



**38<sup>TH</sup> DISTRICT AGRICULTURAL ASSOCIATION  
Board of Directors Board Meeting Minutes  
Monday, August 16, 2021**

**Call to Order**

The Board of Directors of the 38<sup>th</sup> District Agricultural Association met on Monday, August 16, 2021, for its regular Board Meeting. President Anguiano-Franco called the meeting to order at 5:04 p.m.

**Roll Call**

Directors Present: Anguiano-Franco, Arellano, Bower, Mattos, Souza, Weidman, Wilkey, Williams

**Introduction of Guests and Staff**

Matt Cranford, CEO; Debbie Larrick, Accounting; Kim Williams, Concessions Manager  
John Bridges, CDFA

**Closed Session:**

President Anguiano-Franco convened the open session at 5:07 p.m. and moved into Closed Session at 5:08 p.m. to meet with CDFA Legal Counsel for the purpose of considering: *Johnson v. State of California, Department of Food and Agriculture* (Gov. Code § 11126(e)(1)) [Stanislaus County Fairgrounds, Americans with Disabilities Act]

President Anguiano-Franco reconvened into open session at 5:21 p.m. No report was given.

**Approval of Minutes** – June 21, 2021 Regular Board Meeting:

Director Wilkey moved to approve June 21, 2021 Regular Board Minutes with the correction that Director Wilkey gave the livestock report, not Director Souza. Director Arellano seconded the motion. Motion carried.

**Manager (CEO's) Report:**

CEO Cranford reported the 2021 Summer of Fun was a success. Planning for the 2022 Fair is beginning, working with staff and partners. CEO Cranford will be looking for a marketing company.

CEO Cranford also reported that there may be new COVID restrictions with the Delta variant spreading, but we will continue with all events at this time.

**President's Report:**

President Anguiano-Franco reported Summer of Fun was great.

**Advisory Committee Reports****Finance Committee:**

Director Bower moved to approve June 2021 Balance Sheet and Financial Recap as presented. Director Weidman seconded the motion. Motion carried.

Director Bower moved to approve June 2021 Accounts Payable and Accounts Receivable as presented. Director Weidman seconded the motion. Motion carried.

Director Bower moved to approve June 2021 Payroll as presented. Director Weidman seconded the motion. Motion carried.

Director Bower moved to approve July 2021 Balance Sheet and Financial Recap as presented. Director Weidman seconded the motion. Motion carried.

Director Bower moved to approve July 2021 Accounts Payable and Accounts Receivable as presented. Director Weidman seconded the motion. Motion carried.

Director Bower moved to approve July 2021 Payroll as presented. Director Weidman seconded the motion. Motion carried.

CEO Cranford reported the 2019 Financial Audit Review is complete. There were no issues. The long-term debt was listed, and the Fairgrounds is in pretty good shape debt wise. There were some questions regarding GASB68 and the way the state requires pension liability to be shown. Director Wilkey moved to approve the 2019 Financial Audit Review. Director Bower seconded the motion. Motion carried.

**Marketing:**

CEO Cranford reported he is looking for a company or person to coordinate marketing for 2022. The Summer of Fun social media person is onboard for next year and did a great job growing followers. The Summer of Fun sponsors brought in \$61,100.00 in cash and trade.

**Operations Committee:**

CEO Cranford reported that two large tree limbs fell. Many of the trees are suffering from drought conditions. Four trees will be removed and new trees planted.

The lift station project has used  $\frac{3}{4}$  of the \$100,000 budget. Staff is waiting for more cost estimates and trying to have enough to take care of part of arena bathroom issues.

CEO Cranford has been bringing back staff and is close to pre-Covid levels. Still needs a couple in maintenance department, exhibits and marketing.

**Entertainment Committee:**

Director Williams went over the 2021 Summer of Fun report. Tickets revenue was \$281,661.00, \$75,000 box seat revenue and \$88,903.98 for food and alcohol revenue. Overall successful event.

**Commercial Committee:**

CEO Cranford presented a proposal from Turlock Gospel Mission for use of the facility for overflow shelter. The proposal is for \$1000.00 non-refundable monthly premium. If the building is rented and Turlock Gospel Mission needs overflow shelter they will go elsewhere and unused monthly premium will be refunded. Discussion followed. Director Souza moved to accept the Turlock Gospel Mission

proposal with the addition of \$100.00 a day after 3 days of use in a month. Director Bower seconded the motion. Motion carried.

Director Arellano moved to accept Arena contracts AS-3 thru AS-5-2021, 2021-35 thru 2021-38, SSW-1-2021, SSW-3-2021 thru SSW-5-2021 and SSO-1-2021 thru SS-4-2021. Motion was seconded by Director Wilkey. Motion carried.

**Livestock Committee:**

Director Wilkey reported the auction went well. Approximately \$545,000 is outstanding still.

CEO Cranford reported livestock staff are looking at fair dates and show schedules for 2022. Livestock committee will meet and have a report before the September Board Meeting.

**Executive Committee:**

No report.

**New Business:**

n/a

**Correspondence:**

CDFA regarding 50 million General Fund Support – Targeted Support Program. F&E will be evaluating applications to determine allocation of funds.

**Friends of the Stanislaus County Fair Foundation:**

Director Wilkey reported the Foundation Board met and voted for no TOV in 2021.

**Next Board Meeting:**

Monday, September 20, 2021, at 5:00 p.m.

**Adjourn:**

Meeting adjourned at 6:20 p.m.

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Matt Cranford  
Chief Executive Officer

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Angelica Anguiano-Franco  
President, Board of Directors