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MEETING OF THE OCFEC BOARD OF DIRECTORS
32nd DISTRICT AGRICULTURAL ASSOCIATION

Held on: Thursday, September 22, 2016

Reported by: Janet M. Taylor
CSR No. 9463
Certified Realtime Reporter
Registered Merit Reporter

1 Meeting of the OCFEC Board of Directors,
2 reported by Janet M. Taylor, a Certified Shorthand
3 Reporter for the State of California, with principal
4 office in the County of Orange, commencing at 9:04 a.m.
5 and ending at 12:41 p.m., Thursday, September 22, 2016,
6 in the Administration Building, Orange County
7 Fairgrounds, Costa Mesa, California.

8 APPEARANCES OF BOARD MEMBERS:

9 Nick Berardino, Vice Chair

Ashleigh Aitken, Member

10 Barbara Bagneris, Member

Douglas La Belle, Member

11 Stanley Tkaczyk, Member

12 STAFF:

13 Kathy Kramer, CEO

Michele Richards, VP of Business Development

14 Ken Karns, VP of Operations

Adam Carleton, VP of Finance & Administration

15 Jerry Eldridge, Director of Facilities

Nick Buffa, Safety & Security Supervisor

16 Jason Jacobsen, Director of Production & Technology

Ruby Lau, Director of Marketing

17 Joan Hamill, Director of Exhibits & Education

Howard Sandler, Director of Events

18 Dan Gaines, Director of Entertainment

Tamara, Tandem Partners

19 Jeff Willson, Entertainment Supervisor

Summer Angus, Executive Assistant

20

APPEARANCE OF COUNSEL:

21

OFFICE OF THE CALIFORNIA ATTORNEY GENERAL

22 BY: JOSHUA CAPLAN, ESQ.

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25

1 PUBLIC SPEAKERS:
2 Kristen Thompson
Renee Daniels
3 Kelly Shelton
Beth Refakes
4 Alex Reich
Bob Palazzola
5 Reggie Mundekis
Jay Humphrey
6 Theresa Sears
Jeff Teller

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Thursday, September 22, 2016

Costa Mesa, California

9:04 a.m. - 12:41 p.m.

* * *

VICE CHAIR NICK BERARDINO: We will call the meeting to order. Everyone can see the mission statement. It's behind us here. And we'll ask Director Aitken to lead us in the pledge.

(Pledge of Allegiance Conducted.)

VICE CHAIR NICK BERARDINO: Thank you, Ashleigh.

Jeff, if you could read the roll, please.

MR. JEFF WILLSON: Chair Mouet?

Vice Chair Berardino?

VICE CHAIR NICK BERARDINO: Here.

MR. JEFF WILLSON: Director Aitken?

DIRECTOR ASHLEIGH AITKEN: Here.

MR. JEFF WILLSON: Director Tkaczyk?

DIRECTOR STANLEY TKACZYK: Here.

MR. JEFF WILLSON: Director La Belle?

DIRECTOR DOUGLAS LA BELLE: Here.

MR. JEFF WILLSON: Director Bagneris?

DIRECTOR BARBARA BAGNERIS: Here.

MR. JEFF WILLSON: Director Cervantes?

Director Ruiz?

1 And Director Pham?

2 VICE CHAIR NICK BERARDINO: Okay. Thank you,
3 Jeff. We do have a quorum. We will proceed.

4 Next is CEO's Operational Announcements and
5 Updates. Thank you.

6 MS. KATHY KRAMER: Okay. Good morning. Happy
7 first day of fall. In case you're wondering, it's only
8 295 days until the 2017 OC Fair. I don't know about
9 you, but I'm already craving something deep fried.

10 Speaking of the fair, we were recently
11 honored by both the "OC Register" and "Parenting OC"
12 magazine. The "Register" honored us -- do you have that
13 certificate? Perfect. Thank you.

14 The "Register" honored us with the Best of
15 Orange County award for the best fair or festival, and
16 "Parenting OC" recognized us with their Reader's Choice
17 Award for the best fair and festival. Congratulations
18 to the entire staff, our partners, and Board of
19 Directors.

20 Next one. Perfect. Both of our awards on
21 the fair. Thank you.

22 Congratulations to the entire staff, our
23 partners, and our board of directors. This year's fair
24 was truly outstanding. 1,344,996 people got their fair
25 face on. We'll share more highlights from the 2016

1 OC Fair later in the meeting.

2 On behalf of the staff, I'd like to thank the
3 Board for your decision to not hold an August Board
4 Meeting. It was a relief for staff to be able to focus
5 on the fair teardown, prepare for the robust event
6 schedule immediately following the fair, and to spend
7 time with our families.

8 With fair ending mid-August, a Board Meeting
9 would have been less than two weeks after the close of
10 the fair. Staff feels that skipping the meeting didn't
11 mean skipping a beat. It has been business as usual,
12 and we are rested and ready for a strong finish for this
13 year. I would respectfully ask the Board to consider
14 the same schedule for next year.

15 I'd like to introduce and welcome two new
16 staff members: Summer Angus, Executive Assistant, and
17 Adam Carleton, VP of Finance & Administration.

18 (Applause.)

19 MS. KATHY KRAMER: Summer's background includes
20 working for an attorney and a CPA and a tax services
21 business and other executive assistant roles. She
22 resides in Lakewood with her family and enjoys boating
23 and cooking and has promised us samples.

24 Adam has 20 years of finance, accounting, IT,
25 and business experience in the medical, manufacturing,

1 technology industries with Fortune 500 companies,
2 including ALCOA and PacificCare. He's a graduate of
3 Costa Mesa High School, earned his associate's degree
4 from Orange Coast College and a bachelor's and master's
5 degree from Cal State University Long Beach. He resides
6 in Huntington Beach with his family and enjoys biking,
7 boating, and surfing.

8 Welcome. Welcome to the team.

9 (Applause.)

10 MS. KATHY KRAMER: We'd like to take a minute to
11 recognize and congratulate the Orange County Wine
12 Society on their 40th anniversary. The OC Fair
13 partnership with the Wine Society has been in existence
14 for 39 of those 40 years with the Wine Society.

15 The first competition was held in the 1977
16 fair. The Wine Society had just ten members back then
17 and only two varietals were judged during the very first
18 competition. In fact, famous vintner Rodney Strong was
19 one of the judges in the competition.

20 Flash forward 40 years, and the Orange County
21 Wine Society continues to host the OC's annual
22 commercial wine and home wine competitions with
23 thousands of entries and medals given each year.

24 Please welcome the Orange County Wine Society
25 Vice President Bill Redding and members. We now ask you

1 to come forward. We have a certificate to present you.

2 (Applause.)

3 MS. KATHY KRAMER: On behalf of the staff and the
4 Board of Directors, thank you. We look forward to 40
5 more years.

6 Shall we get a group shot here? All right.
7 Around the podium? There you go. Perfect.

8 (Photograph taken.)

9 MS. KATHY KRAMER: Congratulations. Thank you.
10 You bet.

11 At this time, I'd like to present the June
12 financials. Can you hit those slides?

13 Adam, you get a pass this month.

14 Year-to-date revenue is favorable to budget
15 by 834,000, primarily due to the performance of our
16 year-round events. So big round of applause to our
17 year-round team for continually growing that program
18 year after year.

19 Year-to-date expenses are favorable by
20 948,000. Some of this is due to timing. There's some
21 construction projects not completed, et cetera.

22 This time of year we operate at a deficit as
23 we're ramping up for fair, expending our resources to
24 build the fair. The good news around the deficit prior
25 to fair is the actual net deficit gain to year-to-date

1 budget deficit is favorable by 1.7 million. So good
2 news on that.

3 Can you flip to the cash slide? Thank you.

4 As you can see on the year-over-year
5 comparison, some cash, 30 million year over year, June
6 of this year 34 million. Again, we continue to add cash
7 to our operations from our year-round. So positive on
8 both of those.

9 Okay. Staff is busy closing the books for
10 July and August and post-fair wrap-ups. At the October
11 meeting, staff will be presenting the 2016 OC Fair P&L.

12 On June 27th, we received an invoice from the
13 Orange County treasurer on behalf of the Orange County
14 Sheriff's Department in the amount of \$129,000 for
15 services provided for the Trump rally on April 28th.

16 Staff has been working with Board leadership
17 and the AG's office and is meeting with the Orange
18 County Sheriff's Department to continue dialogue to --
19 around this matter. Staff has forwarded the invoice to
20 the Trump campaign and will continue to work with all
21 parties to resolve this matter.

22 The design and development of our new website
23 was launched right after fair. I know that's a
24 project -- Barbara, you're smiling -- near and dear to a
25 lot of us, and it's progressing rapidly. A core team is

1 currently working with the developer to create a bold
2 and beautiful website that will serve as a key marketing
3 tool for the OC Fair & Event Center. A wire frame of
4 the site has already been created, and an initial
5 creative concept will be presented to the core team in
6 early October. Then the hard detail work begins as the
7 content is finalized. The new site should be launched
8 sometime in early 2017, and we will keep you updated
9 periodically on the project.

10 At this time, I'd like to ask Michele
11 Richards to provide an overview of upcoming events.

12 MS. MICHELE RICHARDS: Thank you, Kathy.

13 As Kathy mentioned, we finished up the fair,
14 cleaned it up, and rolled right into our events program.
15 And, in fact, we're in the middle of a very, very busy
16 event season. So I want to preview you on some of the
17 upcoming events.

18 The 48th Annual Costa Mesa Speedway is back
19 starting this weekend on Saturday, September 24th, and
20 again on the 1st from 6:00 to 10:00. Speedway has been
21 here at the OC Fair & Event Center since 1969. General
22 admission is \$20.

23 Another event on Saturday from 6:00 a.m. to
24 4:00 p.m. is our annual Cruisin' For a Cure event. It's
25 a full day of more than 3500 hot rod, classic, and

1 muscle cars, plus other activities including more than
2 200 vendors, live music, prizes and food.

3 Cruisin' For a Cure is an event that promotes
4 awareness of prostate cancer and offers free prostate
5 screening to guests. So tickets for that are \$15; 12
6 and younger are free.

7 Sugar Plum is a great, beautiful craft
8 festival. Shoppers can find quality handcrafted
9 merchandise made in the U.S. from more than 120 vendors,
10 plus antiques and collectibles. That runs Thursday,
11 September 29th, and Friday, the 30th, from 10:00 to
12 8:00, and then Saturday, October 1st, from 9:00 to 5:00,
13 and admission is free for that event.

14 On the same weekend, starting Thursday
15 through Friday of next week, the Quilt, Craft and Sewing
16 Festival will take place. It's a creative, colorful,
17 and cool three-day show featuring quilting, sewing,
18 needle art, and crafting supplies. Admission is free to
19 that event, as well.

20 And then we're very happy to be presenting
21 the second of our Red Barn farm-to-fork experience
22 dinners inside Millennium Barn at Centennial Farm. It's
23 a very exclusive farm-to-fork dining experience. On
24 October 1st, it will feature Greg Daniels, executive
25 chef of Haven Gastropub. Admission to that is \$150.

1 And we're very happy to partner with the Orange County
2 Wine Society on that event. There'll be wine tasting,
3 guided tours of Centennial Farm, and a beautiful dinner
4 inside the Red Barn.

5 Also on October 1st is the Tater Tot & Beer
6 Festival. This is an event where guests will be able to
7 sample dozens of craft beers and unlimited gourmet tater
8 tot creations. Okay? It's open to ages 21 and older.
9 This event is currently sold out, so it should be a very
10 popular one.

11 We will welcome back the 39th Annual Home and
12 Garden Show on Saturday, October 1st, and Sunday, the
13 2nd. 10:00 to 7:00 on Saturday; 10:00 to 5:00 on
14 Sunday. It's a two-day show featuring everything in
15 home improvement and decorating, plus unique garden
16 displays and gardening workshops. General admission is
17 \$6.

18 And we'll welcome back Crossroads of the West
19 Gun Shows on Saturday, October 8th, from 9:00 to 5:00;
20 Sunday the 9th from 9:00 to 4:00. This is a two-day gun
21 and western Americana show. Tickets are \$16.

22 The Gem Faire is back again the weekend of
23 October 14th through the 16th, featuring the finest in
24 gems, beads, fine jewelry, minerals, imports, and much
25 more from around the world. Admission is \$7 for a

1 weekend pass.

2 Fight Club OC will be back on Thursday,
3 October 13th, Orange County's only professional boxing
4 and Mixed Martial Art show on one night in one venue.
5 Admission is \$60 unless you're five and younger, and
6 then you get in free.

7 And a new event for us hosted by AQMD is the
8 Electric Lawn Mower Exchange Program. That will take
9 place on Saturday, October 15th, from 8:00 a.m. to noon.
10 You can trade in your working gasoline-powered lawn
11 mower for a cordless electric lawn mower at discounted
12 prices. There are seven models that will be available.
13 And admission is free, but preregistration is required.
14 And you can register through our website for that.

15 In addition, I wanted to announce a very
16 special event that will be taking place on October 22nd.
17 It's the first fundraiser of the Heroes Hall Veterans
18 Foundation. Their Haunted Halloween event will take
19 place here at the OC Fair & Event Center. Tickets are
20 on sale now through the foundation's website at
21 ocheroeshall.org.

22 And just a reminder of our ongoing weekly
23 events. Of course, Centennial Farm is open free to the
24 public Monday through Friday from 1:00 to 4:00,
25 Saturdays and Sundays 9:00 to 4:00. And the farm is

1 currently offering a variety of wonderful gardening
2 classes. You can find that schedule on our website, as
3 well.

4 And, of course, the Orange County Marketplace
5 every Saturday and Sunday from 7:00 to 4:00, and Cars &
6 Coffee is back during that event, starting on Saturday
7 from 7:00 to 9:00 a.m.

8 And don't forget about our double dose of
9 food trucks. Dinner from 5:30 to 9:00 on Wednesdays and
10 lunch on Thursdays from 11:00 to 2:00 in front of the
11 box office at the Pacific Amphitheater.

12 And last but not least, it's the weekly
13 Farmers Market, Thursday 9:00 a.m. to 1:00 p.m., also in
14 front of the box office.

15 And that's it. Very busy event season coming
16 up.

17 MS. KATHY KRAMER: Thank you, Michele.

18 At this time, I'd like to ask Jerry Eldridge
19 to provide a Heroes Hall construction update.

20 MR. JERRY ELDRIDGE: Good morning.

21 DIRECTOR DOUGLAS LA BELLE: Good morning, Jerry.

22 MR. JERRY ELDRIDGE: So I think the project looks
23 really nice. We had the foundation out yesterday,
24 walking around, and it's coming along really well.

25 This is the southeast side of the front, and

1 this is the approach coming in.

2 The next slide is the first floor interior,
3 and we're -- we should be painting primer next week, so
4 we're moving right along. The project's on schedule to
5 still be complete in November.

6 And next picture, this is the upstairs. You
7 can see the insulation that we've got in the ceiling.
8 It's already boarded up. I took this picture earlier
9 this week. And they're putting mud on the walls.

10 And the next picture, this is when the star
11 was being installed on the 22nd of August. You can see
12 that one -- on the right-hand side, he hadn't put that
13 one down yet. And that one in the back, that was Nick
14 out there.

15 Would you like to share what you were doing
16 out there, Nick?

17 VICE CHAIR NICK BERARDINO: I was burying under
18 the star my Vietnam veteran lapel pin.

19 MR. JERRY ELDRIDGE: That was a touching moment.
20 I appreciate being a part of that.

21 VICE CHAIR NICK BERARDINO: It was touching for
22 me. I appreciate your letting me do it. Thank you.

23 MR. JERRY ELDRIDGE: And the next picture is --
24 that's all the rebar around the star that will, you
25 know, be structurally sound for the concrete, and then

1 the next picture is the star encased.

2 So that will lighten up. It won't be so
3 dark. But it's still going to be a brick-colored. And
4 then the perimeter of that will be kind of an off-tan
5 color. And then that will be poured tomorrow if
6 anybody's interested in going out there to take a look
7 at it. And I think that's all we got -- right? -- on
8 pictures?

9 So we are still tracking within our budget.
10 And one of the last things that we'll put down is the
11 pavers so that the -- on the walkway around the
12 perimeter so that they don't get damaged and stained
13 from construction. And we're looking to start that the
14 middle of October. So we're getting close. We're
15 running right down to our final days.

16 The project being -- having been started a
17 month late, it didn't impact the construction schedule,
18 but it did impact the OC Fair's work that I'm trying to
19 do on the outside of that by putting in irrigation and
20 landscaping and stuff. So I'm looking to still have it
21 in, but it's -- I just want to let you guys know there
22 is an impact on our side, not the project, but just on
23 the work that we're doing.

24 If you don't mind, I wanted to share some
25 fair facts from the maintenance side. Is that okay now?

1 MS. MICHELE RICHARDS: Sure.

2 VICE CHAIR NICK BERARDINO: Yes.

3 MR. JERRY ELDRIDGE: During the fair -- this is
4 just fairtime -- the operations team in just maintenance
5 tasks did 189 tasks. The plumbing crew did 283 tasks.
6 The electricians did 343 tasks. LWI and CCS, most of
7 these are all slips -- we call ice cream spills -- can
8 be anything that you can slip on -- 240 tasks.

9 We recycled 3,000-plus pounds of plastic,
10 200 pounds of aluminum, and we took that to seven
11 different recycling facilities.

12 DIRECTOR STANLEY TKACZYK: How many pounds of
13 aluminum?

14 MR. JERRY ELDRIDGE: Two hundred. We don't have
15 a lot of aluminum cans.

16 DIRECTOR STANLEY TKACZYK: I was going to say
17 that's nothing.

18 MR. JERRY ELDRIDGE: Yeah. We don't do a lot.
19 It's mostly plastic.

20 So any questions?

21 VICE CHAIR NICK BERARDINO: Okay. I have a
22 comment I'd like to make. I'm really going to the
23 slide -- I've been coming out, watching this
24 construction pretty closely. And I sneak in almost, you
25 know, a couple days a week. I was out here on Saturday

1 before this pour.

2 But just the outstanding job that the staff
3 have done on this. I mean, you know, we keep thanking,
4 you know, our whole staff team. And, you know, when you
5 thank somebody so much and you're so profuse, you know,
6 sometimes it seems to be kind of esoteric and
7 rhetorical.

8 But really I have to tell you that's not the
9 case. The staff has done an incredible, incredible job
10 on this. And it goes from Kathy, Michele, of course
11 Ken, and having Jerry on the ground there -- I mean
12 Jerry's son is currently a Marine. And, you know, every
13 one of the staff people here embraced this project in a
14 way that gives great honor not only to our fairgrounds
15 and certainly to our Board, you know, who have been so
16 committed to make this happen for the community, but,
17 you know, to everyone, in particular all the vets, and
18 they're honoring them.

19 And so on behalf of all the veterans, I have
20 to say -- can't say thank you enough, Jerry, to you and
21 your team, Ken and your team, Michele and your team,
22 Kathy, and whoever else is involved that I don't know
23 about doing just great work out there. Thank you very
24 much.

25 MR. JERRY ELDRIDGE: Thank you. Yeah. Another

1 really cool and honorable thing that I am getting to be
2 a part of is we have numerous vets that are out there
3 working that have come out of the service and are now
4 working in the trades, and they're actually getting to
5 work on the project. So I hear from them all the time
6 how this is so cool, and they get to be a part of it.
7 So --

8 VICE CHAIR NICK BERARDINO: Yeah. When I'm out
9 there, some of the workers -- you know, it was like I
10 was taking pictures of the star thing. And I look down,
11 and there were two workers who stopped working and were
12 reading some of the new plaques.

13 So it's -- it's an experience.
14 Unfortunately, you can't go out there, you know, because
15 of all these construction rules, and Ken -- closed-toed
16 shoes, no shorts, a helmet, vests. You know, bring your
17 last will and testament in case something happens.

18 But these guys, the people that are building
19 it are just -- I mean they're overtaken by it. So thank
20 you.

21 MR. JERRY ELDRIDGE: Thank you.

22 Any other questions?

23 MS. KATHY KRAMER: Thank you, Jerry.

24 I'm pleased to announce that we have been
25 selected to host the 2019 International Association of

1 Fairs and Exhibitions Association, IAFEA, Management
2 Conference. This is a very prestigious industry event
3 and will expose executive leadership from the fair and
4 festival industry across North America to the OC Fair &
5 Event Center and the City of Costa Mesa.

6 It's a four-day event that will be held in
7 the spring and attracts up to 150 industry leaders. We
8 are finalizing the details with Costa Mesa Tourism and
9 the Costa Mesa host hotel property. I'm very excited
10 about being able to showcase that event for our city.

11 It was recently brought to our attention that
12 some public records requests were not being fulfilled
13 accurately. Staff is working to correct this and
14 provide all the documentation to fulfill these requests.
15 We apologize to any requester that was affected by this
16 error and thank you for your patience as we correct the
17 situation.

18 After several months of recruiting, we have
19 hired Evelyn Hernandez to manage the association's
20 public records requests. She was a part-time member of
21 our H.R. team, and she is a Cal State Long Beach
22 graduate with a bachelor's in psychology.

23 At the Board's request I'm providing the
24 number of hours staff has spent fulfilling public
25 records requests. Since the June board meeting, a total

1 of 174 hours at a cost of \$8,190.

2 Thank you, and that concludes my report.

3 VICE CHAIR NICK BERARDINO: Thank you, CEO. We
4 appreciate it. Very good report.

5 Any questions from the Board to the CEO?
6 Barbara?

7 DIRECTOR BARBARA BAGNERIS: You said 8,109 or 90?

8 MS. KATHY KRAMER: Ninety. 8,190.

9 DIRECTOR BARBARA BAGNERIS: Thank you.

10 DIRECTOR STANLEY TKACZYK: That was for what
11 period?

12 MS. KATHY KRAMER: From the June board meeting to
13 the first of this week. So Monday, which was the
14 deadline to -- was the cutoff, basically, between the
15 Board Meetings.

16 DIRECTOR STANLEY TKACZYK: Thank you very much.

17 MS. KATHY KRAMER: Uh-huh.

18 VICE CHAIR NICK BERARDINO: Any other questions
19 from the Board Members for the CEO?

20 Okay. Seeing none, we'll move on to public
21 comments. You have three minutes. Jeff will put you on
22 the timer. Once the buzzer goes off, you know that's
23 the time to stop. And then if you don't, following the
24 buzzer will be a bang on the table with the gavel. I
25 have a former U.S. Attorney here that keeps me --

1 watching me.

2 DIRECTOR ASHLEIGH AITKEN: I just don't want to
3 bail you out.

4 VICE CHAIR NICK BERARDINO: Okay. Here we go.

5 First is Kris- -- Kristen Thompson.

6 Good morning, Kristen.

7 MS. KRISTEN THOMPSON: Good morning. My
8 colleague Renee Daniels and I are here from the American
9 Cancer Society, and we just want to take this
10 opportunity to acknowledge and thank Kathy Kramer, her
11 amazing staff team at the OC Fair & Event Center, as
12 well as the Board of Directors for their collaboration
13 and support of the American Cancer Society this past
14 year.

15 MS. RENEE DANIELS: I'd also like to thank the
16 OC Fair & Event Center for their generous sponsorship.
17 They provided free tickets to people who participated in
18 24 of our Relay for Life events here in Orange County.
19 The tickets went over extremely well. And because of
20 the tickets, we definitely saw an increase in
21 participation this year.

22 If that wasn't enough, I also wanted to thank
23 the OC Fair & Event Center for forming a team. There
24 were 22 staff who participated in the Costa Mesa Relay
25 for Life event and raised \$3,000 to help support our

1 cause. Thank you for that.

2 (Applause.)

3 MS. RENEE DANIELS: On behalf of the American
4 Cancer Society and the Relay for Life Event, I'd like to
5 present the OC Fair and Kathy Kramer with a plaque and
6 also a team certificate.

7 MS. KATHY KRAMER: Perfect. Thank you.

8 MS. RENEE DANIELS: So thank you all very much.

9 (Applause.)

10 MS. KATHY KRAMER: Thank you.

11 Photo. Michele's got her camera out, so that
12 must mean photo op. Thank you.

13 (Photograph taken.)

14 MS. MICHELE RICHARDS: Very good.

15 MS. KATHY KRAMER: Thank you. My pleasure. Such
16 a great cause.

17 (Applause.)

18 VICE CHAIR NICK BERARDINO: Thank you, Kristen.

19 Kelly Shelton.

20 MS. KELLY SHELTON: For those that don't know me,
21 my name is Kelly Shelton, and I'm the City of
22 Costa Mesa's liaison to the Orange County Fair & Event
23 Center. And on behalf of the mayor and the members of
24 the City Council and the entire city staff, we want to
25 congratulate you on another great fair. We have many

1 employees that participated.

2 We wanted to also thank you for your
3 hospitality for all of our city employees and the many
4 lunches that they've come over and enjoyed. To this day
5 they're still talking about they can't wait because they
6 are really missing all the bacon.

7 MS. KATHY KRAMER: Two hundred ninety-five days.

8 MS. KELLY SHELTON: There you go. They're
9 counting down.

10 On a side note, Mr. Hatch, our city's CEO,
11 wanted me to let you know that -- I'll probably get
12 emotional with this, but his office has a bird's eye
13 view of Heroes Hall. And on the days when he's having
14 some tough days, he goes to his window which overlooks
15 that and realizes the heroes that are being honored and
16 that things could be a lot worse for him.

17 So he appreciates that. It inspires him. It
18 gets him through some days. But he wanted me to make
19 sure that you knew that.

20 And I'm going to take this off for a second.
21 On a personal note, Michele, Kathy, thank you for
22 reaching out to me and honoring my birthday. My
23 birthday was on the day of Costa Mesa's day at the fair.
24 And I was surprised, and thank you so much for that.
25 And it made my birthday one of the greatest birthdays

1 that I've had. So thank you so much.

2 (Applause.)

3 VICE CHAIR NICK BERARDINO: Thank you, Kelly.
4 Kelly, if you could pass on to the city manager and the
5 council our appreciation for all of their efforts and
6 cooperation and work during the fair. On behalf of the
7 Board of Directors, we are very, very grateful for all
8 your support. So thank you very much, if you would pass
9 that on.

10 MS. KELLY SHELTON: Oh, you're very welcome. I
11 will do that.

12 VICE CHAIR NICK BERARDINO: Thank you.

13 Next, Beth Refakes. How do you pronounce
14 that, Beth?

15 MS. BETH REFAKES: Refakes.

16 VICE CHAIR NICK BERARDINO: That's right. Okay.

17 MS. BETH REFAKES: Beth Refakes, Costa Mesa
18 resident. I am very, very happy to see that the Heroes
19 Hall project is moving along. I too am at City Hall
20 fairly often on our drive by Fair Drive, and I've seen
21 the progress on it. So I am very happy that it's going
22 to be pretty much completed in time for Veterans Day.

23 I did have one question. When will -- what
24 is the plan for having the exhibits in the building and
25 having it open for tours, if someone could answer that?

1 You don't have to answer it right now.

2 But the other thing is I'm very happy to see
3 that you're pursuing recovering the additional cost to
4 the taxpayers for the Trump rally. I don't think that
5 the taxpayers should have to bear the burden of that
6 expense.

7 And I also was wondering -- since I am a
8 member of the Costa Mesa Military Affairs Team, I know
9 that there was some outreach to the 1215 at Camp
10 Pendleton. And I was wondering if somebody could let me
11 know how successful that was.

12 I know that they were very thrilled to have
13 the fair come down and have their little pop-up fair
14 down there and everything. So I know that some of them
15 also were able to work at the concessions at the
16 amphitheater during the fair. So they were able to earn
17 some funds to cover the costs -- offset the cost of the
18 Marine Corps Ball. So I know they were very happy about
19 that. So thank you very much.

20 VICE CHAIR NICK BERARDINO: So -- stay up there.
21 We will ask the CEO to have a -- one of her staff reach
22 out to you and brief you on those issues.

23 MS. BETH REFAKES: Okay.

24 VICE CHAIR NICK BERARDINO: So expect a contact
25 from somebody soon.

1 MS. BETH REFAKES: Thank you.

2 MS. KATHY KRAMER: I could also include it on my
3 next CEO report so everyone can know.

4 VICE CHAIR NICK BERARDINO: Yeah. In the
5 meantime, let's reach out to --

6 MS. KATHY KRAMER: Beth.

7 VICE CHAIR NICK BERARDINO: Okay. I think that's
8 it for public comment. We'll move on to the minutes.

9 MR. ALEX REICH: Can I -- I came in late. Is it
10 possible --

11 VICE CHAIR NICK BERARDINO: Sure. Of course.

12 MR. ALEX REICH: Thank you. I appreciate it.

13 VICE CHAIR NICK BERARDINO: You're -- you have
14 item 6.

15 MR. JEFF WILLSON: No. It's -- public comment
16 is 6. So --

17 VICE CHAIR NICK BERARDINO: Oh, it is? I'm
18 sorry. Very good. Hold on, though. You can't sneak in
19 without your card.

20 MR. ALEX REICH: Oh, sure. Thank you.

21 MS. KATHY KRAMER: Thank you. I appreciate that.

22 VICE CHAIR NICK BERARDINO: Okay. And this is
23 Alex Reich.

24 MR. ALEX REICH: Good morning. My name is Alex
25 Reich. I live in Costa Mesa. I'm a long-time Orange

1 County resident.

2 Did you know that Americans on average eat
3 more than 18 pounds of bacon each year? Were you also
4 aware, though, that last year the World Health
5 Organization and the Medical Journal of Volantis
6 published a study directly linking bacon to cancer.

7 Here's a direct quote from NPR in a piece
8 titled "Bad Day for Bacon, Processed Meat Causes
9 Cancer." WHO says, quote, "The conclusion puts
10 processed meats in the same category of cancer risk as
11 tobacco, smoking, and asbestos," and yet -- let me quote
12 Robin Wachner, Director of Communications for the fair
13 in the July 22nd "Daily Pilot" article titled "There is
14 a Method to OC Fair's Fried Food Madness."

15 Wachner states, quote, "When foods like bacon
16 are trending, the fair jumps on it, and she means it.
17 Pepsi donut bacon dog, bacon Nutella pickle, French
18 toast bacon bombs, and who can forget mainstays like
19 Gouda cheese-stuffed bacon-wrapped mushroom, and turkey
20 legs covered in a pound of bacon?"

21 There was a time when Orange County was known
22 throughout the country as focused on a healthy
23 lifestyle, not just exercise but healthy food as well.
24 California was the salad bowl of America.

25 At the 2016 OC Fair, I can tell you there

1 weren't a lot of vegan, plant-based, or healthy options.
2 You can do something to change that. Maybe we can start
3 with something simple like hummus and falafel or acai
4 bowls, coconut ice cream, and sushi. I'd be happy to
5 come back to this Board and bring vegan food that's
6 fast, healthy, affordable, and fair fun. Just let me
7 know.

8 So when the World Health Organization puts
9 processed meat in the same category of cancer risk as
10 tobacco smoking and asbestos, the OC Fair may wish to
11 reconsider it's love of bacon. Try kale or some kale
12 chips instead. It's a lot healthier, and it feels a lot
13 better, especially to the pig. Thank you.

14 VICE CHAIR NICK BERARDINO: Thank you, Mr. Reich.

15 Mr. Palazzola.

16 MR. BOB PALAZZOLA: Thank you. Good morning.
17 Bob Palazzola, Costa Mesa Historical Society and
18 Santa Ana Army Air Base Wing. Today's lessons, boys and
19 girls, are going to be about the SAAAB.

20 Santa Ana Army Air Base was one of three
21 bases of its type. It is the only base that was the
22 largest, and it was the only base that covered three
23 areas of pilot, bombardier, and navigational training,
24 preflight training.

25 There's a lot of misconceptions going around

1 sometimes about the base itself. One was that there was
2 aircraft on the base. The base didn't have even a
3 runway, and there were no aircraft. And I get into
4 discussions with a lot of old-timers about this saying
5 they heard the aircraft, you know, and some of them even
6 went as far as to say "I saw the aircraft on the base."

7 Now, during the war years, Orange County
8 Airport was the Orange County Military Air Field and was
9 home to the 332nd Fighter Squadron, which was a group of
10 P-38s, which were -- the purpose of which was to patrol
11 and use as air defense.

12 As far as pilot training, there was no airmen
13 that left the base and went to war. If you were a pilot
14 in pilot training, you started out with preflight
15 training at SAAAB, went to primary, then basic at
16 another base, and then advanced training. The whole
17 course was about 35 weeks.

18 The reason why I bring up some of these
19 inaccuracies that people have is that, being part of the
20 Historical Society, we really jump on the accuracy of
21 history. And I've had several discussions with Bolton.
22 He's come over to the Historical Society, and he's done
23 a great job of following up on things that we talk about
24 with -- relative to SAAAB. And I just wanted to say
25 that I appreciate that because it affects our

1 credibility when Heroes Hall opens up. And thank you.

2 VICE CHAIR NICK BERARDINO: Thank you very much,
3 Bob.

4 (Applause.)

5 VICE CHAIR NICK BERARDINO: Okay. That concludes
6 for the second time public comments.

7 We will now move to the minutes of June 23rd,
8 2016. A motion is in order.

9 DIRECTOR DOUGLAS LA BELLE: So moved.

10 VICE CHAIR NICK BERARDINO: Moved by
11 Director La Belle.

12 DIRECTOR BARBARA BAGNERIS: Second.

13 VICE CHAIR NICK BERARDINO: Second by Director
14 Bagneris.

15 Any discussion?

16 Please read the roll.

17 MR. JEFF WILLSON: Vice Chair Berardino?

18 VICE CHAIR NICK BERARDINO: Yes.

19 MR. JEFF WILLSON: Director Aitken?

20 DIRECTOR ASHLEIGH AITKEN: Abstain.

21 MR. JEFF WILLSON: Director Tkaczyk?

22 DIRECTOR STANLEY TKACZYK: Yes.

23 MR. JEFF WILLSON: Director La Belle?

24 DIRECTOR DOUGLAS LA BELLE: Yes.

25 MR. JEFF WILLSON: And Director Bagneris?

1 DIRECTOR BARBARA BAGNERIS: Yes.

2 VICE CHAIR NICK BERARDINO: We have a majority of
3 the quorum present; therefore, motion passes.

4 Second is the Consent Calendar. Prior to
5 taking a vote on the Consent Calendar, I'll ask the
6 Board any comments or concerns about anything on the
7 Consent?

8 DIRECTOR DOUGLAS LA BELLE: I'd like to pull
9 SA-150-16SP.

10 VICE CHAIR NICK BERARDINO: Excuse me. You have
11 to say that again.

12 DIRECTOR DOUGLAS LA BELLE: I'm sorry.
13 SA-150-16SP, which is the sponsorship.

14 VICE CHAIR NICK BERARDINO: Okay. Item to be
15 pulled? Director Bagneris?

16 Okay. Let's -- a motion is in order on the
17 remainder of the Consent.

18 DIRECTOR ASHLEIGH AITKEN: So moved.

19 VICE CHAIR NICK BERARDINO: Moved.

20 DIRECTOR DOUGLAS LA BELLE: Second.

21 VICE CHAIR NICK BERARDINO: Moved by Director
22 Aitken and second by Director La Belle.

23 Please read the roll.

24 MR. JEFF WILLSON: Okay. Vice Chair Berardino?

25 VICE CHAIR NICK BERARDINO: Yes.

1 MR. JEFF WILLSON: Director Aitken?
2 DIRECTOR ASHLEIGH AITKEN: Yes.
3 MR. JEFF WILLSON: Director Tkaczyk?
4 DIRECTOR STANLEY TKACZYK: Yes.
5 MR. JEFF WILLSON: Director La Belle?
6 DIRECTOR DOUGLAS LA BELLE: Yes.
7 MR. JEFF WILLSON: And Director Bagneris?
8 DIRECTOR BARBARA BAGNERIS: Yes.
9 VICE CHAIR NICK BERARDINO: Now to item
10 SA-150-16SP.
11 DIRECTOR DOUGLAS LA BELLE: Yes. From time to
12 time, I pull items from the Consent Calendar. This is a
13 sponsorship with Verizon for twenty-three five. My wife
14 and I own 64 shares of Verizon, which we -- I already
15 disclose on my 700 form. And that's 64 shares out of
16 4.1 billion, so I don't think there's any conflict there
17 at all.
18 VICE CHAIR NICK BERARDINO: I don't believe -- I
19 mean you should own more shares.
20 DIRECTOR DOUGLAS LA BELLE: I wish I could.
21 DIRECTOR BARBARA BAGNERIS: I move SA-150-16SP.
22 VICE CHAIR NICK BERARDINO: Moved by Director
23 Bagneris.
24 DIRECTOR ASHLEIGH AITKEN: Second.
25 VICE CHAIR NICK BERARDINO: Second by Director

1 Aitken.

2 Any discussion?

3 Please read the roll.

4 MR. JEFF WILLSON: Vice Chair Berardino?

5 VICE CHAIR NICK BERARDINO: Yes.

6 MR. JEFF WILLSON: Director Tkaczyk?

7 DIRECTOR STANLEY TKACZYK: Yes.

8 MR. JEFF WILLSON: Director Aitken?

9 DIRECTOR ASHLEIGH AITKEN: Yes.

10 MR. JEFF WILLSON: Director La Belle?

11 DIRECTOR DOUGLAS LA BELLE: Yes.

12 MR. JEFF WILLSON: And Director Bagneris?

13 DIRECTOR BARBARA BAGNERIS: Yes.

14 VICE CHAIR NICK BERARDINO: Motion passes.

15 Consent's accepted.

16 Move on to -- okay. Now we move on to -- I
17 think that's the end of the Consent Calendar -- on
18 Governance Issues, and we will begin with any reports.

19 Centennial Farm Foundation. Chair Mouet's
20 not here. Anybody else charged with reporting? If not,
21 move to Heroes Hall Foundation.

22 I want to talk about, again, what a great
23 job. We've seen a lot on Heroes Hall. And I want to
24 talk about this in a sense that in the last week on
25 another -- on another matter, I had the opportunity to

1 speak to Governor Brown three times this last week. And
2 he -- I asked him -- you know, he first complimented,
3 you know, the great fair that we had and what a great
4 job he believes we all did here.

5 And, you know, he, though, wanted for me to
6 express to everyone here involved and to our Board how
7 heartwarming it is to see the way that our organization,
8 the Board Members, are moving in terms of Heroes Hall
9 and other things and the usage of public space so
10 that -- you know, our educational approach.

11 And he was very, very, very happy about what
12 we're doing. In fact, on Monday when I spoke to him, I
13 said, "Governor, I know that you're always kind and, you
14 know, kind of you being so embracing about our fair.
15 You always are kind about what we're doing. But I want
16 to be sure that I can comment to our Board that, you
17 know, that's really your -- your warmth about that," and
18 I didn't want it to be kind of a perfunctory.

19 And he reiterated to all of you his pride in
20 what all of you have done and his pride in appointing
21 all of you to do it. He specifically told me on Monday
22 to express that. And I asked if I could express it
23 publicly, and he particularly indicated "Please express
24 it publicly." So on behalf of that, that was his
25 comment. The rest of Heroes Hall you heard.

1 We move on to Financial Monitoring Committee,
2 and that goes to Director Bagneris.

3 DIRECTOR BARBARA BAGNERIS: Yes. We had our
4 monthly meeting. We revamped, restarted. It was last
5 Friday. Director Pham, myself, and Kathy. And we went
6 over the financials, and we're looking forward to, as
7 Adam comes on board, to having him be an integral part
8 of those meetings.

9 And I will say that since I've been on the
10 Finance Monitoring Committee, no matter who the VP of
11 Finance has been, we have some stable people in that
12 room. Our CEO and Elaine have kept the ball moving and
13 rolling. We have made some suggestions that will come
14 out in the next couple of months, and we're just very
15 pleased with our finances. And who could not be happy
16 with 34 million bucks?

17 VICE CHAIR NICK BERARDINO: Thank you very much,
18 Director Bagneris.

19 Workers Memorial Task Force, there's another
20 agenda item. Your option.

21 DIRECTOR ASHLEIGH AITKEN: Pass.

22 VICE CHAIR NICK BERARDINO: She will pass and
23 take it on the next one. Thank you, Director Aitken.

24 OC Fair City Liaison Committee. Director
25 La Belle.

1 DIRECTOR DOUGLAS LA BELLE: Michele, would you
2 like to make some comments?

3 MS. MICHELE RICHARDS: Sure. Our City Days
4 Program went very well during the fair. The
5 participation by Orange County city-elected officials
6 and staff continues to grow each year. This year we saw
7 representation from 29 of the 34 OC cities. They're
8 also doing a great job on their part of helping to
9 promote the fair within their community. So we're very,
10 very pleased with the participation this year.

11 VICE CHAIR NICK BERARDINO: Legislative
12 Monitoring Task Force. Director Aitken?

13 DIRECTOR ASHLEIGH AITKEN: I'm happy to report I
14 know we've had some news around the -- it's made some
15 wonderful news in the press that we had through our
16 assemblyman, Tom Daly. The governor did sign the -- the
17 antisale legislation, so we'll touch on that a little
18 bit more. But that was our drive for the last couple
19 months.

20 So thank you to the public that's been so
21 keeping us at task, and I really appreciate that. And
22 that's kind of what we've been working at. And I
23 think -- unless Kathy has anything to add about things
24 coming up. That's been our main focus.

25 VICE CHAIR NICK BERARDINO: Thank you.

1 I was -- one thing that I had considered,
2 Ashleigh, is if we could ask the lobbyists to give us a
3 monthly report on legislation that affects the fair.
4 And the reason why I ask that, I see that our
5 association, Western Fair Association, has taken
6 positions contrary to this Board's positions on several
7 items. And I think -- well, I don't like that, number
8 one.

9 But, number two, I think that's something
10 worthy of discussion so that when they are taking
11 positions that are contrary to our position, that we are
12 vigorous and robust in our opposition.

13 DIRECTOR ASHLEIGH AITKEN: I'm happy to meet with
14 Kathy maybe the week before each board meeting and then
15 give a presentation at the monthly board meetings if
16 something is on topic.

17 VICE CHAIR NICK BERARDINO: Good. Thank you.
18 Master Plan -- Site Plan Task Force.
19 Director La Belle.

20 DIRECTOR DOUGLAS LA BELLE: I'll have some
21 comments under 9F.

22 VICE CHAIR NICK BERARDINO: Thank you,
23 Director La Belle.

24 Tenant Liaison Committee. Director Tkaczyk,
25 anything to report?

1 DIRECTOR STANLEY TKACZYK: Nothing to report.

2 VICE CHAIR NICK BERARDINO: Thank you.

3 Consumer Initiatives Task Force. Director
4 Bagneris or --

5 DIRECTOR STANLEY TKACZYK: Nothing to report.

6 VICE CHAIR NICK BERARDINO: Nothing to report.

7 And Agricultural Committee. Both directors
8 are not present, and we'll move on.

9 High-Profile Events Policies. That would be
10 the CEO.

11 MS. KATHY KRAMER: Thank you.

12 Staff has developed new booking policies
13 which will provide guidelines for managing our
14 facilities as they relate to high-profile events as we
15 ensure we are collaborating with all of our partners in
16 the planning process.

17 Many of the items addressed in this new
18 policy are a result of lessons learned around the Trump
19 rally. Developing these new policies was a
20 collaborative effort with staff. Stan was certainly
21 part of that with tenant li- -- and -- and Nick with the
22 Tenant Liaison Committee, as well as other stakeholders,
23 including the City of Costa Mesa and law enforcement
24 agencies.

25 Before -- while these were in draft form,

1 they were reviewed by all the stakeholders I mentioned,
2 and we are asking the Board to review and approve the
3 new booking policies for the high-profile events.

4 VICE CHAIR NICK BERARDINO: Thank you.

5 We'll open it up now to the Board for
6 questions, comments, or a motion.

7 DIRECTOR STANLEY TKACZYK: I'd like to make a
8 motion that we accept the plan to amend the booking
9 policies.

10 DIRECTOR BARBARA BAGNERIS: Second.

11 VICE CHAIR NICK BERARDINO: Moved and seconded.

12 Staff -- staff recommendation, any discussion?

13 Let's take a vote. Please --

14 MS. KATHY KRAMER: Is there a comment card?

15 VICE CHAIR NICK BERARDINO: Oh, there may be.
16 We're on 9 already? Well, we do have a comment. We
17 have a couple of them. So we'll start with
18 Ms. Mundekis.

19 MS. REGGIE MUNDEKIS: Good morning, and thank you
20 for the opportunity to address you on this issue. Thank
21 you for the hard work at putting these policies in
22 place. They look like they go above and beyond the
23 mass-gathering regulations enacted by the Los Angeles
24 County Board of Supervisors following the deaths at
25 several rave parties. Thank you also for including the

1 various stakeholders that surround you, including the
2 school districts and the colleges, and also thank you
3 for working to get the very large \$129,000 sheriff's
4 bill paid by the Trump campaign.

5 The fairgrounds should not pay for that
6 because that is just going to result in higher ticket
7 prices, or it's just going to come out of the public in
8 some way. And that was something that no one in the
9 public ever asked for. If this was just your usual
10 boring cheerleading political rally, we wouldn't be
11 here.

12 So hopefully we've all learned our lessons
13 from this, and we can move on and have better engagement
14 with the community on what are compatible and acceptable
15 events and better expectations for how events were
16 supposed to be booked.

17 So thank you again for your hard work on
18 this. Major improvements. And thank you for getting
19 that very large bill paid. Thank you.

20 VICE CHAIR NICK BERARDINO: Thank you,
21 Ms. Mundekis.

22 Next is Jay Humphrey.

23 MR. JAY HUMPHREY: Good morning, Board. Jay
24 Humphrey, Costa Mesa resident.

25 As we all know, Costa Mesa surrounds this

1 facility. And unlike a lot of other facilities, we have
2 residential very, very close. So I too want to thank
3 you on your work to developing a policy on high-profile
4 events.

5 I want you always to keep in mind as we move
6 forward, obviously the Trump event was an event that
7 kind of woke people up. But one of the things that is
8 absolutely imperative is that we make sure that, A, if,
9 in fact, we have an event that can lead to the same kind
10 of thing or other issues throughout the neighborhoods,
11 that we give the police adequate notification time and
12 we also make sure that if we can't do that -- for a
13 variety of reasons it can happen. All kinds of things
14 can happen.

15 But if we can't do that, we either end the
16 event, we either stop the event, or we don't book the
17 event. I would like to see that as kind of -- as part
18 of the ultimate policy that eliminates the potential for
19 those things.

20 I do thank you for your hard work, and I look
21 forward to seeing future events, making sure that the
22 neighborhoods are completely protected.

23 As I've always said and will continue to say,
24 good neighbors are good neighbors. And they're always
25 welcome all the time no matter what. The way you become

1 a good neighbor is you take care of your neighbors like
2 you'd want them to take care of you. And I appreciate
3 the fact that you guys try to do that.

4 You have a large facility. Sometimes it's
5 not as easy as one would like to think on it, but I
6 appreciate the fact you're moving forward and continue
7 to do so. Thank you very much.

8 VICE CHAIR NICK BERARDINO: Thank you,
9 Mr. Humphrey.

10 Kelly Shelton's on 9B.

11 MS. KELLY SHELTON: Yes. Good morning again.

12 CEO Kramer already kind of explained, but we
13 just wanted to let the Board know and those in
14 attendance that we appreciated being extended the offer
15 to review the draft document before it was finalized.
16 The CEO Hatch, as well as Police Chief Rob Sharpnack
17 both reviewed the document and felt that it adequately
18 addressed the issues and for the collaboration to
19 continue that the fairgrounds and the City of Costa Mesa
20 has. So we appreciated that.

21 And, again, that -- the city thought it
22 adequately covered issues that came from this one that
23 can be avoided the next time. Thank you.

24 VICE CHAIR NICK BERARDINO: Thank you very much.

25 Okay. And that concludes public comment.

1 Once again, the second request for discussion before the
2 Board voting.

3 DIRECTOR BARBARA BAGNERIS: I request a vote.

4 VICE CHAIR NICK BERARDINO: Public questions?

5 Please read the roll.

6 MR. JEFF WILLSON: Vice Chair Berardino?

7 VICE CHAIR NICK BERARDINO: Yes.

8 MR. JEFF WILLSON: Director Aitken?

9 DIRECTOR ASHLEIGH AITKEN: Yes.

10 MR. JEFF WILLSON: Director Tkaczyk?

11 DIRECTOR STANLEY TKACZYK: Yes.

12 MR. JEFF WILLSON: Director La Belle?

13 DIRECTOR DOUGLAS LA BELLE: Yes.

14 MR. JEFF WILLSON: And Director Bagneris?

15 DIRECTOR BARBARA BAGNERIS: Yes.

16 VICE CHAIR NICK BERARDINO: Thank you.

17 Next, OC Fair Safety and Security. That was
18 an item that I requested be put on the agenda. I want
19 to just -- first wanted to begin by thanking our whole
20 security team. You know, the fair is -- there's a lot
21 of people coming through here.

22 And, you know, if you think about it,
23 1.3 million people, if 99 -- I think this is the right
24 math -- if 99 percent of them come through and behave
25 themselves, and you only have one percent, that's about

1 1300 people, over a thousand people that are bad actors
2 that show up and have the capability of disrupting
3 things. And to get through that without a lot of
4 difficulty is pretty doggone good.

5 And that goes to the great work that's done
6 by our -- the security team at the direction of Ken
7 Karns and, of course, Nick Buffa and his team. Special
8 shout-out to the Orange County Sheriff's Department,
9 Costa Mesa Police Department, and all the other law
10 enforcement agencies that team up to make this a
11 great -- a great event and a great safe event.

12 During the fair, many of the Board Members
13 expressed not only their gratitude for the great job
14 everybody was doing but their interest in being sure
15 that we, Madam CEO, as we proceed with the budget, as we
16 proceed with direction and policy, that we put a strong
17 emphasis on security. We live in a changing world, but
18 we have a strong emphasis on security to maintain the
19 great, safe, fun operation that we have.

20 And to that end, we -- and I will then open
21 it up to the Board for discussion because I think the
22 Board is -- obviously has opinions about this. But I
23 think we all want to be sure that we make the necessary
24 investment in training, in training our staff, hiring,
25 doing what we need to do to give the staff here the

1 tools necessary to continue to do the great job they're
2 doing.

3 With that, we'll open it up for discussion
4 from any Board Members who want to comment. Any
5 discussion?

6 MS. KATHY KRAMER: We have a staff report. I'd
7 like to call on Ken Karns to give us an overview of
8 2016. And much to your point, Vice Chair Berardino,
9 we're already started on those efforts. We're well
10 under way, as we were even before this year's fair, and
11 certainly with some information and collaboration from
12 the Board.

13 So I'd like to turn it over to Ken Karns,
14 please.

15 MR. KEN KARNs: Thank you.

16 And as I read the staff report, I'm going to
17 ask Nick Buffa to come up to the podium. He's going to
18 round out some of this information and be available also
19 for any questions.

20 So as an information item, the 2016 annual
21 fair safety and security initiatives and proposed
22 initiatives for the 2017 annual fair.

23 In 2016, management and staff undertook eight
24 new safety and security initiatives for the annual fair:

25 The addition of 21 Magnetometers to our

1 current bag checking and wandling entrance procedure, an
2 all-staff orientation and additional training
3 information was provided to all staff.

4 We had 15 new emergency training sessions for
5 our permanent staff, so that was about 185 people were
6 given new emergency training. We updated our
7 venue-specific emergency and evacuation procedures.

8 MS. KATHY KRAMER: Chicks are being delivered for
9 the farm, a chick delivery.

10 MR. KEN KARNS: We introduced an organizational
11 emergency phone tree communication system, an emergency
12 mass texting system for key personnel, an enhanced
13 security staff orientation and training, and an
14 integration of a new first aid and armed security
15 providers.

16 In 2017 management and staff is proposing
17 eight additional safety and security initiatives for the
18 annual fair:

19 One, review of entrance gate barrier
20 protocols, the setup of such, additional Magnetometers
21 and staffing at all entrances, strategic increase of
22 supervision and staffing in vulnerable areas, formal
23 security education and training for department staff,
24 security and traffic, cash-handling procedures review,
25 OCTA and our shuttle bus service evaluation, an

1 evaluation of our off-site parking and storage, and an
2 OC Sheriff's strategic increases in deployment and
3 post-fair evaluations.

4 Nick's going to provide some additional
5 information, and then we're happy to answer any
6 questions.

7 MR. NICK BUFFA: Good morning, everybody. If you
8 have any questions on what Ken just went over, feel
9 free. Otherwise, I'll start a little bit here.

10 Most of the people dealing with our
11 department, with our function in the safety and security
12 world, is not of a positive manner. We don't get to
13 brag a whole lot. We don't like to talk a whole lot
14 about what we do for operation and security reasons,
15 deployment, staffing, training.

16 But this gives me a little bit of a chance to
17 thank a few people and to brag a little bit about what
18 our team does. So I'm real anxious to get up here
19 today.

20 First I'd like to thank Ken and Kathy. The
21 support they've given us in the safety and security side
22 of this operation is invaluable. A lot of
23 organizations, a lot of venues out there still see
24 safety and security as just a low-level operational
25 function.

1 Not with these two, not with Ken and Kathy.
2 They've really been supportive financially,
3 educationally, and trainingwise, you name it, to get our
4 safety and security to where it needs to be when we
5 have, you know, a small city here for five weeks of the
6 year and, as well you know, 160-plus interim events
7 throughout the year.

8 We've had assistance from Counsel Caplan from
9 the AG's office, from Director Berardino. The support
10 has been fantastic. So it changes every year. As
11 everyone says, the world changes, the threats change
12 every year, and we've got to change with it. And,
13 unfortunately, that means we have to spend some money,
14 but I think it's all worth it in the end.

15 In regard to our safety and security team
16 this year, the joint efforts between our law enforcement
17 agencies, which it gets close to ten agencies that
18 operate on this property at any given time, most of them
19 in plainclothes and the sheriff's department in uniform,
20 and our enhanced screening policies at the gates, some
21 of our enhanced training, we saw the lowest number of
22 arrests in any fair cycle since I've been here in seven
23 years.

24 We saw 20 arrests. Only five of them got
25 hooked and taken off-site to jail and only two of those

1 were felonies. So we think that's a direct result --
2 you're looking at two felonies out of 1.35 million
3 people, approximately, that came here. That's
4 outstanding in any venue, in any city anywhere you have
5 that many people.

6 We did not have one incident this year
7 involving a firearm, a weapon, a knife, chemical, you
8 name it. Not one. That's a true testament to what's
9 going on at the gates. Again, our changing procedures,
10 which we learned a lot this year, we're going to learn a
11 lot every year, and we're going to try to keep getting
12 better every year.

13 We had about 86 people. I think that's funny
14 because I say someone got 86'd. But we had 86 people
15 that were ejected from the fair for behavioral reasons
16 this year. Again, a tiny number.

17 VICE CHAIR NICK BERARDINO: Well, I think if
18 Director Tkaczyk would keep his friends home --

19 (Indiscernible - overlapping speakers.)

20 DIRECTOR STANLEY TKACZYK: Forget about it.

21 MR. NICK BUFFA: If you're looking at
22 1.35 million people, that's .0000629 of the attendees
23 here were ejected for behavioral reasons. Again,
24 outstanding.

25 With our new first aid company, our EMS

1 provider, they saw approximately 601 persons for
2 treatment. Only 13 percent -- I'm sorry -- 13 people,
3 which equals 2 percent, were transported to medical
4 facilities. Only 14 individuals, 2.3 percent, required
5 advanced treatment on-site. So, again, a testament to
6 our new EMS company. First year here in a massive fair,
7 they did a fantastic job. Again, it's a joint effort,
8 but we've got to really give them a pat on the back.

9 Our new evacuation plans that we worked
10 really hard on this year with our entertainment director
11 Dan Gaines, a lot of our people in the venues, really
12 proved to be something that was an industry standard and
13 is upheld.

14 We've had people from the Honda Center and
15 Angel Stadium who were at our facilities who all come to
16 us and say "Wow, we wish we had something like that."
17 So that's a big compliment to us.

18 One of the biggest compliments to me
19 throughout the fair each year is my kids are in bed by
20 8:00, 8:30 every night. But -- I don't want to
21 criticize anybody, but seeing people out there with
22 their kids at midnight and they feel safe being out in
23 our fair at midnight, that's fantastic. The biggest
24 compliment we can get.

25 Again, as far as recognition from other

1 venues, I spent about a day and a half with a guy named
2 Lieutenant Eddie Vazquez from Pomona P.D. He runs all
3 the law enforcement at the L.A. County Fair.

4 And we joke around here that when L.A. County
5 grows up, they want to be a fair like us. But I think
6 that rings true in this case. Eddie was very, very
7 complimentary of what we do around here. He seemed a
8 bit, for lack of a better word, jealous of the resources
9 we have. He said, "Man, I wish we had this. I wish we
10 had that. I wish we had this organization." The law
11 enforcement team, the communication coordination around
12 here, he was very complimentary of what we do around
13 here.

14 We had the same visit last year from head of
15 security and head of area intelligence from the Disney
16 Corporation. They spent about two days here, and they
17 seemed very impressed. So that to me is not something I
18 think of. I think we're always striving to be better at
19 what we do, but I think we're pretty darned good at what
20 we do if these big organizations are coming down and
21 taking some information from us.

22 Again, we're trying to be a model for the
23 industry, and I think we're getting there. But, again,
24 we can always improve every year.

25 Another function I oversee is the parking

1 operation. And I just got into that about the last year
2 or so with the departure of our parking manager. And we
3 had a lot of temp staff over there to fill the gaps, and
4 I can't say enough about how well they did this year.

5 Probably the fewest number of complaints
6 parking-related since I've been here. And that's a true
7 testament to some of our people that we have out there
8 in the parking operation. We had new off-site parking
9 locations, Love Hertel and her team that operated the
10 Costa Mesa High School parking lots. We had management
11 over there.

12 We had a new shuttle provider this year,
13 which was fantastic. Usually when we have a new shuttle
14 provider, there's some bumps in the road, no pun
15 intended, a learning curve to get them tuned up to our
16 operation, but they did a great job.

17 Again, the least amount of complaints that I
18 can remember as far as parking, getting cars in and out,
19 shuttle provider, off-site parking, you name it. And
20 our parking team, which doesn't have a whole lot to do
21 with me -- I just oversaw the operation and put people
22 in the right places -- they did a great job, and they
23 made our organization look very good.

24 So 1.35 million people here. We kept
25 everyone safe. Everyone went home. And we owe that to

1 our customers. Just like any city, any state, any
2 government, we owe our customers a safe environment.
3 And, again, I'm most appreciative of all the support
4 from our executive staff and the Board of Directors
5 here. So thank you very much.

6 VICE CHAIR NICK BERARDINO: Thank you very much.
7 Stay there for one moment, and I would -- one of the
8 things I think in terms of fair and security, as we
9 review this and, you know, more and more be talking
10 about this, in coordination with staff and law
11 enforcement, one thought -- and I don't know what you
12 think about this, Nick, but you coordinate -- when
13 you're here, you are in direct coordination and support
14 with law enforcement. You are our direct coordinator.

15 So I think the issue, and something to be
16 discussed with law enforcement, is examining arming you.
17 That is something that in modern law enforcement, you
18 know, something they are going to be looking at more in
19 terms of coordination that takes place.

20 Because when you are in direct -- nobody else
21 is, but you are in direct support of them. I would like
22 to hear law enforcement's opinion about does that make
23 sense or does it not make sense. And then that becomes,
24 I believe -- Counsel, you can correct me if I'm wrong --
25 but that would become a policy issue whether or not --

1 I'm pretty confident of this, but I can go through to
2 prove -- you know, the reason why I bring this up, you
3 know, at the county, you know, there's been, you know,
4 more and more discussion about, you know, particularly
5 in the probation department and other things, you know,
6 who on certain things are going to be in direct support
7 of law enforcement. And, you know, it's up, really, to
8 law enforcement, who they want walking around here. And
9 that would be the policy issue that I know Bryan Suits
10 is dealing with.

11 So I would like for -- and we have a former
12 U.S. Attorney here, who has a good sense about all of
13 this stuff. And I'd like to see if Ashleigh and -- does
14 anybody else want to volunteer to work with Ashleigh
15 just on this specific issue in terms of does that make
16 sense?

17 Would you accept working on something --

18 DIRECTOR ASHLEIGH AITKEN: I think you just
19 volunteered me.

20 VICE CHAIR NICK BERARDINO: I know, but --

21 DIRECTOR ASHLEIGH AITKEN: I will accept.

22 VICE CHAIR NICK BERARDINO: And Director Tkaczyk.

23 This will be a specific issue. I want them
24 working -- if they could work with counsel, CEO, and
25 with the sheriff's department to examine does that make

1 sense on -- for the sole discretion of having our
2 person, you know, that is their direct support be armed.

3 DIRECTOR BARBARA BAGNERIS: I have a question.
4 Is that just for the fair?

5 VICE CHAIR NICK BERARDINO: I think we ought to
6 look at it in a more holistic way and see does that --
7 does that make sense.

8 Okay. And so Director -- go ahead. Sorry.

9 DIRECTOR DOUGLAS LA BELLE: Just an observation
10 as I'm thinking about it. On opening day, as a matter
11 of fact, Kathy and I went out and kind of looked at the
12 area there. The attendees came in kind of real slow
13 versus the normal rush that we have every year. And I
14 think that's because of the security we went through.

15 I think there is a large area out there at
16 blue gate, and I think Kathy and I talked about it,
17 where we could precheck a whole lot of people and get
18 them in that queuing area that's then going to make the
19 opening a little more normal, the normal rush that we
20 get through.

21 So I just share that observation, and I think
22 it would require a little bit of additional staff out
23 there to make sure that once you go through the security
24 system you don't, you know, escape back out over the
25 fence or anything.

1 MS. KATHY KRAMER: You're absolutely right. We
2 will be reviewing that as part of that security audit in
3 reviewing. This was our first year with the metal
4 detectors. So lots of good observations, and that's
5 certainly one of them. So thank you.

6 VICE CHAIR NICK BERARDINO: Okay. Any --

7 DIRECTOR STANLEY TKACZYK: Just when you
8 mentioned metal detectors, was there anything that was
9 really detected?

10 MR. NICK BUFFA: Oddly enough, we had about four
11 times the amount of prohibited items surrendered this
12 year at the gates. You'd think people knew after last
13 year we started wandering -- this year we added the
14 Magnetometers -- that they wouldn't bring the stuff with
15 them, but they did.

16 We didn't run into many weapons as far as
17 firearms. Most people disclosed once they got closer
18 and saw what was going on. A lot of CCW holders, which
19 we don't allow. If you're off-duty law enforcement,
20 that's what we're working with Counsel Caplan on, how to
21 get them in here. And each one of them signed a waiver
22 on their way in the gate. And we had a specific set of
23 rules they had to abide by to come in. But a lot of --
24 a lot of chemical weapons, pepper spray, OC spray, Mace,
25 things like that. A lot of knives, sharp objects, brass

1 knuckles, all that kind of stuff, some stuff you've
2 never even seen before, you wouldn't dream that someone
3 could carry with them, but it's wild what people have in
4 their handbags and have on their body.

5 But it worked. It was a fantastic -- more
6 than a -- more than just a detector but a deterrent.
7 People would disclose before they even got to the gate
8 what they had with them.

9 The trash cans, and our maintenance team
10 could vouch for, were full to the brim at every gate,
11 people ditching everything before they got to the check
12 point. So it really is a -- a new world. It's the way
13 of the future. And, again, we can't be more thankful
14 for the support we've gotten in instituting that new
15 program.

16 DIRECTOR BARBARA BAGNERIS: That's also a
17 testament to the fair that you know you have those
18 items, but you're going to the fair no matter what. You
19 just ditch them.

20 And I have an observation also. I know this
21 says "2017 Annual OC Fair," but I believe these
22 initiatives would apply to any of our events year-round.
23 So let's not make a distinction just for the fair. This
24 is stuff -- all year round we're going to have issues.
25 The world has changed, so not just the fair.

1 MR. NICK BUFFA: Agreed. Our security operation
2 is 365, 24/7. We never close. So absolutely.

3 Any other questions anybody has? Thank you,
4 guys.

5 VICE CHAIR NICK BERARDINO: Anything else?

6 MR. NICK BUFFA: Thank you very much.

7 VICE CHAIR NICK BERARDINO: All right. Thank
8 you.

9 2016 Fair Sound Mitigation Results,
10 information item. Madam CEO.

11 MS. KATHY KRAMER: I'd like to turn that over to
12 Ken Karns and his team. They're responsible for the
13 management of our technology and sound mitigation.

14 MR. KEN KARNS: Again, thank you. And this was
15 also an information item. And while I'm reading that,
16 Jason's going to step up to the podium and have some
17 information, and we'll be available for questions.

18 So a summary of the 2016 annual fair sound
19 mitigation results and the executive summary was
20 attached and sent out.

21 A little background. In 2015 the OC Fair &
22 Event Center undertook sound mitigation initiatives, the
23 new Pacific Amphitheater layout, along with the rest of
24 the on-grounds entertainment areas with Sound Media
25 Fusion. All reports in 2015 indicated full compliance.

1 In 2016, Jason Jacobsen and Gary Hardesty,
2 director of Sound Media Fusion, continued with our sound
3 mitigation efforts, and ongoing improvements were made.
4 A prefair plan was proposed by Sound Media Fusion. One
5 of the items added was weather information-gathering,
6 the impact on weather patterns on sound. In the tasked
7 executive summary, all reports, once again, indicate
8 full compliance.

9 And Jason has some additional information,
10 and we're happy to take any questions.

11 MR. JASON JACOBSEN: Thank you, Ken.

12 Good morning, everybody.

13 You all received a copy of the summary with
14 the great work of Gary and his company Sound Media
15 Fusion. I'm happy to report that we had no complaints
16 on sound for the 2016 OC Fair.

17 (Applause.)

18 MR. JASON JACOBSEN: I think it's important that
19 we do always strive to be good neighbors. And I know
20 that now that this is my responsibility, I'm taking full
21 responsibility for that and trying to move it forward.

22 So last year we had two teams in the
23 neighborhoods, which was new, monitoring during the
24 entire concert hour, collected a lot of good
25 information. We had a team out in College Park, a team

1 out in Mesa Del Mar.

2 We repeated that this year with a few
3 additions, like Ken mentioned, with a weather meter.
4 Gary's wanting to try to see what that -- the weather
5 pattern changes are just to kind of continue the study
6 of what's going on, how we can mitigate and make better
7 decisions so that the patrons have a good experience and
8 it has a minimized impact on the neighborhood.

9 So the other new thing was we recorded the
10 concert series every night at each location, and then we
11 added a third location over at Davis School, which was
12 new, to try to continue to capture more data.

13 Gary couldn't make it today, but I just
14 really want to thank him. And I know it's a pleasure
15 for me to work with him. He's so knowledgeable, and
16 he's a great inspiration for me. And I think we're
17 lucky to have him. And he's really made a huge
18 improvement for us, and we're going to continue on that
19 path.

20 So any questions?

21 VICE CHAIR NICK BERARDINO: Board Members,
22 questions?

23 I have a question for counsel. On these
24 reports, when we get a report, information, do we need
25 to act and receive a file on these reports --

1 (indiscernible) -- or --

2 MR. JOSH CAPLAN: If it's -- if it's an
3 information item only, then, no, there's no action to
4 report.

5 VICE CHAIR NICK BERARDINO: Okay. Thank you.

6 Any other question?

7 DIRECTOR BARBARA BAGNERIS: Great job.

8 VICE CHAIR NICK BERARDINO: Okay. Great job.
9 Moving on.

10 MR. NICK BUFFA: Thank you.

11 VICE CHAIR NICK BERARDINO: The next one is
12 Agricultural Memorial -- Worker Memorial. I'm going to
13 turn it over to Ashleigh, who's done just a tremendous
14 job, has a great heart for -- a great heart for this
15 project and got her father involved in helping to sketch
16 it and serving this sector of our community. She has a
17 real heart for it. So thank you very much for the work
18 you do.

19 DIRECTOR ASHLEIGH AITKEN: Yeah. Thank you.

20 I wanted to cover this as a separate item and
21 not in our Liaison Task Force reports because it is a
22 little bit more detailed than we usually do just on our
23 monthly reports.

24 So just a little way of history, as is
25 displayed on the slide, we set out to really do a

1 celebration and partnering with our mission statement on
2 our fairground's agricultural history. And we wanted to
3 paint a full picture, not just of the people in our
4 agricultural history that are landowners and our
5 ranchers and those that really were the financial drive
6 in making this county what it is, but also the workers
7 that spent their days and lifetimes building this place
8 from the -- or this county from the ground up.

9 So in 2012, we decided to go ahead and do a
10 public art installation on the fairgrounds to honor the
11 workers that were involved in the day-to-day building of
12 this county.

13 We were not able to complete the project
14 because we ran into -- as -- as it was being built --
15 and just to back step a little bit, we were mentioning
16 my father. We did have a meeting of the subcommittee,
17 which was Director Berardino and I, and we brought in
18 partners from the Orange County Arts Council. We had
19 people that had a background in art. We had several
20 different people submit proposals, and that's what the
21 public has seen over the last few years. And we made a
22 decision.

23 And the reason we picked the project that we
24 picked is that when you're celebrating agriculture, this
25 project is really built from the ground up, using the

1 land. It was a very nature-based project, and it was
2 very different than anything that you would normally
3 see. It wasn't a statue. It wasn't, you know, a pillar
4 with words on it. It was a really interesting, I think,
5 artistic salute to the workers of this county.

6 When we started building it, we noticed as we
7 were -- as we were trying to do something called a
8 rammed earth that there were some structural issues.
9 And number one thing on this property, both for staff
10 and for this Board, is public safety. And when it
11 wasn't coming out the way we wanted to, we ended up
12 stepping back and making sure that if we are going to
13 complete this project and complete it -- the final steps
14 of this project, that it was done with public safety in
15 mind.

16 So in 2016, we did do -- May of this year we
17 did do an update to the Board just letting them know
18 that this was not going to be done and opened at
19 fairtime, which anyone who comes to the fair has
20 noticed, obviously, it was not open.

21 Obviously, this project was started with the
22 best of intentions. But I'll be the first one to admit
23 that mistakes were made, both which what I think should
24 have been foreseen and unforeseen complications. And so
25 we find ourselves at a fork in the road where we can

1 make the decision as a Board to not go forward with this
2 or we can reaffirm our commitment to the project.

3 In meeting with Director Berardino and staff,
4 you know, we really believe that and our recommendation
5 is to make a commitment and honor our commitment to the
6 Latino farm workers, to the Latino community, and to all
7 agricultural workers in this county.

8 And I really want to reaffirm our commitment
9 to this property to make it -- make sure that we are
10 using it in the best way that honors and makes it a full
11 public use facility.

12 It's going to be a sacrifice both in staff
13 time and time here and it's going to be a sacrifice to
14 our budget, but I really feel that it's nothing compared
15 to the sacrifice that a lot of these agricultural
16 workers gave in both blood, sweat, and tears.

17 I continue to be very excited about this
18 project. I continue to believe it's the right thing for
19 this property. But we are going to have to really
20 develop a plan -- excuse me -- on completion and safe
21 completion and completion that's going to make sure that
22 it is something that can be hands-on, that children can
23 be around, and it poses no danger of anything crumbling
24 or really simple things like that.

25 So the recommendation from our committee is

1 to have CFFA partner with us and, if we have a budget of
2 not to exceed listed in the staff report, to develop a
3 scope of work and construction specifications so that we
4 can then have this project bid out and constructed
5 correctly.

6 So that's where we are right now. If anyone
7 has any questions for me or for staff, who's been
8 wonderful to work with on this, we just want to make
9 sure that we go in there, we figure out what is the full
10 scope to get this completed correctly, and then that way
11 we can present it and have it built and finished and
12 then we can really open it as we hoped to do this year.

13 VICE CHAIR NICK BERARDINO: Okay. A motion's in
14 order, and then we can have a discussion.

15 DIRECTOR BARBARA BAGNERIS: Okay. I'm prepared.
16 I move that we approve the \$27,500 -- not to exceed
17 \$27,500.

18 VICE CHAIR NICK BERARDINO: Is there a second?

19 DIRECTOR STANLEY TKACZYK: I second it, and I'd
20 like to make a comment.

21 I'd like to thank Ashleigh for her report.
22 You really, I think, described what took place. The
23 intentions were great, but the results weren't. And now
24 we're going to come back and get the results.

25 So I really appreciate what you just shared

1 with the community, and I look forward to the solution.

2 VICE CHAIR NICK BERARDINO: We had a motion to
3 approve. We had a second. Any more discussion?

4 I, too, then -- I want to compliment
5 Ashleigh. You know, she really -- we can't ever discuss
6 what happens in closed session, but I can tell you that
7 Ashleigh throughout this -- and I think largely because
8 of her heart and, obviously, for all the other skills
9 she has, has really led us through this in really a
10 spectacular way. I really appreciate it. I really
11 appreciate it very, very much.

12 DIRECTOR DOUGLAS LA BELLE: I ditto Stan and
13 Nick's comments. Well done, Ashleigh. Much
14 appreciated. Thank you.

15 VICE CHAIR NICK BERARDINO: So we have a motion
16 and a second. No further discussion. Please read the
17 roll.

18 MR. JEFF WILLSON: Okay.

19 (Discussion out of the hearing of the
20 reporter.)

21 VICE CHAIR NICK BERARDINO: There weren't any
22 public comments, but thank you for catching that. Keep
23 it up.

24 MR. JEFF WILLSON: Vice Chair Berardino?

25 VICE CHAIR NICK BERARDINO: Yes.

1 MR. JEFF WILLSON: Director Aitken?
2 DIRECTOR ASHLEIGH AITKEN: Yes.
3 MR. JEFF WILLSON: Director Tkaczyk?
4 DIRECTOR STANLEY TKACZYK: Yes.
5 MR. JEFF WILLSON: Director La Belle?
6 DIRECTOR DOUGLAS LA BELLE: Yes.
7 MR. JEFF WILLSON: And Director Bagneris?
8 DIRECTOR BARBARA BAGNERIS: Yes.
9 VICE CHAIR NICK BERARDINO: Motion passes. Thank
10 you.
11 Moving on to the next. Is it too cold?
12 DIRECTOR BARBARA BAGNERIS: It's freezing.
13 VICE CHAIR NICK BERARDINO: It's freezing.
14 This is where we have Board prerogative. You
15 know, if the Board's cold, we're not really asking how
16 you're feeling out there, but we're cold. Okay. So
17 unless you can produce jackets, we're turning it down.
18 Okay. Board Approval of Contract for Master
19 Plan Site Consultant, Madam CEO.
20 MS. KATHY KRAMER: I'd like to turn this over to
21 Ken Karns to update the report. This was a very --
22 VICE CHAIR NICK BERARDINO: We will take public
23 comment after the report.
24 MS. KATHY KRAMER: This is a very great project
25 to be part of. Anytime you're looking at your Master

1 Plan, it can shape the future of your organization. And
2 to be part of that, certainly I personally enjoyed
3 working with the Master Site Plan Committee.

4 And Ken brought one of the -- one of the top
5 many things, Ken's strength in master planning. He's
6 done this a number of times. Put one of the most robust
7 Master Plan RFPs out there. So I certainly want to
8 thank Ken for doing that. And I'll turn it over to Ken
9 to talk about what are the next steps.

10 MR. KEN KARNIS: Sure. This is an action item
11 following recommendation. The recommendation is for the
12 Board to approve staff to contract with the successful
13 Master Site Plan consulting group.

14 After the months of developing the RFP, in
15 May 2016 the Board of Directors approved staff to
16 release a Master Site Plan request for proposal to find
17 consultants to work with the Orange County Fair & Event
18 Center on Master Site Plan development.

19 So on July 7, 2016, the RFP was completed and
20 released to the public. On July 20th, 2016, open site
21 walks were carried out, and that was at fairtime so any
22 of the consultant groups could get a sense of what it
23 really was to be on our fairgrounds.

24 On July 27, 2016, through August 5th, the
25 open Q&A period was carried out. And on August 19th,

1 the submission deadline, two submittals were received
2 prior to the deadline by consulting groups.

3 And on September 8th, 2016, the RFP
4 submittals were scored by the Master Site Planning Task
5 Force and staff. Also on September 8th, 2016,
6 presentations were made to the Master Site Plan Task
7 Force and staff by both RFP finalists.

8 On September 9th, 2016, the Master Site Plan
9 consulting group Johnson Consulting, combined with SWA
10 Group and HPI Architects, was awarded the RFP. The
11 amount on their bid was \$194,130, which was under the
12 budget we had set and approved in our overall budget.

13 Our recommendation's for staff to contract
14 with Johnson Consulting team and carry out the next
15 steps of the Master Site Plan development process.

16 I'm happy to answer any questions. And I
17 think Anne Volt (phonetic) might be in the room --
18 there's Anne -- in case there's anything else technical
19 that we need to answer.

20 VICE CHAIR NICK BERARDINO: Before opening it up
21 to the Board for questions, we will go to public
22 comments, and then we'll come back.

23 So on public comments, Ms. Sears.

24 MS. THERESA SEARS: Good morning, Board. Great
25 to see everyone.

1 I am excited about the Master Plan. This is
2 great. I've lived in this county for 26 years, and I'm
3 a regular fair-goer. I used to just go normally like
4 the public normally went until I was called down to the
5 fairgrounds by the equestrians in 2003 because they did
6 a Master Plan and because that Board at that time and
7 staff was not attentive to the public. The equestrian
8 center, half of it was lost. The equestrians didn't
9 know how to deal with that.

10 One of the things I've been involved with in
11 the county for 25 years is land use. So I'm pretty
12 knowledgeable about land use, and I fought some of the
13 biggest projects. So I'm excited about this Master
14 Plan. I appreciate this Board being proactive.

15 I've read the RFP and I've read the Johnson
16 Consulting application and it looks very exciting. So
17 the opportunity is here. I appreciate the Board
18 focusing on the history of this site because that's kind
19 of where it all germinates, the creativity the Board has
20 expressed. I appreciate the honesty, actually. I mean
21 just sometimes if you make a mistake, it's okay. We all
22 make them and now we'll rectify it and we'll make it
23 better.

24 So it's going to be super exciting about the
25 Workers Memorial, but I'm very excited about the public

1 inputting in this process. So I hope that you will
2 include us, our expertise. I can tell you Sandy Genis's
3 will be invaluable. Sandy has been involved with this
4 fairground. Her expertise is in land use as well.

5 The other Master Plan -- you can't ask for
6 better participants. So we stand ready to help with
7 that. And I think it presents a super opportunity.

8 So I appreciate -- I appreciate, Kathy, you
9 putting out the RFP and searching and finding someone
10 different than LSA, which is where we had a lot of our
11 problems.

12 And I super appreciate the fact that, Nick,
13 you are willing to take a role at the state level in
14 legislation. And if it doesn't suit our needs, Orange
15 County is setting the model. And so let's just keep
16 leading like we are because that's -- we stand out.
17 Thank you.

18 VICE CHAIR NICK BERARDINO: Thank you very much,
19 Theresa. And many of us have had the opportunity in our
20 own lives outside here to work with Theresa on a variety
21 of community issues.

22 And I know that's your committee, Director
23 La Belle, the Master Plan stuff.

24 DIRECTOR DOUGLAS LA BELLE: Just a couple of
25 additional comments. First of all, I want to thank

1 Kathy and particularly Ken for doing an outstanding job
2 of putting the scope of work together and the process.

3 To expand on what Theresa said, the way the
4 contract is structured, the scope of work is structured,
5 it's intended to be a very interactive process. There
6 are four benchmark points in the process that we'll
7 return to the Board.

8 The initial phase includes, obviously,
9 information-gathering by the consultant and internal
10 stakeholder review and discussion. We'll return to the
11 Board in January with a report at that point in time.

12 And then in terms of what Theresa said, the
13 next phase during the early part of 2017 will include
14 all of the external stakeholders, getting information
15 from everyone relative to their thoughts relative to the
16 master planning process. It comes back to the Board
17 again next April with an update and a report.

18 Following that, then the work of developing
19 the preliminary Master Plan moves forward, comes back to
20 the Board again in June for a further review and update.
21 The intent is to make sure that everybody is kept in the
22 loop. It's an ongoing process. It's a very interactive
23 process.

24 And the intent is that October, November this
25 time next year, the final report, the final plan will

1 come forward to the Board for review and action.

2 Both of the consulting firms were very, very
3 qualified. They all had the ability to complete the
4 work. The firm that is being recommended for the
5 contract is the Johnson firm. Obviously, they bring a
6 team together that has a lot of knowledge already of the
7 area, having done work with Orange Coast College and
8 Vanguard University.

9 Director Ruiz and I have worked with staff,
10 and I can speak for Director Ruiz on this item that I
11 think we're both very, very comfortable with this firm
12 and the process that staff has gone through to get us
13 here.

14 VICE CHAIR NICK BERARDINO: Thank you very much,
15 and thank you for your work on this, Doug. All of you
16 know that Doug is a former city manager, and that's all
17 they do is plan. No. I'm kidding. They do a lot --
18 they do a lot of master planning.

19 DIRECTOR DOUGLAS LA BELLE: He couldn't resist.

20 VICE CHAIR NICK BERARDINO: I know. I couldn't.
21 We actually took a field trip this week together and met
22 with another city manager. I couldn't resist there
23 either.

24 But the fact is, you know, they have
25 tremendous familiarity with this stuff, and he's had a

1 lot of experience.

2 And so thank you for taking -- I would ask,
3 though, prior to calling for a motion that you do reach
4 out to Theresa. She would be a great asset on this
5 stuff. She too -- I mean I've seen her operate in
6 Orange. I've seen her at the cities -- has a great
7 background. So if we reach out to the public to be as
8 inclusive as you can be, we appreciate that very much.

9 DIRECTOR DOUGLAS LA BELLE: We'll certainly do
10 that.

11 VICE CHAIR NICK BERARDINO: Thank you.

12 Okay. Need a motion to --

13 DIRECTOR STANLEY TKACZYK: I'd like --

14 VICE CHAIR NICK BERARDINO: Motion by Director --
15 (Indiscernible - overlapping speakers.)

16 DIRECTOR STANLEY TKACZYK: Did you hear that?
17 Okay. I won't repeat it.

18 VICE CHAIR NICK BERARDINO: Director Aitken's
19 made the motion, seconded by Dr. Tkaczyk. Motion to
20 approve the -- (indiscernible). Correct?

21 Okay. Please call the roll.

22 MR. JEFF WILLSON: Vice Chair Berardino?

23 VICE CHAIR NICK BERARDINO: Yes.

24 MR. JEFF WILLSON: Director Aitken?

25 DIRECTOR ASHLEIGH AITKEN: Yes.

1 MR. JEFF WILLSON: Director Tkaczyk?

2 DIRECTOR STANLEY TKACZYK: Yes.

3 MR. JEFF WILLSON: Director La Belle?

4 DIRECTOR DOUGLAS LA BELLE: Yes.

5 MR. JEFF WILLSON: And Director Bagneris?

6 DIRECTOR BARBARA BAGNERIS: Yes.

7 VICE CHAIR NICK BERARDINO: Next item is -- I
8 want to make sure -- okay. Okay. So next item is G,
9 32nd DAA Construction Management Options, an information
10 item.

11 But great congratulations, great hats off to
12 two people on this item in particular, everybody.
13 First, Director La Belle that has not abandoned this
14 item for months, if not years. We've been told "Nope.
15 Can't be other management options. Has to be CF-" -- I
16 don't know the right --

17 MS. KATHY KRAMER: CFFA.

18 VICE CHAIR NICK BERARDINO: That's right.

19 "So CFFA. Can't do any other way. This is
20 the way it's got to be." I mean we've been told that.
21 And we know we've heard from the public their concerns.
22 And Director La Belle stayed on this issue. He never
23 abandoned it about looking at other construction
24 management options.

25 Thank you to our new CEO, who said --

1 didn't -- didn't accept, either, the idea that there
2 couldn't be any other options and was open to the idea
3 that -- you know, that the Board has great interest at
4 looking at are there other options.

5 And so it's that kind of vision, foresight
6 certainly, here we have Kathy, courage to correct
7 something that's been drilled into our heads that was
8 not accurate. So thank you very much, and on to you.

9 MS. KATHY KRAMER: Thank you, Director Berardino.

10 I'll just move in, you know, on a slight bit
11 of background. The Board, obviously -- and thank you.
12 It's been a topic of interest for a long time --
13 instructed our Board Chair, myself, to go to Sacramento
14 and meet with the Department of General Services. We
15 did that in April. And in September they provided as
16 part of the staff report, extracted right out of the
17 public contracting code, that -- and I'm going to read
18 it because it's just verbatim.

19 "DGS does not believe its services connect
20 therewith are required. DGS may authorize the DAA to
21 carry out the project directly, i.e., delegated
22 authority, regardless of the estimated project costs."

23 So right out of the -- right out of the code.

24 They go on to say there are, obviously, some
25 provisions. We still must solicit bids and award the

1 work to the lowest bidder if the work exceeds \$25,000,
2 which has always been that minimum, and the DAA cannot
3 utilize day labor in excess of \$50,000.

4 One of the things I thought interesting as we
5 were having conversations with the staff at the DGS is
6 that when -- because I don't think they believed it
7 themselves. You know, when I arrived -- Nick, you're
8 right -- some of the information I had, we actually had
9 e-mails from different staff levels of the Department of
10 General Services saying "No, you can't do this." You
11 know, everybody's finger pointing and doing that. So I
12 think we kind of surprised them.

13 And one of their comments back was that, you
14 know, "Well, if this is allowable by the DAA, why hasn't
15 it been exercised?" And, you know, they think that part
16 of it is that some of -- it would take a big fair that
17 could have the resources. Because, as we know, CFFA was
18 set up as a construction management turnkey and has been
19 servicing the smaller fairs.

20 So good news is we got the green light. That
21 said, there is a little bit of work to do here.
22 There's -- that brings a lot more questions. And the
23 next step's certainly, then, I'll be working with --
24 Mr. Karns is to work with the DGS to obtain -- now
25 there's going to be some costs. We don't know what

1 those are going to be. We don't know the level of
2 involvement that they're going to be in there, and staff
3 will need to confirm the project management, you know,
4 and get that release.

5 So, additionally, what does that inspection
6 process look like? Because that's been, you know,
7 DGS's -- that's part of the reason they created CFFA was
8 they wanted to protect the asset from connecting on the
9 construction inspection on a public property.

10 So the next step is we're going to get the
11 right folks. We heard it from the leadership of the
12 Department of General Services. We're going to be
13 making a trip to Sacramento. And I have to -- also have
14 to say Gonsalves & Son was very instrumental in this.
15 They were able to help us crack the nut, you know, when
16 we kept getting the run-around on people to get involved
17 with. Who do we talk to up there? We really didn't
18 know. So they were very, very instrumental.

19 In fact, they attended the meeting with
20 Chair Mouet and I that day in Sacramento and then kept
21 up in that process. So very good resource. Very happy
22 with the work they're doing.

23 So the next step is to -- with Gonsalves's
24 help, will be to preset some appointments with some of
25 the right folks in the ranks, probably some of those

1 earlier on that were pointing their fingers that we
2 can't do this.

3 And so we understand how to execute this now,
4 so that will be the next -- that will be the next stake.
5 And we'll keep everybody updated as we progress through
6 this. So thank you.

7 VICE CHAIR NICK BERARDINO: Thank you very much.
8 And again -- and thank you to all the members of the
9 public that also were vigorous in continuing to press
10 this issue. So -- and I think it's a great
11 demonstration.

12 We can all work together. It's just
13 communicating with one another. We don't have to
14 necessarily be as formal as some of the things that
15 we're doing now as we build trust. And it shows the
16 Board is listening. And great job. Excellent. Thank
17 you.

18 Moving on --

19 DIRECTOR ASHLEIGH AITKEN: I have a question.

20 VICE CHAIR NICK BERARDINO: Yes. I'm sorry.

21 DIRECTOR ASHLEIGH AITKEN: The way I read this,
22 it's going to be -- if allowed, it will be approval by
23 DGS on a project-by-project basis.

24 MS. KATHY KRAMER: Yes.

25 DIRECTOR ASHLEIGH AITKEN: So when it comes to, I

1 guess, construction management, is that something that
2 we envision being enfolded into one RFP with a general
3 contractor assuming this role, or do we envision having
4 to hire a separate local construction management company
5 to then watch over whoever gets the RFP for the project
6 that we're building?

7 MS. KATHY KRAMER: There will be -- Ken, I'm
8 going to let you --

9 DIRECTOR ASHLEIGH AITKEN: Does that make sense?
10 I don't know if --

11 (Indiscernible - overlapping speakers.)

12 MR. KEN KARNS: Sure. And no project is the
13 same. This is a long answer because you can do projects
14 that are construction management, self-managed, design
15 build, architecturally tendered and put out and have
16 general contractors managed.

17 So each project will have to be evaluated on
18 its own merit, own scope of work, and then what's the
19 best solution for us going forward of any of those
20 choices. So it's not a "yes" or "no" to your answer.
21 There are many different ways to answer the question.

22 DIRECTOR ASHLEIGH AITKEN: Do we envision, I
23 guess if it is a larger project, having -- because
24 CFFA's a state agency, so they don't really bid and
25 participate in the RFP process. Could they?

1 MR. KEN KARNS: So, no, they're not. No. I
2 don't think they bid -- if we put something out, I -- I
3 don't envision the opportunity for CFFA to bid as a CM.
4 That's an interesting question.

5 DIRECTOR ASHLEIGH AITKEN: I'm just wondering if
6 when we have --

7 MR. KEN KARNS: I don't know the answer to that.

8 DIRECTOR ASHLEIGH AITKEN: I'm just saying if we
9 have a -- we want to built a hut --

10 MR. KEN KARNS: Yeah.

11 DIRECTOR ASHLEIGH AITKEN: -- yeah -- do we want
12 CFFA to give us a budget and an estimate, or do we
13 really just want to do -- can we do that at the same
14 time as looking into putting out an RFP?

15 I mean I know no one really has the answer to
16 these questions. But I'm just throwing it out there.

17 MR. KEN KARNS: Well, this gives us the
18 opportunity, I think, to do either/or, whether we want
19 to continue to engage with CFFA because it's the right
20 thing to do or we manage projects on our own with
21 outside GMS or -- or GCs or whatever.

22 But we've got more homework to do to really
23 understand what does -- what does approval mean? You
24 know, and then there are a lot of factors. And,
25 again -- (indiscernible).

1 DIRECTOR DOUGLAS LA BELLE: I might add that
2 there are a number of firms in the area that do this
3 type of work, construction management work, and I think
4 having the ability to look at different options as we
5 move forward with the Master Plan -- again, as a former
6 manager, I like to get everything done quickly, all at
7 once. And, obviously, that's not practical.

8 But when you have the ability to use
9 different firms on different projects, you can certainly
10 move things along much quicker. And a competitive
11 system helps make sure your costs are controlled as well
12 as you can.

13 VICE CHAIR NICK BERARDINO: Thank you.

14 DIRECTOR STANLEY TKACZYK: Refresh my memory, if
15 you can. CFFA's fee schedule, was it based on a
16 percentage or what was it? I don't recall.

17 MR. KEN KARNS: They do have percentages built
18 into the overall of total project costs. But depending
19 on the service that they're providing because they have
20 different stages, and I'd have to get the document to
21 see to give you --

22 (Indiscernible - overlapping speakers.)

23 DIRECTOR STANLEY TKACZYK: Okay. I'm just trying
24 to think in the past what we did. So if we had a
25 million-dollar project and they said it's going to cost

1 you a percentage --

2 MR. KEN KARNS: And it's a sliding scale.

3 DIRECTOR STANLEY TKACZYK: Sliding scale. Okay.

4 MR. KEN KARNS: There's industry standards for
5 that, and -- and they are actually a little below them,
6 so -- I think in some cases.

7 DIRECTOR STANLEY TKACZYK: All right. So there
8 are tools -- well --

9 MR. KEN KARNS: There are tools.

10 DIRECTOR STANLEY TKACZYK: There are tools
11 available, which now we have the option, which is great.

12 Thank you, Doug, for bringing other options
13 to the table. That's great.

14 DIRECTOR DOUGLAS LA BELLE: Yet bet.

15 VICE CHAIR NICK BERARDINO: Okay. Again, thank
16 you, and, again, for everybody's -- this is -- this is
17 great stuff when we look at, you know, being vigorous
18 when you believe in something and -- you know, great.

19 We'll move on. Next, we -- if the Board
20 would -- 9H, AB 1907, we have two public comments. If
21 the Board would indulge us, we will take public comments
22 before the Board comments. So first is -- excuse me?

23 (Discussion out of the hearing of the
24 reporter.)

25 VICE CHAIR NICK BERARDINO: Oh, yeah. Great to

1 have Ashleigh here. Report. Let's get the report out.
2 Okay?

3 MS. KATHY KRAMER: Okay.

4 VICE CHAIR NICK BERARDINO: Madam Reporter.

5 MS. KATHY KRAMER: As Ashleigh mentioned in her
6 committee update, Monday, September 12th, was a very
7 significant day for -- for us and the future of the
8 OC Fairgrounds. Governor Brown signed into effect
9 AB 1907 removing the sale language from the legislation.

10 And I just want to say I've been here a year
11 and a halfish, and this is something that was -- you
12 know, was on the table and one of those we couldn't
13 quite get our arms around. And with Nick's wisdom of
14 hiring Gonsalves & Son, there's a lot of hands.

15 We know Assemblyman Tom Daly authored this.
16 We saw through the reports. You know, it -- it got
17 almost the majority through that and it was very much
18 championed in Sacramento and then to have the governor
19 sign that.

20 With that said, to show our appreciation,
21 back on that back counter are three oversized thank-you
22 cards. Please, Members of the Public, take -- if you so
23 desire, take a moment. We have a card going to Governor
24 Brown's office, one to Assemblyman Daly, and then, of
25 course, our legislative partner Gonsalves & Son.

1 Because they -- you know, this was a collaborative
2 effort, and I couldn't be more thrilled to have that
3 doubt removed, being relatively new, and seeing this
4 championed. So thank you.

5 VICE CHAIR NICK BERARDINO: Thank you.

6 All right. Members of Public Comment, we
7 will start with Ms. Sears, Theresa.

8 MS. THERESA SEARS: Well, I understand getting
9 the run-around in Sacramento. There's a small group of
10 us, a couple of us still here, that remember what
11 happened that night in July of 2007 when ABX422 was
12 voted on in the middle of the night, and they put in
13 that little rider to include the sale of the Orange
14 County Fairgrounds on the looney leaseback that would
15 have sold state property. Then the state would have --
16 the state would have leased their own property back for
17 a hundred million a year.

18 Anyway, thank you for getting this done.
19 It's been seven years. Every little teeny step, and
20 there's been a lot of frustration on this thing, but
21 government moves so slow. And without the activists,
22 without the Board pushing, without hiring the needed
23 consultants, I mean it's -- they'll just keep shutting
24 you out up there, and they'll just keep telling you
25 "no."

1 And so thank you for not accepting "no" on
2 the -- the management consulting side of the CCA and
3 CFFA stuff, Doug, thank you for not accepting "no."
4 Because there are more creative ways to do government,
5 to interact, and to make it better for taxpayers and --
6 and stakeholders, et cetera.

7 So we end the saga. So July of 2009 to
8 September of 2016, wow. Crazy. But the governor pulled
9 the plug in 2011 after we won our lawsuit at the
10 appellate court. So thanks to many people here. But
11 Orange County survived, and we get to continue to have
12 our fairgrounds. So thank you very much.

13 VICE CHAIR NICK BERARDINO: Please stay up at the
14 microphone.

15 I think are there anybody -- any members of
16 the Fair Preservation Society that are here today? If
17 you could stand up. These are people that deserve our
18 greatest gratitude because they fought, and they fought
19 under incredible odds, against incredible odds.

20 And when we think about that, these three
21 people, along with -- people don't know -- maybe don't
22 know, but Ashleigh and Aitken, their firm, fought hard
23 too. And before Ashleigh was on the Board, she was a
24 fighter legally and -- to keep the fairgrounds, your
25 firm was, and so thank you to all the members of your

1 firm.

2 (Applause.)

3 MS. THERESA SEARS: Ashleigh's firm helped our
4 Preservation Society. They did it on a pro bono basis,
5 which was super helpful to us. But they did it in the
6 interest of the public good, which is very important.

7 I will never forget telling a legislator up
8 in Sacramento when they were kind of wanting to make a
9 deal and whatever, Jose Solorio sitting in his office.
10 I think Jeff was there. Reggie might have been there.
11 But, you know, Jose was ready to just give in to the
12 Governor Schwarzenegger.

13 And I told Jose -- I said, "Jose, we are not
14 going to be afraid of this governor." And we -- we
15 stayed the course every -- every day. You know, this is
16 a 24/7 deal. I can't tell you how many trips we made to
17 Sacramento just in the car, gone, and working those six
18 floors and trying to figure out who would help us
19 because many people would not. But then there were a
20 few that would.

21 And one of the key people that helped us up
22 there was Fiona Ma, and she believed us. And she opened
23 that door when she was the minority whip at that time
24 and said, "Tell us your story." And we had those
25 meetings and -- in the governor's office, we had our

1 meeting there. And they let us -- they let us run a
2 meeting. It was bigger than this room of all the
3 consultants that came in. It was pretty interesting.
4 So we got to live that. And -- but more than that, now
5 we have this, which is super great. So thank you to
6 everyone.

7 VICE CHAIR NICK BERARDINO: Thank you.

8 (Applause.)

9 VICE CHAIR NICK BERARDINO: I -- in the
10 conversations with the governor this week, I want to --
11 my Fair Board Members and I profusely thanked him three
12 times, thanking him for signing this legislation.

13 And again on Monday I thanked him again, and
14 he wanted me to say to all of you that he was very happy
15 to do it and very proud to do it, and he was very happy
16 of what his appointees -- I know it sounds like, you
17 know, patting ourselves on the back, but saying -- what
18 he said, his appointees have made -- really took this
19 and made it something very important to the community.

20 Next, another great warrior for our
21 fairgrounds and keeping it, I'll call Beth Refakes.

22 MS. BETH REFAKES: Beth Refakes, a long-time
23 Costa Mesa resident. I'm very happy that this
24 legislation has been passed, that now the community can
25 move forward. We can put the sale behind us, and we can

1 work -- the community can work with the Fair Board. I'm
2 very happy to see the direction that the Fair Board is
3 moving.

4 And I just -- it took a long time in
5 getting -- because I've raised this issue several times
6 at the Board Meetings to get the legislation through so
7 that it just puts it to rest once and for all. So, once
8 again, thank you very much. I really appreciate it as a
9 resident.

10 VICE CHAIR NICK BERARDINO: Thank you, Beth, for
11 bringing it up and hounding us on that. I appreciate
12 it.

13 You don't have a card. Sit down. No, no.
14 Come on. One time, one time only.

15 MR. JEFF TELLER: Okay. Okay. Well, it has been
16 an interesting and arduous journey for the last several
17 years for sure. But that being said --

18 DIRECTOR STANLEY TKACZYK: Who are you?

19 MR. JEFF TELLER: Stan.

20 DIRECTOR STANLEY TKACZYK: No, no. But,
21 seriously, for the record we need it.

22 MR. JEFF TELLER: I'm sorry. Jeff Teller from
23 the Orange County Marketplace.

24 DIRECTOR STANLEY TKACZYK: Thank you.

25 MR. JEFF TELLER: Anyway, just wanted to

1 specifically call up the ladies that are here today.
2 When I got involved in this fight, this was going back
3 when the well -- or ill-conceived plan was hatched by
4 certain folks that represented this institution to get
5 rid of it or, even worse, to try to create some kind of
6 an opportunity to sell it to themselves. I was aghast
7 that they would be so brazen.

8 But, obviously, being a longstanding tenant
9 here, I had certainly a business interest in preserving
10 and maintaining this great community asset. But I don't
11 think that people fully realized the level of commitment
12 that was undertaken not necessarily from a financial
13 standpoint, but the time, energy, and tireless efforts
14 that were put forward to save this property for this
15 community.

16 Theresa Sears, Reggie Mundekis, Sandy Genis,
17 Lisa Sabo, a host of others, really gave all they had.
18 I mean the hours that we spent wearing out our shoe
19 leather at that Capitol to make sure that this stayed in
20 the community's hands I don't think anybody will really
21 fully ever grasp.

22 So I don't know if it's appropriate, I don't
23 know if I should have made this suggestion in private,
24 but if we could create some kind of a tangible receipt,
25 if you will, or acknowledgment of these people's

1 commitment to that cause, I think it would be
2 well-honored and well-deserved to -- to -- I don't
3 know -- memorialize their contribution.

4 So I would like you all to consider that.
5 And maybe this is not the appropriate time, but I just
6 thought it needed to be said at this time.

7 DIRECTOR STANLEY TKACZYK: With that, I
8 understand what you said and I -- I want to hear your
9 thoughts. What do you think would be appropriate? Do
10 you have any thought on that?

11 MR. JEFF TELLER: I really don't know. But I
12 don't think people, Stan, really understand just how
13 precariously close we were to losing this.

14 DIRECTOR STANLEY TKACZYK: No. I get that part,
15 Jeff. What I'm looking at, are you looking for like a
16 list of names of people that were involved in the saving
17 of the fair, or what is your -- when you bring that up,
18 is there any --

19 MR. JEFF TELLER: I -- I -- well, I would
20 probably propose that you all discuss that amongst
21 yourself as a Board and do what you all feel is
22 appropriate. But I -- I think it is something that
23 needs to be done.

24 Because, like I said, I just -- it's hard --
25 and probably because of my own personal involvement, it

1 looks like it's self-congratulatory or -- but --

2 VICE CHAIR NICK BERARDINO: No.

3 MR. JEFF TELLER: -- it's not about that.

4 VICE CHAIR NICK BERARDINO: I think --

5 MR. JEFF TELLER: It really was beyond. I mean
6 this was a David and Goliath story. I mean I'm really
7 telling you guys right now that it was a -- it was a
8 slingshot against an army of special interests and
9 people that absolutely had other plans for this
10 facility. And thank God it didn't happen.

11 VICE CHAIR NICK BERARDINO: Thank God it didn't
12 happen. And thank you for all your wherewithal,
13 economic wherewithal. I don't want to disclose how much
14 you spent because -- out of your own pocket, but let me
15 tell you it was more money than I got ever. I mean that
16 could be like 60 bucks, but it was way, way beyond that.

17 Okay. One other thing -- and, Counsel,
18 correct me if I'm wrong -- on this legislation, again, I
19 brought to mind, and maybe we can talk about it later,
20 but, again, when we're doing legislation, I find it
21 repugnant to be part of any organization that
22 unilaterally challenges and fights against what this
23 Board does in terms of its legislative efforts.

24 I mean that just does not go on -- I've not
25 seen that go on anywhere but in the Western Fair

1 Association. Never seen that happen. And I've been
2 involved in coalitions where there's up to
3 \$150 million -- literally \$150 million on the table.
4 Nothing is moved until there's consensus legislatively
5 among all the parties.

6 You just don't do that because that's a quick
7 way to get somebody to say we're no longer going to
8 support it when -- so I'll talk about that later. But I
9 just wanted to say that is a big beef of mine. Never
10 mind and move on.

11 Options for the 32nd DAA Enhance Recruitment
12 and Retention. That's my item.

13 As you know, just kind of quickly, the State
14 of California is -- they have 4,000 classifications, and
15 they are in the process of condensing those
16 classifications into, you know, a smaller workable
17 group.

18 Classifications that are covered in this
19 fairgrounds at every level, including our rank-and-file
20 people, are executive staff, CEO, they're all part of
21 and will be part of this consolidation of classes, which
22 is, you know, very common now in the public sector where
23 we have this combining of classes to make them more
24 workable.

25 So this is our opportunity to look at

1 recruitment and retention options as they go through the
2 process that we use in terms of retention and looking at
3 classes.

4 And so on this item, we as a Board need to
5 direct our H.R. group to begin to engage with the
6 California H.R. department to, one, look at, monitor,
7 participate in what we as a Board think is advantageous
8 to us in terms of a class structure as we see it and
9 look -- and we see as advantageous to us to look at the
10 retention bonuses and other things that are all part of
11 the salary schematics here beginning at our CEO level,
12 our executive staff level, and rank-and-file level.

13 So I think a motion is in order to direct our
14 H.R. department through the CEO, of course, to engage.

15 DIRECTOR BARBARA BAGNERIS: I so move the
16 recommendation.

17 DIRECTOR DOUGLAS LA BELLE: Second.

18 VICE CHAIR NICK BERARDINO: It's moved and
19 seconded. Any further discussion? None.

20 Please call the roll.

21 MR. JEFF WILLSON: Vice Chair Berardino?

22 VICE CHAIR NICK BERARDINO: Yes.

23 MR. JEFF WILLSON: Director Aitken?

24 DIRECTOR ASHLEIGH AITKEN: Yes.

25 MR. JEFF WILLSON: Director Tkaczyk?

1 DIRECTOR STANLEY TKACZYK: Yes.

2 MR. JEFF WILLSON: Director La Belle?

3 DIRECTOR DOUGLAS LA BELLE: Yes.

4 MR. JEFF WILLSON: And Director Bagneris?

5 DIRECTOR BARBARA BAGNERIS: Yes.

6 VICE CHAIR NICK BERARDINO: Next item, we'll go
7 to -- passes.

8 Next item is the Nominating Task Force
9 Recommendation and Election of Officers. It's an action
10 item. I would suggest, though, because we have four
11 Board Members not present, that we do entertain taking
12 the nominations, closing nominations, and we can accept
13 and close on one motion, and then have the actual vote
14 next month when more people are here.

15 So I will turn it over to Mr. Tkaczyk.

16 DIRECTOR STANLEY TKACZYK: Mr. Vice Chair, thank
17 you. Myself and my fellow Board Member Doug La Belle
18 had the honor to be in the selection committee, and
19 we're very pleased to nominate two members to go forward
20 that we feel that will certainly have the best interest
21 of the fair, the staff, and everything that we get
22 involved with.

23 The two names to go forward are the chairman,
24 Nick Berardino; Vice Chair, Barbara Bagneris. That is
25 our recommendation.

1 VICE CHAIR NICK BERARDINO: Thank you very much.

2 And so I'll ask just for -- quickly before we
3 take a vote, for an affirmation. Do you accept the
4 nomination?

5 DIRECTOR BARBARA BAGNERIS: I accept the
6 nomination.

7 VICE CHAIR NICK BERARDINO: Affirmation, I do
8 accept the nomination and with great gratitude. You
9 know, I don't want to talk before we vote next month,
10 but the fact that --

11 DIRECTOR STANLEY TKACZYK: You can't lobby.

12 VICE CHAIR NICK BERARDINO: But I could try. You
13 know, following in the steps of a great chairman, but I
14 won't say anything more about what a great job he's done
15 because you'll take it as lobbying, but it has been
16 great.

17 So based on the nominating committee and
18 affirmation of the nominees to accept the nominations,
19 entertain a motion to --

20 DIRECTOR BARBARA BAGNERIS: Let me just -- before
21 you do that, that means, since we're not going to vote
22 until next month, we would normally vote this month, and
23 new officers would take into effect. So that means the
24 same existing officers will run next month's meeting.

25 VICE CHAIR NICK BERARDINO: Yes.

1 DIRECTOR STANLEY TKACZYK: If we were to vote
2 today -- no. I'm saying if we were to vote today, the
3 new chair and vice chair would take effect when?
4 November?

5 MS. KATHY KRAMER: We hand the gavel over at the
6 October meeting.

7 DIRECTOR STANLEY TKACZYK: Okay. But if we vote
8 next month, it will still take effect November. I just
9 want to make that clear. So there is no change on the
10 effective date that the chair and vice chair --

11 MS. KATHY KRAMER: No. It does not impact the
12 date that they take their position.

13 VICE CHAIR NICK BERARDINO: So if someone -- if
14 we could entertain a motion to accept and close
15 nominations. Anybody?

16 DIRECTOR ASHLEIGH AITKEN: So moved.

17 DIRECTOR DOUGLAS LA BELLE: So moved.

18 VICE CHAIR NICK BERARDINO: Moved by Director
19 Aitken; seconded by Director La Belle.

20 Any discussion?

21 On the motion, please call the roll.

22 MR. JEFF WILLSON: Vice Chair Berardino?

23 VICE CHAIR NICK BERARDINO: Yes.

24 MR. JEFF WILLSON: Director Aitken?

25 DIRECTOR ASHLEIGH AITKEN: Yes.

1 MR. JEFF WILLSON: Director Tkaczyk?

2 DIRECTOR STANLEY TKACZYK: Yes.

3 MR. JEFF WILLSON: Director La Belle?

4 DIRECTOR DOUGLAS LA BELLE: Yes.

5 MR. JEFF WILLSON: And Director Bagneris?

6 DIRECTOR BARBARA BAGNERIS: Yes.

7 VICE CHAIR NICK BERARDINO: Thank you very much
8 for the nominating committee.

9 Next is Board of Directors Governance
10 Training and Team Building October Board Meeting. And
11 turn that over to the CEO.

12 MS. KATHY KRAMER: Thank you.

13 One of the recommendations in the
14 Organizational Needs Assessment was to conduct training
15 for the Board of Directors and executive team. It was
16 suggested that this training happen once the new CEO and
17 executive team were in place. I'm happy to say we're
18 now at that moment in time, and we have a full Board of
19 Directors as well as our executive team.

20 In addition, several Board Members have
21 reached out to me asking about Board training
22 opportunities and what additional materials might be
23 available to them. Staff will work with Board
24 leadership to determine the appropriate training
25 materials for the October session, and it's being

1 proposed that we conduct our normal Board Meeting in the
2 morning of the October Board Meeting, take a break for
3 lunch, and come back for an afternoon session of Board
4 training.

5 VICE CHAIR NICK BERARDINO: Okay.

6 DIRECTOR DOUGLAS LA BELLE: Kathy, will we --
7 question. I'm sorry.

8 VICE CHAIR NICK BERARDINO: Go ahead, Doug.

9 DIRECTOR DOUGLAS LA BELLE: Will we have a
10 facilitator to -- to do that?

11 MS. KATHY KRAMER: Yes. We'll determine that.
12 We've got some options, and I've been working with Board
13 leadership on -- on the options.

14 There's some additional training that's
15 been -- came out of the CDFA for fairs and exhibitions
16 and some other state resources as well. So we've got
17 some options, but definitely we envision it being a
18 facilitator.

19 DIRECTOR DOUGLAS LA BELLE: Just as a point of
20 information, I think Kelly & Associates, they have,
21 obviously, some very good knowledge of the operation
22 here. And that would be --

23 MS. KATHY KRAMER: Yes. Yes.

24 DIRECTOR DOUGLAS LA BELLE: -- not to promote
25 them, but I would suggest you might want to consider

1 looking at using Kelly & Associates.

2 MS. KATHY KRAMER: I've had some preliminary
3 conversations. And to be so bold with respect to being
4 approved, he's kind of doing a save the date. So he
5 would love to be part of that journey, and I think it's
6 a wise decision because, as you know, he authored the
7 ONA and has a lot of institutional knowledge. So it's
8 one of the options.

9 DIRECTOR DOUGLAS LA BELLE: Okay.

10 VICE CHAIR NICK BERARDINO: Very good. Any more
11 discussion? Okay.

12 A motion is in order to approve staff
13 recommendation.

14 DIRECTOR DOUGLAS LA BELLE: So moved.

15 DIRECTOR BARBARA BAGNERIS: Second.

16 VICE CHAIR NICK BERARDINO: Moved by Director
17 La Belle; second by Director Bagneris.

18 Call the roll, please.

19 MR. JEFF WILLSON: Vice Chair Berardino?

20 VICE CHAIR NICK BERARDINO: Yes.

21 MR. JEFF WILLSON: Director Aitken?

22 DIRECTOR ASHLEIGH AITKEN: Yes.

23 MR. JEFF WILLSON: Director Tkaczyk?

24 DIRECTOR STANLEY TKACZYK: Yes.

25 MR. JEFF WILLSON: Director La Belle?

1 DIRECTOR DOUGLAS LA BELLE: Yes.

2 MR. JEFF WILLSON: And Director Bagneris?

3 DIRECTOR BARBARA BAGNERIS: Yes.

4 VICE CHAIR NICK BERARDINO: Motion passes.

5 Next, 2016 OC Fair presentation.

6 MS. KATHY KRAMER: All right. I'm going to turn
7 this over to Michele Richards to kick off the results of
8 Get Your Fair Face On.

9 MS. MICHELE RICHARDS: Could I make a
10 recommendation that we maybe give everybody a quick
11 ten-minute break?

12 MS. KATHY KRAMER: Oh, perfect.

13 VICE CHAIR NICK BERARDINO: Okay. We will
14 reconvene promptly at 11:15.

15 (Recess taken from 11:06 a.m. until
16 11:17 a.m.)

17 VICE CHAIR NICK BERARDINO: Very good. We will
18 reconvene.

19 Michele, take it away.

20 MS. KATHY KRAMER: Take it away.

21 MS. MICHELE RICHARDS: All right. Let the fun
22 begin; right?

23 Well, judging from this face on the screen,
24 the community did, indeed, get their fair faces on at
25 the 2016 OC Fair, which was characterized by near

1 perfect weather, outstanding customer feedback, which
2 we'll share with you today, record-breaking sales on
3 many levels, and incredible safety and security for our
4 guests.

5 Our senior staff is here today to help me
6 recap and celebrate what we all felt was one of the best
7 fairs in our 126-year history.

8 So let's start with attendance. I like this
9 chart because it maps daily attendance. You'll see
10 along the bottom 23 days. The blue line is our 2015
11 day-by-day attendance with the red line indicating our
12 2016 attendance. And you'll see that we had a very,
13 very strong opening week, slow and steady increases in
14 the middle weeks, and then a very strong closing on our
15 final weekend. So altogether, it was a very good
16 attendance year.

17 As Kathy mentioned earlier, 1,344,996 in
18 attendance at the 2016 OC Fair. Our highest day was
19 Saturday, August 13. There were 83,793 people that came
20 through our gates that day. It was an incredible day at
21 the OC Fair on August 13.

22 We had a huge increase in our Friends of the
23 Fair Day, and I'll remind the Board that that's a very
24 special day when the fair opens early to the disabled
25 community and their families.

1 This year we hosted 10,188 Friends of the
2 Fair on that day. And it was a really great outreach by
3 our Supervisor of Guest Experience, Thane Hollman, and
4 Thane is standing in the back there.

5 Give a wave.

6 Thane did a great job of connecting with that
7 community and promoting the day. It was also
8 highlighted by a very special effort on the part of Nick
9 Buffa, our Safety and Security Manager, who worked with
10 law enforcement to entertain the kids. And a special
11 helicopter landed, and the kids got to take photos. It
12 was a really great event.

13 Thank you to RCS, our carnival partner, for
14 providing free rides for the kids and their families
15 that day. And there were many concessionaires that
16 opened up early to host those guests. So it was a great
17 effort.

18 45,432 guests got in free on our four We are
19 Wednesdays, and the team will give a little more detail
20 on that in a bit.

21 There were over 6600 job applications
22 received this year by the OC Fair. And I really wanted
23 to highlight this because it speaks to the economic
24 impact that the fair has in our community in providing
25 so many summer jobs for folks.

1 1539 employees in 127 job functions were
2 hired just by the OC Fair & Event Center. Thousands
3 more were hired by our merchants, our concessionaires,
4 and our other business partners.

5 240,612 seasonal hours were worked during the
6 fair, and our accounting department issued 5500
7 paychecks to those seasonal employees during the fair.

8 Some more numbers to look at: Our paid gate
9 admissions revenue, doing a three-year comparison,
10 you'll see that we have held our general admission gate
11 price at \$12 for the last three years. Revenue at the
12 gate was up at 6.6 million. That represented a
13 3 percent increase. Our average ticket price was \$9.56.

14 So while lots of people paid full price at
15 \$12, there were many that took advantage of our
16 promotions as well.

17 Parking revenue: Again, we've remained
18 steady since 2014 with our \$10 parking fee. We parked
19 272,240 cars, generating revenue of \$2.7 million, and
20 that was a 3 percent year-over-year increase in parking
21 revenue.

22 Concessions revenue: I'll remind the Board
23 that you voted in an increase in the commission rate
24 that our concessionaires paid to the fair from 24 to
25 25 percent this year. Gross sales were \$28.3 million in

1 concessions. That represented a 9 percent increase. We
2 had many, many very happy concessionaires this year.

3 The revenue to the fair was 7.1 million, and
4 that represented a 14 percent increase. And, by the
5 way, that's a bacon-wrapped baked potato.

6 Carnival revenue was up as well. Sales of
7 \$15.4 million, which represented a 7 percent increase.
8 The revenue to the fair on 24 and a half percent
9 commission is 3.7 million, and that was a 6 percent
10 increase in carnival revenue to the OC Fair.

11 And then the Pacific Amphitheater. Dan is
12 going to go into a lot more detail about this. Oh, I'm
13 sorry. I see the margins are off a bit. No. The
14 margins are off a bit. Sorry.

15 Paid attendance in 2016 for Pac Amp concerts
16 was 152,873 people. That was a 5 percent increase.
17 Ticket revenue, which included fair admission, was
18 6.1 million. Ancillary revenue for the Pacific
19 Amphitheater, which included things like food and
20 beverage, merchandise, VIP parking, for example, was
21 1.4 million, for a total revenue of 7.6 million, and
22 that was a 17 percent increase year over year.

23 Okay. I'm going to introduce Ruby Lau, our
24 Director of Marketing, to go over this year's campaign,
25 but we'd like to kick it off with a reminder of our

1 television commercial from this year.

2 MR. JEFF WILLSON: It might be at the end of her
3 presentation.

4 MS. MICHELE RICHARDS: At the end. Okay. We'll
5 do it at the end.

6 MS. RUBY LAU: Thank you, Michele.

7 I'd like to go over the promotions this year.
8 On opening day, we welcomed over 35,000 guests. It was
9 a free hour and free parking opportunity.

10 On We are Wednesdays, as Michele mentioned in
11 her presentation, we allowed our guests to bring food,
12 books, clothing, and school supplies. Every Wednesday
13 was a dedicated item. And RCS offered a free ride for
14 this promotion as well. So on Wednesdays we produced a
15 lot of givers. The community gave; the fair gave free
16 admission; RCS gave. It was a really great celebration.

17 On Thursdays we welcomed kids 12 and under to
18 receive a free -- (indiscernible) -- school buses. Day
19 camps participated in the fair. In the spirit of making
20 this event accessible to the community, the promotions
21 reflect that on Fridays we welcomed our seniors. They
22 received a discount as well as two free rides.

23 And on weekends, the early risers came to the
24 tune of 86,220 guests. The early risers received a
25 discounted admission of \$3 on Saturdays and Sundays.

1 I wanted to bring your attention to three
2 promotions that were new this year. While we offer
3 military free admission every year, the new introduction
4 this year was a family discount in that they got to pay
5 half-price admission up to four guests, the military
6 members and their guests, creating a more -- a
7 group-oriented celebration for military families.

8 We also introduced First Responders Week the
9 last week of fair where first responders were able to
10 gain free admission. Their families were able to
11 experience the fair at a half-price discount.

12 Also, new to the promotions calendar is the
13 San Diego/Ventura Fair Promotion. If you look at the
14 Orange County Fair, we're sandwiched right in between
15 San Diego and Ventura. San Diego takes place right
16 before our fair, and Ventura takes place after we've
17 opened for two weeks.

18 This promotion allowed anyone who was
19 carrying a San Diego Fair ticket or Ventura ticket to
20 get in free to the Orange County Fair, so over 2,000
21 guests participated. These were fairgoers who enjoy
22 fairs so much they got to experience two for the price
23 of one.

24 OC Fair Express, in collaboration with OCTA,
25 this was a partnership that we've had in the past years,

1 and it has grown significantly. Guests were able to
2 access the OC Fair from nine locations throughout the
3 county as far north as Anaheim, as far south as San Juan
4 Capistrano.

5 And the beauty of this program is that over
6 94,675 rides were granted from the OC Transit Authority.
7 We experienced a 20 percent in ridership. And the offer
8 was \$2 for your ride here and then \$3 admission. People
9 who -- (indiscernible) -- each way being delivered to
10 the fair by public transportation took advantage of it,
11 and they also had a nice discount. This service was
12 available Fridays through Sundays.

13 I wanted to share a snapshot of our guests
14 and who are our visitors, the 1.3 million who attend.
15 The majority are female, 58 percent, 42 percent male.
16 The average age is 32. It's a very active Millennial
17 audience. However, the fair is for everyone, every age
18 category. This is what the survey yields in terms of
19 the majority, an average age attendance.

20 The place of residence, 45 percent are from
21 Orange County, 38 percent from L.A. County, 11 percent
22 from the Inland Empire, and consequently a smaller
23 2 percent from San Diego, 3 percent from out of state,
24 1 percent from Northern California, and a 1 percent
25 international guest.

1 Our ethnic makeup is reflective of the
2 county. It is at 39 percent are white and Caucasian,
3 36 percent Hispanic/Latino, 15 percent Asian-Pacific
4 Islander, 1 percent Native American, 4 percent
5 African-American, and 5 percent other. This year we saw
6 a 30 percent snapshot of new guests. This is a
7 5 percent increase from last year.

8 Our overall customer rating: The overall
9 enjoyment level of our guests at the fair is 4.54. This
10 was out of a five-point rating. It's between the good
11 and excellent range, that 4.54 statistic. In terms of
12 overall value, we range at 4.28, again, between the good
13 and excellent value. Our guests stayed on average five
14 hours here for a single visit.

15 This is a new question this year on
16 agriculture. I thought it was a really telling specific
17 in that 86 percent of our guests increased their
18 knowledge of agriculture as a result of visiting the
19 fair. And Joan Hamill from our Exhibits and Education
20 Department will showcase what was new and experienced.
21 Seventy-seven percent of our guests feel that it's
22 important to have agriculture at our fair, which serves
23 our mission.

24 In the marketing umbrella, I just wanted to
25 share a snapshot of our campaign, which starts anywhere

1 from six to eight weeks before the fair opens. So as
2 the door of summer kicks open, this was our outdoor
3 category. You might have seen this on the freeways or
4 at bus shelters.

5 Our print campaign really detailed our
6 promotions. Starting from the far right, we talked
7 about our opening day free admission and parking. This
8 event is a community event accessible to all, and our
9 campaign really talked about the value opportunities as
10 well as the programming that takes place week after
11 week.

12 We also ran a digital campaign that was
13 driven by a value message. These are principally
14 banners for people to click for people to figure out how
15 to save big at the OC Fair, and it takes them to either
16 a promotions calendar or special opportunities to buy.
17 That concludes my presentation on marketing.

18 I'd like to now introduce Joan Hamill. Oh,
19 the commercial. This was our TV campaign that ran right
20 before the fair started.

21 (Video played.)

22 MS. RUBY LAU: Thank you, Jeff.

23 That rounds out the marketing campaign. And
24 now Joan Hamill, our Director of Exhibits and Education,
25 is going to show you what people did and what people saw

1 when they were here. Thank you.

2 MS. JOAN HAMILL: Good morning.

3 Okay. As the slide indicates, for the 2016
4 OC Fair, Exhibits and Education encompasses competitive
5 exhibits. And those are things like -- such as animals
6 that have been raised as part of our livestock program:
7 Swine, chickens, steer; things that have been grown by
8 an individual: Specimens of fruit, vegetables, flowers;
9 or something that can be made such as a quilt, a
10 painting, or a food item -- jams, cakes, cookies, and
11 those types of things -- a very traditional part of the
12 fair presentation.

13 For the Junior Livestock Auction -- let me
14 see here. Junior Livestock Auction as well, that's 4H
15 and FFA students and the animals that they have raised
16 and bring to the fair to show and to also sell in the
17 auction. It's a very big day for us.

18 And our feature exhibits, those are things
19 like the OC Fair letters that you saw in Fair Square,
20 the We Are One exhibit in Visual Arts, which was the
21 projection animation piece that I'll show a little bit
22 later, the Orange County Connection, which is where
23 nonprofits and government agencies that are doing --
24 that have offices in Orange County come out to share and
25 talk with the public, and even the mechanical toy

1 exhibit called Crank It Up in the Explorium.

2 In 2017, we'll have Heroes Hall added to the
3 list of presentations as part of the Fair Exhibits and
4 Education programming.

5 Before I move any further, I do want to thank
6 staff. I have some staff from the Exhibits and
7 Education team that are here today. Of course, Bolton,
8 the exhibit -- the Heroes Hall supervisor, Bolton
9 Colburn; Evy Young, who oversees not only Centennial
10 Farm and Livestock, but our culinary program;

11 Shannon Kubitz, who is the administrative
12 supervisor for the Exhibits and Education Program; Chris
13 Gunst, Home and Hobbies supervisor; Stephen Anderson
14 from Visual Arts -- we just saw his first year doing
15 that on his own; and Audrey Reece as well.

16 So not everyone could come. I know the farm
17 is very busy right now, so not all staff. And I just
18 want to thank staff so much. They are the ones.
19 They're the face of those programs. They're working
20 with the exhibitors. They're on the front line working
21 with patrons. And they are such a creative group, and I
22 couldn't be more proud and honored to work with them and
23 have them part of the team. It's not a job for them;
24 it's a vocation. And they really live it, enjoy it, and
25 do such a wonderful, wonderful job. So thank you all.

1 Let's see. Competitive entries: OC Fair is
2 a community event, and the competitive entries are a way
3 the community participates, one way the community
4 participates.

5 Individuals bring items. Some of those items
6 come in as early as May, and they are then gathered and
7 organized, judged, and displayed for the patrons to view
8 and admire once fair opens. It's about sharing one's
9 interest and personal pride and accomplishment and so
10 much more, a reflection of the community as our mission
11 states.

12 The competitive program is a very, very
13 traditional part of all fairs, and I think it's what
14 distinguishes a fair from, say, an amusement park. The
15 numbers, as you see, over 16,000 entries. Those are the
16 items that are brought in by 4,205 unique exhibitors.

17 We have several exhibitors that enter in
18 multiple categories or they bring multiple items.
19 That's why we call them unique exhibitors. So we count
20 that.

21 And then we have paid over 85,000, almost
22 86,000 in premiums paid. Those are cash prizes that we
23 give to exhibitors. If they place in a certain category
24 in certain competitions, they can actually win a cash
25 prize. It's a very coveted thing, along with those

1 ribbons.

2 As a way of just comparison, 2015 -- 2015 was
3 just slightly higher, but this year we paid 10,000 more
4 in premiums. So we were able to pay out more in
5 premiums, so that's kind of a nice story right there.

6 DIRECTOR ASHLEIGH AITKEN: I have a quick
7 question.

8 MS. JOAN HAMILL: Oh, sure.

9 DIRECTOR ASHLEIGH AITKEN: Do the -- do the
10 exhibitors have to be from Orange County, or can they be
11 from anywhere?

12 MS. JOAN HAMILL: You know what? That's a good
13 question. In some categories, yes, it is just open to
14 Orange County participants. But we have several areas
15 where people can be outside of the county, be as far as
16 even in the state, they can participate if they want to
17 to get their entry here. So some are close, but we have
18 many, many that are open categories.

19 DIRECTOR DOUGLAS LA BELLE: Joan, what's an
20 example of a premium paid? What's -- what does that
21 amount to?

22 MS. JOAN HAMILL: Well, it ranges in price. I
23 mean from Livestock, it can range anywhere from, like,
24 maybe a \$10 premium up to a hundred dollars.

25 In our visual arts categories, there is an

1 entry fee that's associated, and they can win a couple
2 hundred dollars for first place. So that would be a
3 premium paid.

4 Not all of our categories do exhibitors have
5 to pay to participate. But those where we have cash
6 premiums, that's -- they need to to enter their
7 categories.

8 I just also want to mention that these
9 figures don't include other ways that people participate
10 in things like contests. That first slide was a great
11 slide of someone doing a pie-eating contest. So we have
12 pie-eating contests and watermelon-eating contests and
13 hula-hooping contests.

14 And those are informal contests where people
15 who come to the fair on any given day -- we have
16 contests every single day of the fair -- can participate
17 on the spot. They sign up, jump in, and get directly
18 involved just for the fun of it.

19 They also can win a ribbon, which is very,
20 very prized and important, and they save those types of
21 things, and, of course, for the wonderful memories.

22 Move to the next slide here. They were out
23 of order for a little bit.

24 This is the commercial wine competition. Of
25 course, this is something that we work with the Orange

1 County Wine Society, and it's done in partnership and
2 support with the Orange County Wine Society.

3 The Wine Society expertly manages the OC Fair
4 wine competition. It includes not only the commercial
5 competition but the home wine and the label competition.
6 The Wine Society work tirelessly on the competition all
7 year long. They work with all the wineries in
8 California, procure the numerous judges within the
9 industry who are all professionals and experts in the
10 field of California wine. It's one of the most
11 prestigious wine competitions in California, I'm happy
12 to say.

13 For the commercial competition, these are
14 figures that we have this year. They're only slightly
15 less than 2015. So we had a total of 2,313 total
16 entries. Each entry is actually six bottles of wine, so
17 you can do the math on that about the number of bottles
18 of wine that come in that the Wine Society manages and
19 organizes. And so it's a huge effort.

20 Of course, they also -- the Wine Society also
21 takes care of managing the commercial wine sales during
22 the fair in the courtyard, and that is an all-volunteer
23 group. There are no paid sales staff in managing and
24 running the courtyard, and there were 322 volunteers
25 that take part in this organized effort.

1 So thank you to the Orange County Wine
2 Society for that wonderful partnership, and
3 congratulations on your 40 years of success.

4 DIRECTOR DOUGLAS LA BELLE: What is Four Star
5 Gold? What does that mean?

6 MS. JOAN HAMILL: That's like the top of the top.

7 DIRECTOR DOUGLAS LA BELLE: Sort of like platinum
8 or something?

9 MS. JOAN HAMILL: Yeah. Yeah. That is like a
10 very elite -- an elite rating. I don't think I have
11 anyone from the Wine -- oh, Bill's here. He can --

12 BILL: Basically, unanimously the judges will
13 award an All Gold.

14 DIRECTOR DOUGLAS LA BELLE: Oh, okay.

15 BILL: It's not -- it's like a consensus. So
16 three out of five is --

17 DIRECTOR DOUGLAS LA BELLE: Unanimous.

18 BILL: Yeah. Either -- either four out of four
19 or the whole five.

20 MS. JOAN HAMILL: And Orange County Wine Society,
21 as you probably all know, they do tastings during the
22 fair, and they talk about -- on each Saturday and Sunday
23 they have seminars. And one of the seminars is a Four
24 Star Gold. So that's always a good one to go to.

25 Junior Livestock Auction. Okay. So one of

1 our biggest days in all of the Exhibits and Education
2 Department is the Junior Livestock Auction, which took
3 place on July 23rd.

4 The total sales, as you can see, were over
5 300,000. The number of animals were 325. The breakdown
6 is there. I'll let you take a look at that. If you'll
7 look on the top, there's some -- those are 4H kids. On
8 the bottom, that's actually Charlie Boghosian aka
9 Chicken Charlie, who was ironically the buyer of the
10 Grand Champion Market steer. So he's branching out, so
11 the other concessionaires need to start thinking about
12 that.

13 I wanted -- in talking about the -- the
14 concessionaires, I want to take a moment to thank many
15 of our concessionaires, as well as RCS. I know Ben is
16 here right now. They -- they come out and support the
17 Junior Livestock Auction.

18 And this year combined, the concessionaires
19 and RCS spent over 48,000 at the Junior Livestock
20 Auction on the 23rd, and that indicates 17 percent of
21 our total sales. So that's fantastic as the money goes
22 directly to the youth in 4H and FFA, and it supports
23 their projects and educational pursuit. So thank you to
24 all the concessionaires and thank you to RCS.

25 I also want to thank the many fair staff and

1 other exhibitors and other partners that come out and
2 support the Junior Livestock Auction. Ashleigh was out
3 that day, and I think you bought a couple of animals.

4 DIRECTOR ASHLEIGH AITKEN: I'm picking them up
5 this weekend.

6 MS. JOAN HAMILL: Okay. And then -- like I said,
7 and staff and Board of Directors that come out and
8 support the kids.

9 It's a wonderful week, that Market Week, and
10 it's just a great way to learn about agriculture and
11 talk to the kids who directly experience this every day
12 and are great stewards of agriculture.

13 So -- okay. We also have special exhibits
14 and events. I'm just going to put them all up here and
15 speak to them.

16 Some fun things that we do that are outside
17 the competitive program are our featured exhibits and
18 special events.

19 We did some chalk painting this year on a
20 couple of Saturdays of the fair in Park Plaza. It was
21 an exposition. We didn't have hundreds of chalk artists
22 out, but it was very well-received. And the nice thing
23 about chalk is that the artists are working right there.
24 The public can see this happen in action. They talk to
25 the public, and something beautiful also comes as a

1 result of their efforts. We're looking at this possibly
2 being a competitive event for 2017.

3 On the top right, the National Spam
4 Championship took place on July 30th. I brought this up
5 because, as all of you recall when we did the fair story
6 meeting with the Board back in June, the Board was able
7 to sample some of the Spam treats. So that was -- that
8 was very exciting.

9 So that was held on the 30th, and it was very
10 well-received. There were 17 entries by youth and
11 adults. It is a fantastic contest and a good
12 partnership. We got a lot of media out of it. The
13 winner in the adult category was Peggy Linberg with her
14 Sir Can-a-Lot Coconut Curry, and the youth winner was
15 12-year-old Isabella Vegh with her Spampanadas.

16 So it was a very, very fun contest. And this
17 was like high cuisine. So I learned a lot about Spam,
18 so -- and I think a lot of people did too.

19 In the lower left corner is the We Are One
20 installation, and Stephen Anderson worked with artist
21 John Mastri, who created a unique piece for the OC Fair
22 for 2016, the projection animation piece.

23 And I think a lot of the Board Members went
24 into Visual Arts and directly participated. This is
25 where the fair-going public could go into this cube that

1 the Visual Arts staff built and created in working with
2 our maintenance crew and Jason in technology. It took a
3 village to create this piece and put it together, but
4 the end result was incredibly fun, very well-received.

5 Individuals could go inside the cube, get a
6 photo taken, and then it would be directly played on the
7 outside of the cube. And then it was kind of
8 manipulated and developed into a wonderful, wonderful
9 artpiece.

10 And we had over 19,000 participants over the
11 course of the fair participate with the We Are One
12 projection animation piece for Visual Arts. And it tied
13 in with our theme so well with the Get Your Fair Face on
14 with all these wonderful faces having a good time.

15 On the bottom right, I wanted to mention my
16 department doesn't put this on, but this is the 5K
17 OC Fun Run that took place on August 7th in which
18 Directors Aitken and Ruiz participated, as well as
19 CEO Kramer and VP Michele Richards participated in the
20 Fun Run, which is always a great event that happens
21 throughout the fairgrounds.

22 And Gary Kutscher provided -- wanted to thank
23 the Board and thank staff for working on that, and each
24 of you in front of you have a plaque that he provided.
25 Very nice. And they do such a great job of integrating

1 our artwork and our theme. So --

2 DIRECTOR BARBARA BAGNERIS: Joan, I have a
3 question about that We Are One.

4 MS. JOAN HAMILL: Uh-huh.

5 DIRECTOR BARBARA BAGNERIS: Was there any
6 follow-on that happens with that, or does it just go
7 away? Is it preserved any kind of way?

8 MS. JOAN HAMILL: Well, obviously, it's digitally
9 preserved. And -- (indiscernible) -- may be able to
10 speak a little bit more to that. But the artist is
11 compiling all the imagery and putting together a second
12 piece that will go with that. And we'll work on ways
13 that can be captured and maybe viewed in another format
14 or maybe on our website.

15 DIRECTOR BARBARA BAGNERIS: Thank you.

16 MS. JOAN HAMILL: Are you looking -- did you go
17 inside?

18 (Indiscernible - overlapping speakers.)

19 MS. JOAN HAMILL: And then, of course, I wanted
20 to talk about our celebration of agriculture because
21 agriculture is really the reason why we're all here.

22 We've always celebrated ag. at the OC Fair,
23 and we do so year-round at Centennial Farm and through
24 the ag. programs that we have. It's our mission, and
25 it's who we really are.

1 And, again, I think it's what sets us apart
2 from any other event in the community is our ag. roots.
3 We have a pride and passion for agriculture, and it's
4 really part of our DNA.

5 So I just wanted to show you a few areas
6 where agriculture is highlighted. You can find it
7 throughout the fair. It's not something you have to
8 search for when you come to the OC Fair, which is really
9 nice.

10 And the top left is the OC Fair letters. We
11 added all the agricultural elements, the windmill, the
12 giant cow. It was a great photo op. I don't even know
13 if there's any way of counting how many photo ops that
14 we did at the OC Fair letters. And we plan to bring
15 that back next year and, again, theme that out and put
16 ag. at the forefront.

17 Let's see. On the top right, that's just
18 kind of a cutaway of the new Country Meadows area.
19 We -- that area was created by a large group of us on
20 the layout team at the fair, and it was really kind of a
21 feeling of an extension of Centennial Farm. So the area
22 was themed out in agriculture in a way that was very
23 pleasing and very popular as it turned out. So it was
24 themed out really beautifully, and the public really
25 responded in kind.

1 On the bottom right is someone -- actually,
2 we -- in our visual arts program, that's an ikebana
3 demonstration. I don't know if you know this, but cut
4 flowers are a very big commodity for California. So
5 this was a live demonstration of floral arranging,
6 Japanese art of floral arranging.

7 And then on the bottom left is a
8 farm-to-table kind of a miniature exhibit that was done
9 in our culinary program. And that was in the Promenade
10 because we're always linking agriculture with nutrition
11 and food and farm to table. And then --

12 DIRECTOR STANLEY TKACZYK: Excuse me. The
13 OC Fair, is that going to be a one-time --

14 MS. JOAN HAMILL: The letters?

15 DIRECTOR STANLEY TKACZYK: Yes.

16 MS. JOAN HAMILL: No. We're bringing the letters
17 back.

18 DIRECTOR STANLEY TKACZYK: Okay. Great.

19 DIRECTOR BARBARA BAGNERIS: It was awesome.

20 MS. JOAN HAMILL: Again, that was a group effort.
21 It came together really well.

22 DIRECTOR STANLEY TKACZYK: Because if you didn't
23 want them, I was going to take them.

24 MS. JOAN HAMILL: There's not an S or a T,
25 though, Stan.

1 Other ways that we celebrate agriculture is
2 on the top -- on the top left, that is a -- that is
3 either a farm -- I think it's a docent that is -- that
4 has the chicks.

5 We heard the chicks earlier, but we -- that
6 is a hugely popular thing where young people and adults
7 can interact with a chick and with animals and learn
8 about the life cycle of an egg and a chick.

9 Our floral program on the top right again,
10 and the cut -- cut blooms that come in and the floral
11 arrangements. And we also have exhibitors like the
12 bonsai exhibitors and the Gourd Society that
13 participate.

14 On the bottom right is the beekeeper exhibit
15 that's near building 15 and in proximity to Centennial
16 Farm so you can learn about bees and how they pollinate
17 and how we get our food. And then the bottom left is a
18 demonstrator from the California Mobile Dairy.

19 So agriculture is just part of who we are.
20 We feature numerous presentations with partners and
21 experts both in Centennial Farm and our culinary program
22 presented in the OC Promenade.

23 We had so many exhibitors and presenters that
24 take place every day, multiple times a day, groups like
25 the Red Fruit Growers and the Beekeepers and local honey

1 agencies, the Plant Stand.

2 You see master gardeners who also work in our
3 culinary program to tie in cooking and nutrition and the
4 master food preservers, the South Coast Spinners and
5 Weavers. I mean there's so many groups. One of my
6 favorites -- because I didn't know about this before I
7 started working at the fair, but the Los Angeles
8 Mycological Society, which studies the study of
9 mushrooms.

10 So you can learn a lot while you're having
11 fun at the fair, and you can learn a lot about
12 agriculture and nutrition.

13 And also in culinary in our Promenade, we
14 cross over and tie in with Centennial Farm and nutrition
15 and healthy eating with farm-to-table initiatives,
16 gardening, with things like urban produce. And we work
17 with a lot of chefs that come in and talk about healthy
18 options and, you know, giving great recipes and
19 demonstrations.

20 We have a wonderful food historian who's an
21 expert on California agriculture who, at the drop of a
22 hat, can do a -- (interruption) -- on California
23 agriculture. Vegan and vegetarian cooking inspired
24 farm-to-table movements and clean eating.

25 So I think if there's anything you want to

1 learn about agriculture or culinary nutrition, you can
2 find it not only at the fair year-round, but also,
3 obviously, at the fair during the summer.

4 So we're looking forward to -- to doing more
5 of this and uplifting ag. in the future. So this will
6 be part of who we are and what we're doing for years to
7 come.

8 So if you have any questions, I would love to
9 answer them.

10 Okay. Hearing none, I'm going to turn it
11 over to Jason Jacobsen, who is our Director of
12 Technology, as well as Planning and Presentation. Thank
13 you.

14 MR. JASON JACOBSEN: Thank you, Joan.

15 Good morning again. So I'll run you through
16 the areas that I'm responsible for, starting with
17 technology. We don't offer any Spam, and our numbers
18 are not that exciting, but definitely still important.

19 This year we had over 100 computers deployed
20 and used by staff in numerous areas on grounds. We had
21 ten additional cameras, bringing us up to about 90
22 cameras on property, 14 time clocks used by over 1500
23 employees, 20 TVs used at all the gate locations,
24 broadcasting different content every day each week.

25 We had 17 ticket booths at the gates kind of

1 all networked with 68 scanners with no issues,
2 thankfully. We have a really good crew.

3 We also rented 650 digital radios, which was
4 much better this year than what we have been
5 experiencing the last few years on an older system. So
6 I was really pleased that that came together really well
7 and everybody was in good, clear communication.

8 One other thing that's not on the list that I
9 wanted to point out, Spectra -- we partnered with
10 Spectra this year. They actually deployed about 130 new
11 terminals for a brand-new POS system. And my team, with
12 the leadership of Rob Castagnoli -- he's our technology
13 supervisor -- did an outstanding job helping them deploy
14 all this new equipment over our network. And I know it
15 was successful, so it was a great thing, good
16 partnership.

17 Moving on to Planning and Presentation, this
18 year we had some challenges, but it was a very
19 successful, smooth setup and loadout of fair with the
20 operations team. I want to thank Jerry and all the
21 operational departments. Everybody came together, and
22 it was -- it was terrific.

23 We did have a lot of great success, and it
24 was well-received, the new Country Meadows layout by
25 Blue Gate. That was exciting to see that come together,

1 and everybody really enjoyed it. I think nighttime for
2 me, it looked amazing. It was really cool.

3 We installed over 250 tents, which was over a
4 hundred thousand square feet of covered space, also
5 installed over 36,000 square foot of pipe and drape by
6 our tent company, A-1. They did a phenomenal job for us
7 this year too. And we also installed over 400 banners.

8 All right. Lastly, this has been an honor
9 for me to work on this project for the Main Mall show.
10 This is the fifth year that we have done this
11 production -- multimedia production in the mall.

12 This year's title was Show Us Your Fair Face,
13 keeping with the theme. We had the two big LED screens
14 on either side of The Hangar, 12-by-20s. We had our two
15 projectors that are permanent resident inside The Hangar
16 on our big screen. We had a light show that was synced
17 up to the music. We had 4600 shots of pyro.

18 And new this year we partnered with a company
19 called Picture Mosaic that allowed patrons to take --
20 take pictures of themselves or their friends, whatever,
21 and upload it to the mosaic. It wasn't in realtime. It
22 had kind of a back-end portal that we could kind of just
23 approve so we didn't have anything that was
24 inappropriate going during the show. Not good.

25 But what we also did, too, was as images came

1 in, we rebuilt the entire video show each week so there
2 was new images on a weekly basis through the whole run
3 of fair. In total, we had just over 1500 submissions
4 when they hashtagged OC Fair Face.

5 So it was a really great project. You know,
6 got to thank all of our contractors on the production
7 side. They really -- we have a great team that comes in
8 and helps us put all these things together.

9 I wanted to actually show you a live video of
10 the show. Whenever you guys are ready.

11 (Video played.)

12 MR. JASON JACOBSEN: So that was it. The nice
13 thing with all the mosaics, too, is we have all the
14 files. We'll be able to use those in different
15 capacities going forward too. So we'll have them
16 forever, so it turned out really good.

17 Thank you.

18 And next, Howard Sandler, Commercial and
19 Concessions.

20 MR. HOWARD SANDLER: Thanks, Jason.

21 MR. JASON JACOBSEN: Sure.

22 MR. HOWARD SANDLER: I didn't know if I was going
23 to say "Good morning" or "Good afternoon." Good
24 afternoon.

25 As Michele noted earlier, we had a great year

1 in the concessions program with more than two and a half
2 million dollars year-over-year gross sales increase,
3 which represented 9.8 percent.

4 Some of those elements that help us get there
5 were concept and floor plan introductions. So terrific
6 work by the Spectra team. We had the introduction of
7 the Karaoke and Craft Brew Lounge and Plaza Pacifica,
8 which represented a \$162,000 gain over the prior year,
9 which was over 42 percent.

10 And at Hussong's they introduced a new floor
11 plan, which was inclusive of Carlos Cantina. That
12 represented a \$194,000 increase in that facility, which
13 exceeded 34 percent.

14 Our concession partner improvements: For
15 those of you who attended the concessionaire and
16 merchant award dinner, you heard me talk a lot about the
17 rewrapping of stands and quality assurance.

18 We had ten upgraded stands this year, which
19 provided a fresh look on the property. Collectively,
20 that added \$305,000 worth of gross sales, over
21 32 percent on the top line. Space makeover and site
22 line advances. Country Meadows' theme, which Joan spoke
23 of, that combined with the Park Plaza setup this year
24 where the site lines were opened up, the stage -- the
25 Heritage Stage was angled into a corner, and some of the

1 featured exhibits that we had the year before weren't
2 there this year. Collectively, those two areas
3 contributed \$546,000 in sales gains, which was
4 23.1 percent.

5 Property utilization. Four concession stands
6 were relocated. It provided us a new look. A modest
7 \$80,000 in income, but collectively almost a 38 percent
8 gain for those four concessionaires. And we retired
9 four concession stands this year, not necessarily
10 voluntarily. But we have tried hard over the past
11 several years to enhance the property image, and that's
12 part of the plan and the makeup that got us there.

13 Partner collaboration: Promotions and
14 initiatives. Some of those items that supported what
15 you just saw on the previous slide were concept design
16 and development, line of sight improvements and signage
17 enhancements, combined menu development efforts between
18 our partners and our concessions department, and the
19 \$2 Taste Thursdays, which we moved over from Friday in
20 prior years. It was very successful this year.

21 And I'm going menu -- menu combs and value
22 selections, which are very important because we always
23 talk about price sensitivity, and there's a great number
24 of those that are offered to the public.

25 Quality assurance and recognition has been a

1 theme that we've talked about for several years now. To
2 support that, we have the Merchant and Concessionaire
3 Advisory and Focus Group meetings, the partner
4 appreciation dinners that I just mentioned,
5 concessionaire and merchant awards of excellence. That
6 happens on that same night with those dinners, and the
7 post-fair partner surveys to get the feedback from our
8 partners so that collectively we work together and we
9 continue to improve the program on an ongoing basis.

10 Some of the concession partners, inspiration
11 and imagination, there's a number of them who just have
12 endless menu creativity. Can I talk about bacon?

13 Some of those items included the
14 bacon-wrapped baked potato, which you saw earlier,
15 chicken in a waffle on a stick, a very successful new
16 item this year. Lord of the Rings Dog from Pink's.
17 Caviar and escargot Doritos from Chicken Charlie.
18 Pineapple Pina Colada bomb, S'moreo Texas donut, shrimp
19 fried rice on a stick, Pepsi donut bacon dog -- I think
20 you heard that one earlier this morning -- lasagne
21 sandwich.

22 And for those who want breakfast all day
23 long, French toast bacon bombs, which you can see in the
24 photo to the side.

25 And that concludes my presentation. If you

1 have any questions -- otherwise, I'm going to pass it on
2 to Dan Gaines, our Director of Entertainment.

3 MR. DAN GAINES: Good morning, everybody. Good
4 afternoon. I'm sorry.

5 You know, I was -- before I came in this
6 morning, I was sitting in my office and making a few
7 notes on these slides so that I'd have them when I came
8 in, which is funny because I never reference them
9 anyway.

10 But the one thing I kept writing on each and
11 every one of them was "BYE," "BYE," "BYE." In my mind,
12 that communicates to me -- that means Best Year Ever.
13 So in every slide, keeping with what's already been said
14 earlier, every slide that you see come up that shows
15 revenue, tickets, net proceeds, in every case up here is
16 going to be best year ever. So in my three minutes that
17 I have, I don't have to repeat that 20 times.

18 So the areas that community -- excuse me --
19 that Entertainment is responsible for are community
20 entertainment, the OC Brew Hee Haw, the OC Super Pass,
21 Action Sports Arena, The Hangar, and the Pacific
22 Amphitheater.

23 Community entertainment provides the
24 opportunity for local performers to perform in front of
25 an audience with strong production in a situation -- or

1 in a -- where they might not otherwise have the
2 opportunity. So we get to put them in front of a live
3 audience. And at the same time, they provide content
4 for the fair.

5 We added a new stage this year, and we
6 streamlined our scheduling. And that allowed for us to
7 increase the number of performance slots by over
8 61 percent. I'm happy to say that most of the graphs
9 you see today are going to be exactly like that.

10 This is the third year of the OC Brew Hee Haw
11 Craft Beer Roundup. Ticket sales grew from last year by
12 over 37 percent. Ticket revenue increased by
13 31 percent.

14 The OC Super Pass, which is our season ticket
15 I'm sure most of you know provides admission to the fair
16 every day of the annual fair, provides discounts to
17 concert events and other things, other perks, grew
18 12 percent over last year in terms of units sold and
19 grew 12 percent in terms of revenue.

20 The Action Sports Arena, where we provide
21 entertainment that is non-musical in nature, more
22 combative, I guess you'd say, ASA tickets were up
23 11 percent. And I mentioned that last year was the best
24 year ever for that venue, so that growth is very solid
25 and up 13 percent in terms of ticket revenue.

1 The Hangar, where we provide a variety of
2 musical entertainment, just went nuts this year.
3 Tickets were up 15 percent over last year and a whopping
4 25 percent in terms of revenue increase. A lot of that
5 had to do with restructuring pricing. And while prices
6 themselves stayed the same in large part, the
7 configuration of how we sold tickets changed
8 dramatically on top of the fact that we had a great
9 year.

10 So -- and the Pacific Amphitheater, this
11 graph represents the Pacific Amphitheater VIP parking,
12 which we initiated looks like six years ago. And with
13 some changes that we've made, we've been able to grow
14 this tremendously. This year we were up 16 percent. I
15 think in the future you'll probably see this flat line
16 because the popularity of this is such that every year
17 we sell out 99 to a hundred percent. This year was
18 99.6 percent.

19 So other than financial -- this is when Ken
20 smirks at me -- there's not much real estate to go. So
21 we'll see where that goes.

22 We added four prefair concerts this year.
23 This graph is a little bit misleading because we've only
24 done that three times. Once was in -- somebody help
25 me -- 2011, 2015, and 2016. The previous two only had

1 one performance. This year we had four. And those four
2 performances -- excuse me. I jumped ahead. Those four
3 performances accounted for about \$220,000 in net
4 proceeds just for the four.

5 Pac Amp fairtime tickets sold by year you'll
6 see grew about 5 percent. Probably fair to say that
7 last year would have been very close to the same number
8 as this year had it not been for the cancellation of
9 Willie Nelson. Still very, very solid numbers. Best
10 year we've ever had.

11 Ticket revenue grew a whopping 17 percent
12 from last year. And, again, that would have been very
13 close to 2015 had Willie been -- had Willie played.

14 And this is a graph of reopening through
15 2016, and you can see that the bar on the right is net
16 proceeds for 2016. Last year our net proceeds were
17 about 1.2 million, and this year we're hovering right
18 around \$3 million. So we had a fantastic year. And
19 we'll also say that Willie would have made a difference
20 there as well.

21 Before I hand it over to Tamara with Tandem
22 Partners, I just wanted to add one last thing. And that
23 is that one of the governing bodies for what we do is
24 called the International Events Buyers Association. And
25 our talent buyer, Lisa Sexton, is one of the five

1 finalists for the fair buyer of the year, which is a
2 huge honor because it comes from hundreds and hundreds
3 of nominees. So we'll see how that goes. We'll know
4 that in a month or two.

5 So with that, unless there's any questions,
6 I'll turn it over to Tamara.

7 TAMARA: Good afternoon. So it's not lost on me
8 that I'm one of the last people standing between you and
9 lunch, so I will keep it brief and not overdo numbers
10 today.

11 So the programs that my group has the
12 privilege of overseeing are the sponsorship of the fair
13 annually, the premiums-based program, which is known as
14 the Platinum Partner Program, group ticket sales on
15 private events during the fair, and the mobile marketing
16 tours, which are typically product launches.

17 This year we had four new sponsors come in
18 and partner with us for the 2016 OC Fair. They were
19 Sprint Telecommunications, Raising Cane's, which is a
20 QSR, a quick-service restaurant, that's coming into this
21 region, more popular in the south, Ikea, and Sunergy.

22 And the other, I think, mentionable highlight
23 is the ticket sales program, which was started three
24 years ago. We were able to increase that by really
25 repackaging that program this year. We saw some pretty

1 big increases over 2015.

2 Sprint was the sponsor of each of the
3 entrance gates. As you know, we have three main gates:
4 Yellow, blue, and green. We were able to work with
5 Jason's group to really integrate their signage in a way
6 that was esthetically pleasing and that Sprint was
7 really happy with as well.

8 The Raising Cane's sponsorship, which they're
9 very, very happy with -- I look for them to come back
10 not only for the 2017 fair but also for the Imaginology
11 event in the spring -- was the Explorium. They also
12 brought their executive management team, both local here
13 in Orange County as well as Louisiana where they're
14 headquartered, out for a hospitality event.

15 In the lower left-hand corner, you'll see
16 they had about 14 to 16 people that were here. They
17 loved the -- sorry -- the Explorium and are really
18 looking forward to Imaginology.

19 Ikea, which has partnered with us through the
20 marketing department in the past and we were able to
21 leverage that into sponsorship this year, I thank --
22 (indiscernible) -- and their team, was the presenting
23 sponsor of the Ikea beach area, which was located
24 outside of the Plaza Pacifica area and had a variety of
25 furniture, some of which is now on the back patio for

1 the employees to have their lunch.

2 And we also worked with the marketing
3 department. They hosted at the Ikea here in Costa Mesa
4 one of the OC Fair Roadshows.

5 Sunergy, the last new one, was a sponsor of
6 the Action Sports Arena. They had dasher board signage
7 and also participated in the Platinum Partner Program.

8 Club OC, which is what the private events
9 area was named, was a very unique space. It was just
10 outside of Plaza Pacifica. Some of you may have been
11 through it this year. It was perfect, really, for
12 hosting private events and corporate -- corporate
13 opportunities.

14 We found that most of the success in this
15 program really comes through not reaching out to
16 marketing departments but really through employee
17 relations for large companies.

18 Kia was the largest event that we had. It
19 was between 5- and 600 people, and they brought their
20 employees out for a hosted meal and then opportunities
21 in the afternoon at the fair.

22 So we can include a variety of things in
23 there, including the private event space, admission,
24 catered meals with Spectra, carnival through RCS, and
25 then as available concerts and shows. As you know from

1 Dan, they're a little harder to come by this year.

2 DIRECTOR BARBARA BAGNERIS: I have a question.
3 What's the largest capacity in that area?

4 TAMARA: The capacity is larger than 600. The
5 capacity -- Jason, what's the capacity in there?

6 MR. JASON JACOBSEN: What was it?

7 (Indiscernible - overlapping speakers.)

8 TAMARA: Twelve fifty. So about double what we
9 had. So there are times we can host multiple events in
10 there. But the largest single event was Kia at about
11 580.

12 DIRECTOR BARBARA BAGNERIS: So 1250 standing?
13 sitting? But meal functionwise?

14 UNIDENTIFIED FEMALE SPEAKER: Standing is 1250.

15 (Indiscernible - overlapping speakers.)

16 MS. MICHELE RICHARDS: Maxes out seated at about
17 750.

18 DIRECTOR BARBARA BAGNERIS: For a sit-down?

19 MS. MICHELE RICHARDS: Uh-huh.

20 DIRECTOR BARBARA BAGNERIS: Thank you.

21 TAMARA: And then for the fourth year, we
22 partnered with the Southern California Toyota Dealers.
23 They're one of the largest sponsors of the fair. To
24 give away a vehicle, they use that as a lead-generation
25 opportunity over the 23 -- 20 -- about 20 days of the

1 fair. The last three they use for qualifying entrants
2 and notifying them.

3 This year we moved the location giveaway.
4 We'd previously done it in the Action Sports Arena just
5 prior to the Motor Home Madness Demolition Derby.

6 This year, with the help of Jason's team and
7 Dan's team and Marketing team and every department here,
8 we were able to put it in front of the Plaza Stage, and
9 it was subsequently shown inside of The Hangar
10 building -- I'm sorry -- on the large screens outside
11 The Hangar building and inside the Pacific Amphitheater.

12 So they really had good exposure throughout
13 the fairgrounds, and they were very, very pleased with
14 it. And the gentleman who won the car was overcome with
15 emotion. It was really cute. He thought it was, you
16 know, a scam to sign up, so he was pretty pleased. So
17 we were really happy with the way that turned out.

18 I only highlighted a few, so that makes up
19 our family of sponsors over the course of the fair for
20 both our media partners and our sponsorship partners.

21 So with that, I'll turn it back over to
22 Michele, unless anyone has any questions. I'm sorry.

23 MS. MICHELE RICHARDS: All right. We're going to
24 wrap it up real quick here. I want to talk a little bit
25 about earned media or PR. So this is coverage that the

1 fair receives without cost. Ruby's department handles
2 all of our paid media, and our Communications Department
3 handles our PR and media relations.

4 So let's start with the mobile app. There
5 were over 27,000 downloads of our mobile app., and
6 you'll see how those downloads went to Android and --
7 and Apple products.

8 The average time spent using the app. by each
9 user was four minutes and 44 seconds, which is a very
10 good measurement. If we put all of the usage together,
11 it equals 90 days, 15 hours, 52 minutes, and 43 seconds
12 spent by our guests using our mobile app.

13 We saw growth in the number of followers on
14 all of our social media platforms. Facebook grew seven
15 and a half percent; Twitter, 15.9 percent; and Instagram
16 grew 57.8 percent. And I think that really speaks to
17 the average age of our guest, as Ruby pointed out. It's
18 really that sweet spot. So we were very happy with that
19 social media growth.

20 In terms of coverage of the fair, also had a
21 great showing of the fair by media. There were 159
22 broadcast hits, 345 print, for a total of 504 media
23 hits. You can see the total number of viewer
24 impressions from all of the media coverage of the fair
25 was over 37 million.

1 If we bought that amount of coverage in print
2 and in broadcast, that would have cost us over
3 \$12 million. So great job by our communications team on
4 that.

5 And to remind everybody about the excitement,
6 the enthusiasm, and the energy around the fair, we have
7 a wrap-up video of all of the -- not all of the media
8 coverage, but select cuts of media.

9 (Video played.)

10 MS. MICHELE RICHARDS: I don't think he really
11 ate that.

12 (Video played.)

13 MS. MICHELE RICHARDS: And this just reviews some
14 of the actual media coverage. This was the summary
15 slide that I showed you earlier and some examples of
16 some of our print and digital coverage.

17 While this is scrolling, I also wanted to
18 personally thank Sabrina Sakaguchi from our
19 Communications Department. As most of you know, Robin
20 Wachner, our Director of Communications, accepted a
21 great new opportunity. She left us right after opening
22 weekend, and Sabrina kept things moving. And this is
23 the result of that work. So we wanted to thank all
24 staff, in fact.

25 What you've seen here is really the result of

1 their love for the fair, their passion, and their hard
2 work. It is truly a privilege to work with all of you,
3 and I'd like to take the opportunity to thank you. If
4 you can all just please stand, any staff that is here.

5 (Applause.)

6 MS. MICHELE RICHARDS: We have rolled right into
7 a very, very busy event season that will go through the
8 end of the year. We start up again in January after the
9 holidays, and we'll finish out the event season, go into
10 Imaginology, another big chunk of events right before
11 fair, and we'll be ready to do it all again in 2017.

12 So we're happy to take any questions that the
13 Board might have about the 2016 OC Fair.

14 VICE CHAIR NICK BERARDINO: Any questions of the
15 Board?

16 All right. Thank you very much. Excellent
17 presentation, excellent job, and excellent fair.
18 Beautiful. Great job.

19 (Applause.)

20 VICE CHAIR NICK BERARDINO: Now we'll move on
21 to -- there are, as I understand it, no closed session
22 items; is that correct?

23 MR. JOSH CAPLAN: That's correct.

24 MS. KATHY KRAMER: Correct.

25 VICE CHAIR NICK BERARDINO: That's correct.

1 Now, Board of Directors Matters of
2 Information or comment, beginning with Director
3 La Belle.

4 DIRECTOR DOUGLAS LA BELLE: I just want to
5 congratulate the staff on a fantastic job, a great 2016
6 fair. I'm sure 2017 will be equally as great, if not
7 better.

8 Congratulations to our new Chair, Nick
9 Berardino, and our Vice Chair, Barbara Bagneris.
10 Congratulations. I look forward to a very successful
11 year.

12 Nick, I'm going to let you comment on our
13 little visit yesterday. I thought that was just an
14 outstanding experience we had. I'll just leave it to
15 your wisdom to do that.

16 VICE CHAIR NICK BERARDINO: Okay. I shall.

17 Thank you.

18 Director Bagneris.

19 DIRECTOR BARBARA BAGNERIS: It was an outstanding
20 fair. My doctor's not happy with me. I promise next
21 year, two pounds at the max. That's all I'm going to
22 gain. But, anyway, it was just a wonderful fair.

23 One thing I did want to mention, though, was
24 about bringing food to the fair. And I'm not really
25 sure where we see those promotions. But for the big

1 families that feel like they can't afford the fair
2 because they can't feed the family, if there's some way
3 we can promote bringing food, having picnics out, eating
4 events, I think would be really helpful because we don't
5 want any family to think that they can't come and
6 participate as well.

7 And I want to thank whoever gave us pens at
8 this meeting. Pay attention to detail. Thank you. I
9 thank you. I didn't bring a pen today. I needed this.

10 Thank you to the staff. Welcome aboard,
11 Adam. I look forward to working with you.

12 MR. ADAM CARLETON: Thank you.

13 DIRECTOR BARBARA BAGNERIS: Ken, I cannot tell
14 you how you added to this year's fair, and I'm looking
15 forward to working with you.

16 And, Michele, without saying.

17 And, Kathy, thank you.

18 VICE CHAIR NICK BERARDINO: Great job. Thank
19 you.

20 Director Tkaczyk.

21 DIRECTOR STANLEY TKACZYK: Everything everyone
22 just said I certainly agree with. And I, again, want to
23 thank staff for an exceptional year. I can say that
24 after five years of being on the Board and five years of
25 fairs, I don't think it can get better, but every year

1 it does.

2 And it's really a tribute to the staff and to
3 the people here because to keep it that way, to make it
4 better every year is a real challenge. It's a real
5 challenge. And the thing that I know as a businessman
6 and now as a Fair Board Member, it's a very delicate
7 challenge.

8 You know, we have a great amount of money in
9 the bank, but I think all of us know that in life, it
10 can change very quickly. And I think we really have to
11 stay the course of being very prudent.

12 And I'm very, very, very comfortable with our
13 new leadership that we have coming forward, Nick, you
14 and Barbara, and I just look forward to our next year
15 and our new leaders.

16 One thing that I want to share with you on
17 kind of a funny note, this last Saturday Robert Ruiz was
18 in Las Vegas at a convention, a labor convention. And
19 he texted me a picture. He was coming down -- he's at
20 the Paris Hotel, and he's coming down the elevator. And
21 who walks in the elevator but Frankie Valli.

22 Now, Robert was questioning whether or not he
23 should go and see Frankie Valli, and I talked him into
24 going to see Frankie Valli instead of going to a soccer
25 game.

1 So I have a picture of -- so Frankie Valli
2 walks into the elevator at the Paris when he's coming
3 down the elevator with Frankie Valli and his wife. So,
4 anyway, he was talking to Frankie Valli, and Frankie
5 Valli said, well, what a great time he had here.

6 Robert introduced himself as being one of the
7 Board Members. And, you know, it was a very friendly
8 conversation. But because Frankie Valli was here,
9 Robert was here, they were able to communicate. And I
10 have a great picture. But it's a small world. But
11 Frankie Valli had a great time at the OC Fair.

12 VICE CHAIR NICK BERARDINO: He did. Thank you.

13 DIRECTOR STANLEY TKACZYK: Thank you.

14 DIRECTOR ASHLEIGH AITKEN: Yeah. Always amazing.
15 I echo about how you think it can't get better, and it
16 always does. It's just so much fun for me and my
17 family.

18 I just want to share I went to -- right
19 before our fair started, I went up to the Calgary
20 Stampede with my youngest daughter. It was really
21 interesting to get a backstage perspective on their
22 event and how they do things. And it was a wonderful
23 time.

24 And I promised Kathy I wouldn't set up a
25 lunch or coffee with her about my experiences and what I

1 learned until after the fair. So now I want to call you
2 because I think there's a lot of interesting things that
3 they do, and it really made me appreciate how awesome
4 our fair is. I was, like, "Oh, we did this better" and
5 "Oh, we do this better."

6 I also this year decided just for fun,
7 because I love to write and do a blog with the "Voice
8 of OC" and to really highlight all the things that
9 people don't think about the fair. And Joan really
10 touched on all -- all of the things.

11 People don't know a lot about the livestock
12 auction, which I this year bought a steer and a pig
13 which I'm picking up on Saturday. They don't think
14 about the OC 5K. They don't think about a lot of the
15 exhibits. And so I think it's a really fun way to kind
16 of -- I just love how much you highlight. I grew up on
17 Spam, so I love that.

18 It's really a neat way to highlight all of
19 the wonderful things we do outside of concerts and
20 outside of the rides. So thank you for all the creative
21 programs and exhibits you do every year.

22 And congratulations to our almost new
23 leaders. I'm still on the fence, but I've got a couple
24 more weeks to think about it.

25 (Indiscernible - overlapping speakers.)

1 VICE CHAIR NICK BERARDINO: Thank you very much.

2 So a couple things: One, Director La Belle,
3 we arranged to visit Cerritos with the Cerritos city
4 manager and a man named Art Astor. Art Astor owns radio
5 stations and everything else. We were there pitching
6 him on Heroes Hall.

7 He has a museum of cars that I think is
8 unrivaled, just incredible collection of all the
9 communication stuff that he gathered through all his
10 years. He's 92 years old. He drives himself to work.
11 Goes to work every day. It is something to really
12 behold. And he's offered to allow the Heroes Hall
13 Foundation to have, you know, a meeting there if we want
14 to meet there and as we work with him.

15 But it was just -- it's breathtaking to go in
16 there. I mean when you see the stuff -- everything is
17 working, including Victrolas going back to the 1800s are
18 working. There's nothing in there that doesn't work.

19 He has 65 old cars, vintage cars, some of
20 them worth, you know, incredible amounts of money, and
21 each car's driven every two weeks. It's driven around.
22 It's amazing, totally amazing. So thank you very much
23 for that.

24 Secondly, I want to, of course, thank
25 everybody, the fair staff, who did an incredible,

1 incredible job. You did a great job this year. It was
2 a great fair. I heard nothing but good things about the
3 fair. So many, many thanks for all your work, and also,
4 fellow Board Members, for your guidance and all the
5 things that we did for this fair, ideas about
6 improvements and how to move this fair forward. Many,
7 many thanks to all of you.

8 In addition, we have a Fair Board Member that
9 has not missed a day at the fair, I mean in five years.
10 For five years he's been to the fair every day. Now,
11 there is a way to do awards. One of the things I'm
12 thinking if you come every day for five years through
13 the heat and everything, maybe a gift certificate to a
14 psychiatric place.

15 But since -- since, you know, that isn't in
16 the cards, I would like us to consider having a perfect
17 attendance award but figure what it's about, and we'll
18 call it the Stan Tkaczyk Award. It can be passed --
19 he'll probably win it every year that he's on the Fair
20 Board, but that's something I hope we will do this year
21 and establish maybe a plaque or something in Stan's
22 name. Because that's real merit to go five years and
23 never miss a day. That's incredible.

24 (Indiscernible - overlapping speakers.)

25 DIRECTOR STANLEY TKACZYK: Thank you, Nick.

1 That's -- you know, I never did that in school, but --

2 VICE CHAIR NICK BERARDINO: Yeah. That's pretty
3 obvious. But the fact is --

4 DIRECTOR STANLEY TKACZYK: You're right.

5 VICE CHAIR NICK BERARDINO: -- we -- we --
6 that's -- we need to do something to memorialize that
7 and encourage future Board Members. I will never win
8 that award, but -- yeah. I mean -- but that's just
9 marvelous.

10 DIRECTOR STANLEY TKACZYK: Thank you.

11 VICE CHAIR NICK BERARDINO: And lastly and kind
12 of closing out on business, looking at the Western Fair
13 Association's legislative report, if -- if words of
14 disappointment -- disappointment is, you know, a word --
15 I can't think of anything that I was more frustrated,
16 angered, and disappointed about.

17 I find it difficult to understand how when
18 this Board took the kind of action it took and the kind
19 of beating -- public beating we took set up by people
20 because we decided that we didn't want elephants coming
21 here and getting tortured, literally tortured, and
22 circuses all over the country, including Barnum &
23 Bailey, big circuses, have stopped those same kinds of
24 things and somehow our association, which we are a
25 member of, decides to oppose legislation that would

1 outlaw, you know, shocking and beating and sticking
2 elephants with a stick and our name is on that, I'll
3 tell you that is crossing the big line for me.

4 So for our next Board Meeting, I would like
5 to have a report. One, I would like all the members of
6 the Western Fair Association; two, what their per caps
7 are and how much dues do each of them pay; and I want
8 minutes of all the meetings where the legislative
9 discussions were taking place, copies of all the votes,
10 and who voted how in terms of supporting their
11 legislation so we can provide that information to the
12 Board in a very factual way and begin to examine, you
13 know, what, if anything, we want to do about that or, in
14 general, anything else.

15 But I mean that -- that legislative report on
16 some of those bills they took positions on I don't think
17 reflect, one, the desire of this Board; two, I don't
18 think it reflects the progressive thinking of this
19 particular Board. So I would like those positions to
20 take a look at the next Board meeting.

21 Counsel, your turn. Anything you have to
22 add?

23 MR. JOSH CAPLAN: No, sir.

24 VICE CHAIR NICK BERARDINO: Anything else for the
25 good of the order by anybody? Except for, you know, the

1 public who have to -- but don't worry about that. Save
2 it for the next meeting.

3 And then we are going to -- time certain for
4 our next meeting is October 27, 2016.

5 And now for adjournment by a motion.

6 DIRECTOR BARBARA BAGNERIS: So moved.

7 DIRECTOR DOUGLAS LA BELLE: Second.

8 DIRECTOR STANLEY TKACZYK: Second.

9 VICE CHAIR NICK BERARDINO: Does not require a
10 roll call vote for adjournment.

11 All those in favor?

12 BOARD MEMBERS: Aye.

13 VICE CHAIR NICK BERARDINO: Opposed?

14 Thank you all very much. Adjourned until
15 October 27th.

16 * * *

17 (Whereupon, the OCFEC Board of Directors
18 meeting was hereby adjourned at 12:41 p.m.)

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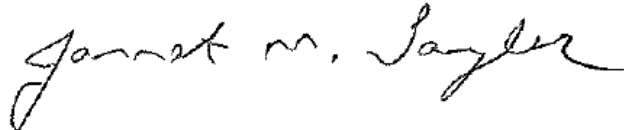
Certificate
of
Certified Shorthand Reporter

The undersigned certified shorthand reporter
of the State of California does hereby certify:

That the foregoing proceedings was taken
before me at the time and place therein set forth and
was recorded stenographically by me and thereafter
transcribed, said transcript being a true copy of my
shorthand notes thereof.

I further certify that I am neither
financially interested in the action nor a relative or
employee of any attorney of any of the parties.

In witness whereof, I have subscribed my name
this date, October 4, 2016.



Janet M. Taylor
Certified Shorthand Reporter
Certificate Number 9463

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[able - alcoa]

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[alex - article]

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