. So thank you.

23 VICE PRESIDENT ROWLAND: Okay. Stay on.
24 Stay on, because you're the -- you're the first in the
25 general public comment category for items of issues

1 not on the current agenda.

2 And we have, looks like, four members of the
3 public who have signed up to speak here. And, Martha,
4 you are the first.

5 MARTHA SULLIVAN: Am I still on?

6 VICE PRESIDENT ROWLAND: Yes, you are.

7 MARTHA SULLIVAN: Okay. I just wanted to
8 make sure, because I was asked to un-mute.

9 I -- I would like to point out that, despite
10 there being many unionized workers at this
11 state-owned-and-operated fairgrounds from -- from
12 para-mutual corps to food service workers which we
13 often hear about and which we heard at least one of
14 the directors inquire about last month in terms of
15 them being bypassed for non-union food service
16 workers -- and I saw a news item on that as well --
17 I'd like to point out that one of the top sponsors of
18 the Breeders' Cup was John Deer, which is currently
19 threatening to hire strike breakers and to offshore
20 U.S. jobs.

21 There are about 10,000 members of the United
22 Auto Workers striking at twelve John Deer plants, and
23 yet this was a very prominent sponsor of the Breeders'
24 Cup, very prominently displayed. I think this is yet
25 another, you know, incongruency [sic] for this state

1 agency to be enabling and facilitating, you know,
2 such -- such a prominent placement of a corporation
3 that's being struck and is threatening to hire strike
4 breakers and to offshore U.S. jobs rather than
5 negotiate in good faith with its workers.

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

8 MARTHA SULLIVAN: This is just another
9 example --

10 VICE PRESIDENT ROWLAND: Thank you.

11 The next member of the public signed up to
12 speak is Oscar de La Torre.

13 AUDIO VISUAL TECH: Oscar is no longer in
14 the queue.

15 VICE PRESIDENT ROWLAND: Thanks.

16 The next member of the public signed up is
17 Lori Saldaña.

18 LORI SALDAÑA: Thank you. Yes.

19 I have a question about a process regarding
20 your closed session. In any other agency where I have
21 been allowed to comment on closed-session items, it
22 was done prior to the board going into their
23 deliberations. If you're -- you're requiring people
24 to use non-agenda public comment time to discuss items
25 that are on the agenda, it just doesn't logically make

1 sense and it doesn't conform to the Bagley-Keene Act.

2 So I -- I wanted to bring that to your
3 attention, and I think there was an email submitted to
4 that effect, as well. The public does have a right to
5 comment on closed-session items as part of your agenda
6 items, not as a non-agenda.

7 Also, there's been great discussion about
8 resiliency planning for the state public lands. And
9 there's a saying that those who fail to plan are
10 planning to fail. And not far from your property
11 there are households already experiencing changes near
12 their private property that reduce their coastal
13 access. Bluffs are becoming less stable, higher
14 tides, stronger storms are eroding the cliffs, and
15 it's reasonable to begin planning for similar impacts
16 near the fairgrounds.

17 The last few years king tides in November
18 and December have given many regional cities I preview
19 of what flooding in these low-lying areas is going to
20 look like. And so as part of addressing resiliency,
21 both from a human and community perspective, I just
22 want to encourage you to consider resiliency when it
23 comes to the state lands adjacent to the fairgrounds.

24 You can be part of the solution to help
25 prepare for this flooding and provide a buffer as we

1 have more water coming in, or if you continue to build
2 and do hard-scaping it could contribute to more of the
3 flooding problems in the coastal zone.

4 Thank you.

5 VICE PRESIDENT ROWLAND: Thank you.

6 And I think I'd like to ask Josh Caplan -- I
7 think you're still there, Josh -- to speak briefly on
8 the issue of -- of how we handle closed-session public
9 comment.

10 DEP. STATE ATTY. GEN. CAPLAN: Sure.

11 So there is -- the Bagley-Keene Open Meeting
12 Act does require state agencies like the 22nd District
13 Agricultural Association to allow members of the
14 public to comment on each agenda item. There is,
15 however, also language under the Bagley-Keene Open
16 Meeting Act that exempts certain portions, including a
17 cross-reference to the Government Code provision and
18 the other provisions of the Bagley-Keene Open Meeting
19 Act, that authorize closed session.

20 To put that another way, Bagley-Keene does
21 not provide members of the public to speak on items
22 listed under the closed-session portion of the agenda
23 as that part of the discussion is conducted outside of
24 the public domain.

25 And so, yes, while it might seem strange for

1 members of the public to speak during the general
2 public comment period if they have concerns or
3 comments or questions or want to raise issues on
4 pending litigation, Bagley-Keene specifically exempts
5 those comments to take place during the closed-session
6 portion of the agenda.

7 VICE PRESIDENT ROWLAND: So they would have
8 to be addressed in that public comment section?

9 DEP. STATE ATTY. GEN. CAPLAN: I think,
10 under the spirit of Bagley-Keene, likely the board
11 would not need to entertain any comments that are
12 listed under the closed-session portion of the agenda.
13 But I -- I tend to defer to the board and the board
14 chair because, again, the way that the public comment
15 portion of the agendas at the 22nd DAA are framed,
16 they're really for those matters that are not
17 otherwise on the agenda.

18 But I think, because members of the public
19 are not provided an opportunity to speak on
20 closed-session items during closed session, it would
21 seem appropriate, if those members of the public had
22 concerns about pending litigation, that they be
23 provided with the opportunity to address the board
24 during the general public comment portion of the
25 meeting, which would simply mean that the board cannot

1 engage in any back-and-forth with those members of the
2 public on those pending litigation items.

3 VICE PRESIDENT ROWLAND: Thanks for the
4 clarification.

5 The last member of the public signed up to
6 speak under public comment is Jane Cartmill.

7 AUDIO VISUAL TECH: Star six, Jane. You're
8 in the meeting.

9 Star six, Jane. You're in the meeting.
10 She doesn't appear to be responding.

11 VICE PRESIDENT ROWLAND: Another second
12 here.

13 So it looks like our last member of the
14 public may have dropped off.

15 AUDIO VISUAL TECH: I think she might just
16 be away from her device.

17 VICE PRESIDENT ROWLAND: Okay. We'll give
18 her another second, two, because our last -- our next
19 item is adjournment. So there's not much forgiveness
20 after adjournment to get back to your device. So
21 worthy of a pause.

22 DIRECTOR GELFAND: I move that we adjourn.

23 DIRECTOR SCHENK: Second.

24 VICE PRESIDENT ROWLAND: I think -- I think
25 this board's taking over from me here.

1 Okay. Having heard a motion and a second, I
2 think we're adjourned.

3 (Meeting adjourned at 5:01 P.M.)
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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 6th day of December, 2021.

18
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20 

21 Kathryn L. Edwards, CSR No. 7288

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