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CERTIFIED COPY

BOARD OF DIRECTORS MEETING
22ND DISTRICT AGRICULTURAL ASSOCIATION
DEL MAR FAIRGROUNDS via ZOOM
2260 JIMMY DURANTE BOULEVARD
DEL MAR, CALIFORNIA 92014

TUESDAY, MARCH 21, 2023

1:35 P.M.

REPORTED BY: MARY JULIA COLEMAN-KIEFER, CER 1468

1 IN ATTENDANCE

2 OFFICERS:

3 G. Joyce Rowland, President

4 Richard Valdez, Second Vice President (via ZOOM)

5

6 DIRECTORS PRESENT:

7 Michael Gelfand, Director (via ZOOM)

8 Don Mosier, Director

9 Kathlyn Mead, Director (via ZOOM)

10 Sam Nejabat, Director (via ZOOM)

11

12 DIRECTORS ABSENT:

13 Fred Schenk, First Vice President

14 Lisa Barkett, Director

15

16 ALSO PRESENT:

17 Carlene Moore, Chief Executive Officer, 22nd DAA

18 Donna O'Leary, Executive Assistant, 22nd DAA

19 Josh Caplan, Deputy Attorney General

20 Katie Mueller, Chief Operations Officer, 22nd DAA

21 Melinda Carmichael, Chief Administrative Officer, 22nd DAA

22 Michael Sadegh, Director of Finance (via ZOOM)

23 Henry Rivera, Moderator/Production Manager

24 Ashley McCaughan Colburn, Executive Director, Don Diego

25 Foundation

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1 DEL MAR, CALIFORNIA, TUESDAY, MARCH 21, 2023

2 1:35 p.m.

3 -o0o-

4 PRESIDENT JOYCE ROWLAND: Good afternoon and welcome,
5 everyone, to the 22nd DAA Board of Directors Meeting for March.

6 I am President Joyce Rowland, and I'll call this
7 meeting to order and ask for our roll call.

8 MS. O'LEARY: President Rowland.

9 PRESIDENT JOYCE ROWLAND: Present.

10 MS. O'LEARY: Vice-President Schenk has an excused
11 absence.

12 Vice-President Valdez.

13 MR. VALDEZ: Present.

14 MS. O'LEARY: Director Barkett also has an excused
15 absence.

16 Director Gelfand.

17 MR. GELFAND: Present.

18 MS. O'LEARY: Director Mead.

19 MS. MEAD: Here.

20 MS. O'LEARY: Director Mosier.

21 MR. MOSIER: Present.

22 MS. O'LEARY: Director Nejabat.

23 MR. NEJABAT: Here.

24 PRESIDENT JOYCE ROWLAND: Thank you.

25 And the next item is our Consent Calendar. Let

1 me do a little surgery first.

2 Under the Consent Calendar for contract
3 approval, there are two items, the 23-007 Fair Equipment Rental
4 IFB and 23-024. They're not agreements; they're not up for
5 contract approval. They're RFPs and the like. So those need
6 to just come off.

7 And then, the section that's review of contracts
8 that are already executed per delegation of authority and the
9 individual project agreements, those are all items that are
10 going to be covered under the Management Report. Since they're
11 not contract approvals, they are not up for approval by the
12 board; so those come off and go under just the Management
13 Report.

14 And that is how that will be structured going
15 forward, just for clarity. So we're limiting what's here on
16 the Consent Calendar for items that need consent action by the
17 board of directors.

18 And so with that, I'll ask from the board, do
19 you have any questions or comments or things that you want
20 moved off of Consent Calendar?

21 Okay. Hearing none, we have one member of the
22 public who wanted to speak on the Consent Calendar. We have
23 Martha Stewart [sic].

24 MS. O'LEARY: Sullivan.

25 PRESIDENT JOYCE ROWLAND: Sorry. I am sorry, Martha.

1 Martha Sullivan.

2 MARTHA SULLIVAN: Hello. This is Martha Sullivan.

3 Regarding contract number 23-021 with Harris &
4 Associates for on-call environmental services for five years, I
5 really think that a \$4 million contract over five years
6 warrants at least some discussion by the board, and it
7 shouldn't just happen on a consent calendar.

8 PRESIDENT JOYCE ROWLAND: Okay. So you're asking for
9 that item to be moved to Management Report so that it can be
10 further discussed?

11 MARTHA SULLIVAN: Yes. Yes.

12 PRESIDENT JOYCE ROWLAND: Okay. So noted. And we
13 will move that item.

14 And was there anything else?

15 MARTHA SULLIVAN: That's it. Thank you.

16 PRESIDENT JOYCE ROWLAND: All right. Thank you.

17 So with that one -- with the review of contracts
18 already executed and that one item being moved to the
19 Management Report so there can be further discussion by the
20 board, if the board has discussion that they would like to take
21 up, I'll move for the -- motions for the Consent Calendar to be
22 approved.

23 Can I have a motion and a second?

24 MS. MEAD: Motion to accept Consent Calendar, as
25 presented with the addition of the previous consent -- or with

1 the removal of the previous consent.

2 PRESIDENT JOYCE ROWLAND: Yes, Director Mead. Yes,
3 thank you.

4 MS. MEAD: You're welcome.

5 PRESIDENT JOYCE ROWLAND: And a second?

6 MR. MOSIER: I'll second it.

7 PRESIDENT JOYCE ROWLAND: Director Mosier, thank you.

8 Roll call, please.

9 MS. O'LEARY: President Rowland.

10 PRESIDENT JOYCE ROWLAND: Aye.

11 MS. O'LEARY: Vice President Valdez.

12 MR. VALDEZ: Aye.

13 MS. O'LEARY: Director Gelfand.

14 MR. GELFAND: Aye.

15 MS. O'LEARY: Director Mead.

16 MS. MEAD: Aye.

17 MS. O'LEARY: Director Mosier.

18 MR. MOSIER: Aye.

19 MS. O'LEARY: And Director Nejabat.

20 MR. NEJABAT: Aye.

21 PRESIDENT JOYCE ROWLAND: You know, and I think I
22 incorrectly said it would be moved to the Management Report.
23 Actually, it will be moved to General Business. I apologize
24 for the incorrect statement.

25 And now, we will move to the Management Report.

1 Thank you.

2 MS. MOORE: All right. Thank you.

3 So again, as President Rowland explained, for
4 our future meetings on the agenda and so that in order to just
5 not create confusion and just have that greater clarification,
6 we will have those items -- those contracts and items that were
7 done under my delegation of authority under the Management
8 Report, and then that way we separate out what does require the
9 board's approval.

10 Some -- just a few brief operational updates
11 before we have a presentation on our community banner program
12 for this year.

13 Just wanted to update the board and let you know
14 that we did officially hear back from the United States
15 Equestrian Federation, and they have approved our waiver
16 request for the Del Mar National Horse Show to retain priority
17 status for 2024, allowing us plenty of time, and we've already
18 begun the conversations and the work with -- if you recall --
19 with HITS, who is now our operator over at Horsepark for the
20 production of the Del Mar National Horse Show for next year.
21 So we will retain our status for that.

22 We were -- that was a concern, given the
23 timeline and Horsepark, you know, clearly, you know, obviously
24 not being ready in 2023 as well. So looking forward to working
25 with them on that, and we'll have more information to come

1 later this year with regard to the Del Mar National Horse Show.

2 Also want to let the board know that -- and I'll
3 have more information coming out on this -- but very excited to
4 announce that starting next month, our new Chief Communications
5 Officer will be joining us. He arrives on April 16th so I will
6 be sending out some information to the board providing you a
7 little bit of background and officially will be introducing
8 him, based on our meeting dates, but to the board at our May
9 board meeting. So that position has now been filled.

10 Just one item of kind of housekeeping is -- and
11 just as a reminder to the board that the waiver with regard to
12 the Bagley-Keene Act waiving the needing to disclose location
13 prior to the posting or with the posting of the agenda; and
14 that sunsets on June 30th of this year. So starting with any
15 meetings after July 1st, for any meetings, that we will need to
16 notice that information, should any board members be
17 participating remotely or not here. I think our plan, though,
18 is to continue to offer the meeting via ZOOM so that the public
19 is -- a way for the public to still continue to participate and
20 engage with us in a broader way than having to be here onsite.
21 So it's only applicable to board members.

22 And with that, I'm actually going to invite our
23 Chief Operations Officer, Katie Mueller, and I think we have a
24 PowerPoint presentation for -- we're very excited to be
25 bringing back to the -- our San Diego Fair Community Banner

1 Program for the 2023 fair.

2 So with that, it's all yours.

3 MS. MUELLER: All right. I'll wait for the
4 PowerPoint.

5 Okay. So this program started -- I can't
6 remember the exact year, but it started quite a few years ago.
7 And the idea was to bring the theme of the fair and kind of
8 remind communities that the fair was coming and get people
9 excited about it by taking advantage of the street banner poles
10 that you see in many communities. A lot of them are run by
11 business improvement districts; some of them are run by the
12 cities themselves.

13 So what we do, the way that it works, is that we
14 reach out to the communities -- various communities throughout
15 San Diego County and solicit their participation. And
16 basically what we do is the communities, themselves, select the
17 individuals that will be featured on the street banners. We
18 tell them what the theme of the fair is and kind of what we're
19 looking for.

20 A lot of times we'll bring props and things like
21 to the photoshoot. But they select the individuals that will
22 be featured in our communities, and then we arrange to go out
23 to the community at a location of their choosing and kind of do
24 a photoshoot with those recipients that they've selected. And
25 then we design the banners, we actually print the banners, and

1 then we arrange to have them hung in the cities. So we use a
2 contractor or sometimes the cities, just depending. They all
3 operate a little bit differently.

4 The banners go up in mid-May and they stay up
5 throughout the fair and they get removed after July 4th. And
6 then at that time, once they're removed, we take them down and
7 we give them back to the community so that they can distribute
8 those to the individuals that were featured on the banner
9 program. So it's a really fun program. It's a win-win for
10 both of us. It helps us get the message out there. It helps
11 our community impact efforts, and it's just really a lot of --
12 a really fun way to tell the story and to remind people that
13 the fair is coming.

14 So this is the first time that we've had the
15 program since 2019. Unfortunately, last year, we just didn't
16 have enough time in planning to be able to put the program on.
17 We start reaching out to communities usually in January, get
18 their confirmation of their participation, and then right about
19 now, they are in the midst of photoshoots, even kind of
20 wrapping it up, and they're in the design phase of getting the
21 banners produced.

22 This is just a photo from one of the photoshoots
23 they did. Again, just -- we provide the artwork, and they
24 provide us the space.

25 This is the call for participants that are --

1 were on Chula Vista's web page and also Oak Park's flyer that
2 they created. This is how they get their community members to
3 participate and get excited about the fair and participating in
4 this program.

5 So this year, the results are we have 18
6 communities, which is pretty darned good, because I think our
7 peak was around 22 communities, and over 800 banner locations
8 throughout the county of San Diego so it's really exciting.

9 This is a list of the different communities
10 you'll be able to see our banners appear in.

11 A little videoclip of the photoshoot.

12 And this is just a sample of a couple of the
13 banners and what they'll look like. So you can see we've got
14 the fair, obviously, at the top, our theme, our web page. And
15 at the bottom, we reserve that little section for whatever the
16 community's logo or city's logo, whatever it is, would like to
17 include on the banners, that goes on the bottom.

18 So we're really excited to be able to bring the
19 program back this year, and the communities have really enjoyed
20 taking part in it. As a matter of fact, last year we had quite
21 a few call us and ask, you know, if we were going to be able to
22 do the program again. And again, there just wasn't time to
23 pull it together, but we're really thankful that we've got time
24 this year.

25 So any questions?

1 PRESIDENT JOYCE ROWLAND: So the cities, the
2 different cities, they're nominating you through other citizens
3 based on something they are promoting or different criteria?

4 MS. MUELLER: Yeah. You know, they all do it a
5 little bit differently. Some of them actually -- yeah -- get
6 nominations and they select outstanding, you know, citizens in
7 their community. Some reach out to -- you know, because of our
8 fair theme this year, they're reaching out to, you know,
9 Boy Scouts and Girl Scouts and things like that and getting
10 their participation.

11 So we really give them the flexibility to choose
12 the people they want to appear, any way they want. Some of
13 them have even taken the opportunity to throw little
14 celebrations for the people that get selected and then, you
15 know, hand out their banners at the end of fair. So it's kind
16 of -- it's really become kind of a source of pride in a lot of
17 the communities so it's neat to be a part of.

18 PRESIDENT JOYCE ROWLAND: Thank you.

19 MS. MOORE: Thank you, Katie.

20 And then, with that, just one other just very
21 brief update.

22 No updates on construction projects. But in
23 terms of industry news and updates, I'll be attending another
24 of the CDFA collaborative exchanges, actually this week, as
25 well as, then, next week CFSA, which is California Fair Service

1 Authority, and the Department of Food and Agriculture, CDFA,
2 have a joint training program that myself and two of our other
3 employees will be attending next week.

4 And with that, that concludes my Management
5 Report.

6 PRESIDENT JOYCE ROWLAND: Okay. We have one member
7 of the public signed up to speak on the Management Report,
8 Martha Sullivan.

9 MARTHA SULLIVAN: Thank you.

10 I don't really have any comment, other than I'm
11 a little confused at this point about where the report of the
12 delegated contracts is going to happen. I heard the board
13 president say General Business, but I also heard -- thought I
14 heard Carlene say it's going to be on the Management Report.

15 PRESIDENT JOYCE ROWLAND: Yeah. I clarified that.
16 It's under General Business.

17 MARTHA SULLIVAN: Okay. All right. Thank you.

18 PRESIDENT JOYCE ROWLAND: And with that, we will move
19 to General Business. And we can either start with -- want to
20 start with the --

21 MS. MOORE: Um-hum.

22 PRESIDENT JOYCE ROWLAND: -- that would be fine.

23 MS. MOORE: So in terms of it, so just to clarify,
24 the contract with Harris & Associates, this is for on-call
25 environmental services, and these are not to exceed amounts.

1 So over the course of the five years, the contract would not
2 exceed \$4 million.

3 We went through -- unlike -- it's slightly
4 different; it's not a request for proposals but actually a
5 request for qualifications, or what is called an RFQ, for this
6 process to qualify a company to then do this on-call business
7 with. And it is a host of potential services, based on what
8 our past history has been as well as looking ahead. So it may
9 include things such as -- and requirements that we have around
10 CEQA-related requirements, noise monitoring, traffic
11 monitoring, you know, some of the documentation and reporting
12 that we need to do.

13 But, really, what this does is rather than
14 having a contract for each specific thing as it comes up, this
15 provides us the opportunity to contract as things arise,
16 conditions change. What we have recently come to realize is
17 that our -- previously we had -- contracts we had were so
18 specific of a particular -- for example, noise monitoring to be
19 done or traffic study to be done that then -- and depending on
20 what the circumstances were, whether it was because of, you
21 know, increased activity at the fairgrounds or, you know, just
22 other concerns and things, not having the flexibility to then
23 bring in that service through the company that was already
24 providing it and then -- which results in delays in being able
25 to do that, having to, in essence, go out to bid each time.

1 But it is a not-to-exceed amount, and it would
2 be depending on the services that we would be engaging. So as
3 we also look ahead to, you know, potential master plan
4 developments, should we have those over the course of the next
5 five years, this contract allows -- will provide the ability
6 for some of the services that are necessary to continue to move
7 potential projects and things like that forward.

8 PRESIDENT JOYCE ROWLAND: And if you look at the past
9 in terms of kind of the rough aggregate amount of these types
10 of services that we've used annually, what ballpark are we in?

11 MS. MOORE: It can -- well, that's all of our
12 environmental.

13 With regard to what this contract covers, it
14 could range anywhere from about \$250,000 a year up to a
15 million, depending, again, on the services.

16 So if you recall when we did the budget
17 presentation --

18 PRESIDENT JOYCE ROWLAND: Right.

19 MS. MOORE: -- we actually showed what we spent on a
20 lot of our -- with regard to our environmental stewardship,
21 many of those services can be covered through this particular
22 contract. In the past, it's been different, but there are a
23 few where they don't provide --

24 PRESIDENT JOYCE ROWLAND: That service.

25 MS. MOORE: -- a particular service, such as the -- I

1 don't know -- the Least Tern monitoring-types of contracts that
2 we have. But I would say that it could range, if they were
3 able to provide every service within that -- and I apologize I
4 don't have the -- that detail in front of me for purposes of
5 this meeting -- but should they, it could be as much as a
6 million dollars -- up to a million dollars.

7 PRESIDENT JOYCE ROWLAND: Right. Do you think that
8 on an award like this that -- in the amount saying "up to \$4
9 million," as opposed to -- because sometimes it is a definitive
10 amount that is in that column, and sometimes it's not, which
11 makes sense. But do you think it would be helpful to say "up
12 to"?

13 MS. MOORE: I'm looking at the -- trying to go
14 back --

15 PRESIDENT JOYCE ROWLAND: Or does that, I mean,
16 technically, yeah, technically apply to --

17 MS. MOORE: Yeah. So typically, on the contracts
18 themselves, that they would say -- in Item 3 of the contract --
19 so, for example, if you look at -- I just pulled page 11. It's
20 a different contract, but Item 3 of our contract form actually
21 states that the maximum amount of the contract being this
22 amount.

23 PRESIDENT JOYCE ROWLAND: Right. And I was thinking
24 about on the summary form, on the actual Consent Calendar
25 items, where it is truly not a point bid but an up to.

1 Clarifying that.

2 MS. MOORE: Yes. So we will clarify that going
3 forward on any contracts that are "not to exceed."

4 PRESIDENT JOYCE ROWLAND: Right.

5 So any questions or comments from the board
6 members?

7 Okay. Thank you for that explanation. And
8 we'll move into the Comprehensive Policies Development and
9 Review.

10 MR. GELFAND: Well, you need to vote on that one?

11 PRESIDENT JOYCE ROWLAND: Oh, I'm sorry.

12 MS. MOORE: (Indiscernible) what this covers --

13 PRESIDENT JOYCE ROWLAND: Yeah. That's fine.

14 MS. MOORE: -- if that would be helpful. So this is
15 from the RFP itself.

16 So again, it's providing on-call environmental
17 services that may range from general environmental, such as
18 preparation of CEQA documents that we need, which could include
19 negative declarations, categorical exemptions or, you know,
20 full environmental impact studies, assistance with our coastal
21 development permits and anything there, biological; so again,
22 it could include our habitat assessments --

23 PRESIDENT JOYCE ROWLAND: Um-hum.

24 MS. MOORE: -- surveys that need to be complete, any
25 mitigation work that needs to be done on the site, preparation,

1 the lake maintenance, you know, so our ponds, our water quality
2 improvement, the maintenance and monitoring of that, as well as
3 cultural components of CEQA archeological type of studies and
4 things.

5 Again, air quality analysis, noise studies,
6 community impact assessments, sea level rise, traffic and
7 parking impact assessments, our -- assistance with our
8 industrial general permit, as well as our Phase Two MS4 water
9 permits, things of that -- so really, just very comprehensive
10 of the various -- what has previously been a number of
11 contracts, many of those rolled up into one, and again, on
12 call.

13 So again, as new needs arise that we have not
14 already identified, that they are able to help us with those --
15 any additional work that needs to be done for the next five
16 years.

17 PRESIDENT JOYCE ROWLAND: Okay. And thank you for
18 that clarification.

19 Any comments from the board with that
20 clarification?

21 Yes, Director Gelfand.

22 MR. GELFAND: Yeah. I wouldn't mind if annually we
23 get a report from management on how much we spent on this
24 account on track.

25 MS. MOORE: Sure.

1 MR. GELFAND: So I would move -- I would move that
2 we move it.

3 PRESIDENT JOYCE ROWLAND: And actually, I was going
4 to ask, since this was moved from the Consent Calendar and we
5 didn't specifically have a public comment section for this that
6 people could sign up for, does anybody want to -- do we have
7 any members of the public who would like to raise their hand to
8 speak on this item before we actually go to the motion and
9 votes?

10 If so, I guess they could -- the best way to
11 handle it, raise their hand?

12 MR. GELFAND: It looks like Martha is in.

13 PRESIDENT JOYCE ROWLAND: Okay. So let's go ahead
14 and let Martha in to speak.

15 So we do have one member of the public who has
16 raised her hand, Martha Sullivan.

17 MARTHA SULLIVAN: Thank you very much. I appreciate
18 the discussion of this contract, you know, as I requested
19 because it is a lot of money and five years.

20 I actually managed environmental contracts for
21 the State Public Utilities Commission for several years, and we
22 had contracts similar to this.

23 One of the things that I wanted to know, and
24 Director Gelfand touched on it in some regard, but we typically
25 had sort of like work orders under the on-call contracts so

1 that each distinct assignment would be, you know, defined, time
2 lines put in, a maximum amount put in.

3 Is that envisioned in this case, that -- and
4 will the amounts that are -- can be approved by staff be the
5 same under this overall work order, or, you know, could the
6 work order be approved for a million bucks without the board
7 having anything to say about it?

8 PRESIDENT JOYCE ROWLAND: So Carlene, why don't you
9 talk about how -- the process that you all use once you have a
10 contract that's been awarded.

11 MS. MOORE: And I'm going to look to counsel because
12 this is a new process for us in terms of going through a
13 request for qualifications as compared to an RFP where we are
14 contracting for a specific service.

15 But my understanding, and please feel free to
16 correct me if I am incorrect, Josh, but that is that we will
17 then -- and so as a -- as we identify a project to be done,
18 then Harris & Associates will provide us with a quote for that
19 particular project. What we have, in essence, are their rates
20 for their different staff at different levels, and so then they
21 would put that forward. And then we would enter into an
22 individual agreement with them for each particular project that
23 we're moving forward with them on.

24 MR. CAPLAN: Yes, that's correct. And then to answer
25 the follow-up question, if each of those -- an individual

1 contract, depending upon the value, Carlene can then determine
2 whether she can execute on behalf of the district given her
3 delegation of authority or if that individual contract would
4 need to come back for full board approval.

5 MS. MOORE: Right.

6 PRESIDENT JOYCE ROWLAND: So it's -- in essence, it's
7 like a work order but it's a, you know, individual contract for
8 a specific project, which may or may not need further board
9 approval.

10 MS. MOORE: Correct.

11 PRESIDENT JOYCE ROWLAND: Okay. Thank you.

12 So with that, I think I had Director Gelfand as
13 the motion and so I'm needing a second.

14 Director Valdez, second.

15 May we have the roll call, please.

16 MR. VALDEZ: Could I also ask that we, as part of the
17 motion for the record, just to clarify, it's contract
18 No. 23-021 we're talking about.

19 PRESIDENT JOYCE ROWLAND: That's correct. Yes, let's
20 be clear on that.

21 MS. O'LEARY: President Rowland.

22 PRESIDENT JOYCE ROWLAND: Aye.

23 MS. O'LEARY: Vice President Valdez.

24 MR. VALDEZ: Aye.

25 MS. O'LEARY: Director Gelfand.

1 MR. GELFAND: Aye.

2 MS. O'LEARY: Director Mead.

3 MS. MEAD: Aye.

4 MS. O'LEARY: Director Mosier.

5 MR. MOSIER: Aye.

6 MS. O'LEARY: And Director Nejabat.

7 MR. NEJABAT: Aye.

8 PRESIDENT JOYCE ROWLAND: Okay. Thank you for that.

9 The motion passes.

10 So now we will move on to the Comprehensive
11 Policies Development and Review. We have an action on that.

12 I will note that we have no new draft policies
13 to introduce at this meeting, however. We are just considering
14 and voting on the other policies that had been previously
15 introduced over a couple of meetings now.

16 MS. MOORE: And with that, though, I think
17 specifically what we're -- from staff is requesting is approval
18 of the policies numbered 2.01 through 3.07, as listed here, not
19 the introduction. And the reason for that is we want to
20 actually wait for the approval of the introduction to our
21 policy manual after we kind of -- as we continue this process
22 of developing the polices themselves so that if we identify
23 additional information that we believe is important to, and we
24 want to incorporate into, that introduction, in essence, to the
25 policy manual itself, we still have the flexibility within it;

1 so really specifically requesting -- like I said -- items 2.01,
2 Institutional Values, through 3.07, The Board Self-Assessment.

3 PRESIDENT JOYCE ROWLAND: Right. And --

4 MS. MOORE: And -- oh, sorry. Go ahead.

5 PRESIDENT JOYCE ROWLAND: I was just going to note
6 that we had received feedback from the board members, and there
7 has been some public comment, but this is an opportunity for
8 public comment prior to -- board comment and public comment
9 prior to them actually being adopted.

10 MS. MOORE: Yes. And that's why -- it's just that
11 this is incorporated into that feedback that we have received,
12 in terms of the changes. So, for example, at last month's
13 meeting, it was pointed out that with regard to appointment of
14 officers for the board, changing it from it being three to up
15 to three so that it was the same language as was in our -- as
16 is in our bylaws.

17 PRESIDENT JOYCE ROWLAND: Right. Remembering, of
18 course, in the future, if there is something noted that needs
19 to be updated, obviously, these can be changed, you know, with
20 any -- with proper notice and input, et cetera. So don't fear
21 that it's becoming something that's immutable.

22 So any other comments from the members of the
23 board before we move to the public?

24 MR. GELFAND: Well, I just want to compliment staff
25 on the development. I read through just trying to find the

1 flaws and I didn't find anything and so great job.

2 PRESIDENT JOYCE ROWLAND: Thank you for that.

3 Hearing nothing else from the members of the
4 board, we have one member of the public signed up to speak on
5 this item, and it's Martha Sullivan.

6 MARTHA SULLIVAN: Thank you, again.

7 I -- you know, I've been involved with
8 innumerable policies and procedures developments and they wind
9 up, you know, going on a shelf and it's not really doing much
10 of anything. So I had a lot of stuff. I know that there is a
11 section on board self-assessment, and I looked at that. That
12 will happen annually.

13 My question about this is: Is this going to be
14 in closed session because it seems to be linked with the CEO
15 performance evaluation, which I think really limits the value
16 of this in terms of what it seeks to accomplish, which is
17 having some reflection and accountability. It really needs to
18 be transparent, I think, and communicated to the public, and
19 that's not clear to me at all.

20 Thank you.

21 PRESIDENT JOYCE ROWLAND: Okay. Thank you for that
22 input. And I think that's something that we'll probably want
23 to discuss with counsel and really think that through a bit.

24 Okay. So we have this packet, and I need a
25 motion and a second to move these to publication.

1 MR. GELFAND: So moved.

2 MS. MEAD: Second.

3 PRESIDENT JOYCE ROWLAND: Director Gelfand, Director
4 Mead.

5 Roll call, please.

6 MS. O'LEARY: President Rowland.

7 PRESIDENT JOYCE ROWLAND: Aye.

8 MS. O'LEARY: Vice President Valdez.

9 MR. VALDEZ: Aye.

10 MS. O'LEARY: Director Gelfand.

11 MR. GELFAND: Yes.

12 MS. O'LEARY: Director Mead.

13 MS. MEAD: Aye.

14 MS. O'LEARY: Director Mosier.

15 MR. MOSIER: Aye.

16 MS. O'LEARY: And Director Nejabat.

17 MR. NEJABAT: Aye.

18 PRESIDENT JOYCE ROWLAND: Thank you.

19 So next, we have our Community and Government
20 Relations Committee report, and I think Director Mosier, you
21 were going to kick that off.

22 MR. MOSIER: Yes. And I'm happy to report that this
23 committee met for the first time in public on February 21st to
24 tour The Sound in person. And I'm going to turn it over to
25 Carlene to describe how much fun we had during that tour.

1 MS. MOORE: And I'm still not sure if it was fun just
2 because we were all together again for the first time in what's
3 it been, three years? Everybody getting to, you know, really
4 see one another in person was really great but very much
5 enjoyed it.

6 So had representatives from, you know, our
7 various communities, Del Mar, Solana Beach, San Diego, as well
8 as some of our state representatives, their offices, as well.
9 And so just, you know, took them over and through The Sound,
10 you know, the kind of pre-function or the entry space, that,
11 you know, bar and food area, into The Sound itself, and just
12 the improve- -- with, you know, some of the furniture being in
13 place since they last saw it, as well as, then, what a lot of
14 people don't necessarily get to see, and that is the -- behind
15 the scenes and going into the green rooms and the dressing
16 rooms and, you know, production areas and just really,
17 overwhelmingly, such a positive response to their enjoyment of
18 the space, several of which had come to some of the events that
19 we had already had, whether it was Mainly Mozart last October
20 or our Media Friends and Family event in January to kick things
21 off and that are now starting to, you know, attend shows and
22 things.

23 And just -- everybody has been -- one of the
24 biggest things is how complimentary of the sound --

25 PRESIDENT JOYCE ROWLAND: Thank goodness.

1 MS. MOORE: -- at The Sound.

2 PRESIDENT JOYCE ROWLAND: That would be bad
3 otherwise.

4 MS. MOORE: Yes, it would be.

5 And so from -- and for those of us who have seen
6 now some of the shows in there, most recently of which was
7 Jason Mraz just this past weekend, the quality of that sound
8 for a show is incredible, and yet, during our tour, what was
9 noted as well is that to be in that space and to be walking,
10 you know, within it, and yet there's a lot of concrete, there's
11 big walls, it's big space; and yet, you can have a conversation
12 and hear one another and it's not an echo chamber and, you
13 know, the sound isn't carrying through.

14 So it really was just -- again, everybody really
15 enjoyed it, and we look forward to, you know, the lineup of
16 shows in there and with more announcements happening almost
17 daily, it feels like.

18 PRESIDENT JOYCE ROWLAND: And I would say also that
19 people really can't hear it outside.

20 MS. MOORE: Right.

21 PRESIDENT JOYCE ROWLAND: It's very quiet outside.
22 And the parking is very easy. People get into the building
23 rapidly so --

24 MS. MOORE: Well, and on the tour -- again, the folks
25 that were there from our communities, you know, elected

1 officials -- we have city councilmembers and mayors of
2 Solana Beach and with Del Mar and city managers and, you know,
3 so -- so staff as well.

4 Actually, their question on the tour was about,
5 you know, how we might be about utilizing -- because they found
6 even the outdoor space of The Sound to be, you know, quite
7 beautiful and some of the views from it, whether the -- you
8 know, downstairs, the entry area, or upstairs, as well. So
9 just really looking forward to the possibilities with regard to
10 the activities over there.

11 PRESIDENT JOYCE ROWLAND: Right.

12 MS. MOORE: It was very well-received by the group,
13 wouldn't you agree?

14 MR. GELFAND: Yes. And I'm happy that these state
15 senators, state assemblymembers, our state councilmember
16 Joe La Cava, (indiscernible) they all have staff attending this
17 meeting now. And I think for many projects, we're going to get
18 a lot more county and state investment. So I think these are
19 very important conversations to have in this committee.

20 PRESIDENT JOYCE ROWLAND: Right. And I think that
21 they will begin to appreciate even more the range, the
22 diversity of the acts that are being brought to The Sound. So
23 I think that is something that will get pretty widespread
24 support. And I think that will grow over time, as well.

25 MS. MOORE: Well, I'll just -- and even this past

1 weekend with the Jason Mraz show, and Director Gelfand had a
2 special guest with him. So not only at the state level but
3 also at our national level where the congressman was able to
4 join and take it in this week as well.

5 MR. MOSIER: I thought he was going to say Joe Biden.

6 PRESIDENT JOYCE ROWLAND: I missed that.

7 MR. GELFAND: He was in town.

8 PRESIDENT JOYCE ROWLAND: Yes. That would be quite
9 an event. I'm not sure we'd get the actual concert kicked off
10 with that.

11 MS. MOORE: I don't know that we could have the other
12 activity that was also taking place at the fairgrounds this
13 weekend in conjunction with a visit like that.

14 PRESIDENT JOYCE ROWLAND: Was it a K-Pop show or?

15 MS. MOORE: It was a -- yes. K-pop and Sneaker
16 festival. K-Pop, Sneaker, and Anime festival that took place
17 this weekend so it was a lot of fun. Very colorful costumes.

18 PRESIDENT JOYCE ROWLAND: I saw. Yeah.

19 MS. MOORE: Yes.

20 PRESIDENT JOYCE ROWLAND: It was very striking. It
21 was great to see.

22 Anything else from Community and Government
23 Relations Committee?

24 MR. MOSIER: That's it.

25 PRESIDENT JOYCE ROWLAND: Okay. Thank you for that.

1 And we have one member of the community signed
2 up to speak on that, and it's Martha Sullivan.

3 MARTHA SULLIVAN: Hello, again. And I'm glad you had
4 such a good tour of The Sound with local and state government
5 and other representatives. That's terrific.

6 I did want to follow up with CEO Moore who had
7 offered to talk with your neighbors and others that attend this
8 committee meeting about finding an alternative venue for our
9 tent vigil. I realize the last meeting was very busy, but it's
10 been a while since that commitment was made, and I hope that
11 she would have the opportunity to follow up on that.

12 PRESIDENT JOYCE ROWLAND: I know I've heard something
13 about that so let her respond.

14 MS. MOORE: I have just very briefly, and it is
15 something that Director Mosier and I are working on in terms of
16 that so I will be in touch with you.

17 PRESIDENT JOYCE ROWLAND: Right. Okay.

18 And so we'll now move to the Finance Committee
19 report.

20 And I think, Director Gelfand, you have an
21 informational report for the Finance Committee for this month.

22 MR. GELFAND: Well, we're doing pretty well. I'm
23 going to turn it over Carlene, no surprise.

24 MS. MOORE: Thank you.

25 And then I also have on the call joining us is

1 our Director of Finance, Michael Sadegh.

2 And so in your packet, these are financials
3 through January 31st. We just always like to caution, until we
4 are audited, what you always receive are unaudited financials.
5 So this is through January. And right now, our accounting team
6 is actively working on -- as we've mentioned previously --
7 working to close out the 2022 year and that report that is
8 required to be submitted to the Department of Food and
9 Agriculture towards the end of this month so working very
10 diligently on that.

11 One thing I do just want to mention in light of
12 recent financial news that is out there and -- is that, you
13 know, in terms of the collapse that we've seen of a couple of
14 banks, we do not bank with either of those institutions, and we
15 bank with California Bank and Trust as -- which is a subsidiary
16 of Zions. And then, in addition to that, most of our funds are
17 actually held on deposit through the local Agency Investment
18 Fund, which is a fund that is administered by the State
19 Treasurer's Office, I believe it is.

20 MR. SADEGH: Sure. Sure. That's correct.

21 MS. MOORE: So if there are any -- if the board had
22 specific questions, but just kind of rest assured, we were not
23 banking with either of the two that collapsed.

24 PRESIDENT JOYCE ROWLAND: Always good to hear.

25 MS. MOORE: And so unless there are any specific

1 questions related to -- as Director Gelfand noted, we do
2 continue to remain in a strong cash position as well. And then
3 in terms of January and our overall operation, and as the
4 report speaks to really being on par with that, we're, you
5 know, down a little bit in terms of what we had -- compared to
6 what we had projected or budgeted for January.

7 I'm sorry, we're actually ahead of ourselves
8 because we had budgeted a loss for January of nearly a million
9 dollars when, in actuality, where we have come in at is just a
10 loss of about -- of approximately \$250,000; 246,000.

11 A lot of that is attributed to even our expenses
12 on payroll and -- in part because when we're building the
13 budget, not only is it full-time -- our full-time staff but
14 also our temporary staff and what we anticipate our temporary
15 staff needs being for any particular month, which in many ways
16 is based off of event activity. And so we had, you know,
17 anticipated certain levels for that for the month of January.
18 It wasn't necessary. So that's where some of those cost
19 savings have come into place.

20 And then I will point out as well, in case
21 anybody was to go back and look at our financial reports from
22 2022, after a discussion with the Finance Committee, we felt
23 that it was a better presentation for the broader audience of
24 the public and adjusted the formulas in the variance columns.

25 So previously, in essence, a savings in expenses

1 was showing as a negative number, but often, you know, people
2 associate a positive number with savings and a negative number
3 with overage. And so -- but yet, that's different when you're
4 looking at revenues versus expense. But with that, and
5 understanding that, again, from a broader perspective of people
6 looking at financial reports and perhaps not understanding that
7 difference, we did adjust that so even in expenses, a positive
8 number shows as a savings, similar to how it would be in
9 revenues.

10 MR. GELFAND: I want to thank you for doing that,
11 doing what's appropriate.

12 One comment I do have is that in the board
13 packet, you have the balance sheet for January --

14 MS. MOORE: Oh. Off by \$25,000.

15 Yeah. It's the -- the balance sheet is not in
16 balance.

17 MR. SADEGH: We want the packet -- probably some
18 account to be added. I'll take a look at it, and I'll fix it
19 for the next report. My apologies.

20 MS. MOORE: And I think with that, that concludes our
21 Finance Committee report for this month.

22 PRESIDENT JOYCE ROWLAND: Okay. We have one member
23 of the public signed up to speak on the Finance Committee
24 report, Martha Sullivan.

25 MARTHA SULLIVAN: Thank you. I don't have any

1 comment on this one.

2 PRESIDENT JOYCE ROWLAND: Okay. Thank you.

3 So we'll move now -- we're going to actually --
4 we had Fair Operations Committee report teed up, but with
5 Director Schenk's excused absence, we are postponing to April.

6 Is there anything more that -- anything that you
7 wanted to say on that other than we are postponing?

8 MS. MOORE: No. So we'll have a much larger report
9 at the April board meeting --

10 PRESIDENT JOYCE ROWLAND: Right.

11 MS. MOORE: -- but between now and then -- so just
12 stay tuned. Around the first week of April, we'll be
13 announcing publicly -- we will be announcing our Grandstand
14 concert series.

15 PRESIDENT JOYCE ROWLAND: Ah. Always a great moment.

16 MS. MOORE: With tickets going on sale.

17 PRESIDENT JOYCE ROWLAND: Even more important,
18 tickets going on sale.

19 So then we'll move to our -- so we -- I guess we
20 do need to open up to public comment, since we're -- since it's
21 on the agenda. Good point. Thank you.

22 We have one member of the public who did sign up
23 to speak up on Fair Ops, and that's Martha Sullivan.

24 MR. GELFAND: You're muted, Martha.

25 MR. RIVERA: Martha, you're in the meeting. Star 6.

1 Here she comes.

2 MARTHA SULLIVAN: Thank you for the opportunity. I
3 would ask that there be more notice given if an agenda item is
4 going to be postponed. With no committee report, I don't
5 really have anything to offer.

6 Thank you.

7 PRESIDENT JOYCE ROWLAND: Okay. Thank you.

8 We'll move now to Strategic Planning Committee
9 report.

10 Director Gelfand.

11 MR. GELFAND: The Strategic Planning Committee met
12 this month with staff and also with Gary London and David
13 Malmuth, who are working (indiscernible) essentially financial
14 analysis, potential uses of fairgrounds property.
15 (Indiscernible) meeting kind of got things started and a little
16 bit of sensitive timing.

17 With that, there are no other -- balance of the
18 report.

19 MS. MOORE: So the -- you know, as part of our
20 strategic plan is the feasibility studies of not only current
21 but potential future uses, activities, and things like that
22 that can take place. So we have -- you know, we previously
23 engaged London Moeder with the approval of the contract in
24 January. And so staff is working with them, providing
25 information.

1 And then from there and with the strategic
2 planning committee, we'll be mapping out similar approach to
3 what we had with the -- even with our -- Horsepark and, you
4 know, the Equestrian Center, as we addressed that in 2021,
5 where we will be bringing back -- bringing forward some
6 reports, information, updates, to this board but we don't
7 anticipate that probably for a few months while they're kind of
8 doing this deeper dive right now.

9 So with that, just more information will be
10 forthcoming as there is something to be reporting on.

11 PRESIDENT JOYCE ROWLAND: And I'll just add too,
12 since I'm on this committee, that everything that we -- first
13 of all, it's going to take a -- this is going to take a
14 considerable period of time because it is something that
15 requires a lot of thoughtfulness, a lot of broad-based input.

16 And I would also say that everything is going to
17 be done through the screens of our vision -- our mission, our
18 vision, and our values. And, you know, so that also, you know,
19 adds a level of complexity and richness that we think is very
20 important. It's not developer-driven and so I think that
21 everybody should be, you know, anticipating that it will take a
22 considerable period of time and there will be a lot of
23 opportunity for input and comment.

24 MR. GELFAND: Community input.

25 PRESIDENT JOYCE ROWLAND: Community input, yes.

1 Broad-based.

2 So with that we have -- let's see. We moved
3 down to that screen.

4 We have one member of the public who signed up
5 to speak on the Strategic Planning Committee report. That's
6 Martha Sullivan.

7 MARTHA SULLIVAN: Hello, again, and thank you.

8 I feel like most of the time that I've spent
9 attending these board meetings has involved the Strategic
10 Planning Committee so it's interesting.

11 I wanted to share that at the California Horse
12 Racing Board meeting last week, which was up in Arcadia near
13 the Santa Anita Racetrack, former Assemblymember Lori Sandana
14 brought up a very pertinent and relevant set of scientific
15 information, which I think, I hope, this board and this
16 district is considering in its strategic planning, and that is
17 saltwater intrusion basically under the fairgrounds and how
18 that's going to affect growing things because the increased
19 salinity really affects, you know, any kind of vegetation and
20 so forth.

21 So I do hope that in addition to real estate
22 advisors you've got some scientific advisors on the whole issue
23 of sea level rise and climate change and the changes that are
24 going to be underway to the fairgrounds property over the next
25 10 years. You know, I thought it was an extremely valuable

1 point that Ms. Saldana made to the California Horse Racing
2 Board last week.

3 Thank you.

4 PRESIDENT JOYCE ROWLAND: Thank you for that.

5 Director Mosier?

6 MR. MOSIER: Yeah. Could I just comment on that
7 briefly that I was chair of a water quality subcommittee of the
8 San Dieguito River Valley Conservancy for the last six years
9 and we've been monitoring salinity in the San Dieguito River
10 Valley basin for many years and it is true that the salt
11 content is going up and wells in Rancho Santa Fe can no longer
12 be used because it's too saline.

13 On the other hand, we import purple piped water
14 to water our property and that is not going to be impacted
15 immediately by sea level rise so I think it's important to keep
16 a track of what's happening with sea level rise but I don't see
17 an imminent threat to fairgrounds operations.

18 MS. MOORE: And for those who don't know what the
19 purple pipe water is?

20 MR. MOSIER: That's recycled --

21 MS. MOORE: Recycled water.

22 MR. MOSIER: -- recycled water, and it's not salty.

23 MR. GELFAND: And also to add, Martha, that we're way
24 early in this process. This is -- this is -- the work that
25 London Moeder are doing are really just financial and will

1 ultimately lead to kind of potential prioritization of those
2 uses, leading toward a new master plan. But it's later in that
3 process that we'd be looking at those kinds of factors.

4 You know, the entire site is subject to
5 flooding. Most of the main property is subject to
6 liquefaction. All those kinds of things are going to have to
7 be taken into consideration before any new building is built,
8 any significant work is done.

9 Thanks for bringing it up.

10 PRESIDENT JOYCE ROWLAND: Okay. Thank you.

11 And so the next item is actually public comment.
12 And we have two members of the public signed up for general
13 public comment. The first is Martha Sullivan.

14 MARTHA SULLIVAN: Thank you again.

15 I want to emphasize, I appreciate all the
16 information on my last comment, but I really want to emphasize
17 beyond the water use, the availability of water to irrigate and
18 sprinkle, and so forth. It's also the question of vegetation
19 being able to grow in soil that is being -- you know, where
20 salt water is intruding, not just, you know, water used for
21 irrigation, and so forth.

22 That said, I want to advise this board that the
23 California Horse Racing Board has reported 21 racehorse
24 fatalities so far in this 2023 racing season. That's 21 dead
25 horses in three months, roughly. Santa Anita has eight of

1 those, one of which just happened this last weekend. A three-
2 year-old colt died racing.

3 Santa Anita last year reported 12 in a whole
4 year, so Santa Anita is already three quarters of the way
5 through its total fatalities reported last year. So this is
6 not -- this year is not off to a good start. And I hope you'll
7 be mindful of that in terms of the domino effect on Del Mar
8 this summer.

9 Thank you.

10 PRESIDENT JOYCE ROWLAND: Thank you.

11 The next member of the public signed up to speak
12 is Ashley McCaughan.

13 MS. MCCAUGHEN: Good afternoon, everyone. I just
14 wanted to give a little update on the Don Diego Scholarship
15 Foundation.

16 If you recall, I introduced myself to everyone
17 last month, but I am excited to announce that between the 22nd
18 and the Don Diego Scholarship Foundation, the MOU has
19 officially been approved and signed; so that's very exciting
20 news.

21 And we recently had our deadline for scholarship
22 applications, March 15th, and I am happy to announce that we
23 had some amazing applicants. So we will start that interview
24 process next month. And again, all of these applicants are
25 associated with the Del Mar Fairgrounds in some way, whether

1 they exhibited livestock or worked at the fairgrounds. So we
2 are really excited to provide those scholarships to the high
3 school seniors.

4 We are currently also seeking donations for our
5 buses for the Plant*Grow*Eat program that happens during the
6 fair. Again, we support bringing Title One schools to the
7 fairgrounds to teach them about agriculture education. And if
8 anyone is -- listening -- is interested in finding out more
9 about that, they can visit the DonDiegoScholarship.org. We
10 also have updates all the time on our Facebook and our
11 Instagram.

12 And I look forward next month to providing you
13 with more information about our Gala, which is one of our main
14 fundraisers, and we will be having that during the fair.

15 So thank you so much for letting me speak a
16 little bit about our foundation and what we're up to, and I
17 look forward to seeing you all next month.

18 PRESIDENT JOYCE ROWLAND: Okay. Thank you very much
19 for that update. I appreciate it.

20 And so now we'll be moving into closed executive
21 session. And I anticipate that we will be about 45 minutes to
22 an hour, and we'll come back and convene in public session;
23 open session.

24 Thank you all.

25 (The meeting adjourned to closed

1 session at 2:31 p.m.)

2 * * *

3 (At 4:18 p.m., the meeting reconvened
4 from closed session.)

5 PRESIDENT JOYCE ROWLAND: Okay. This is the 22nd
6 DAA, returning after our closed session. We have nothing
7 specific to report out of this closed session; however, we did
8 want to make the public aware that at our February 2023
9 meeting, the board discussed and voted unanimously on the
10 following base-pay adjustments for CEO Carlene Moore. All
11 members of the board were -- current members of the board were
12 present and voted in favor of these.

13 First, effective retroactively to 2/23/22, an
14 adjustment to \$14,200 monthly in base pay, a 4.658 percent
15 increase; and effective retroactively to 2/23/23, an adjustment
16 to \$14,589 monthly, a 2.739 percent increase. Since we didn't
17 do an adjustment last year, you know, we felt it was
18 appropriate that we make these two adjustments this year.

19 And that is -- that concludes our business, and
20 we look forward to seeing everyone at our meeting in April.

21 (At 2:37 p.m., the meeting of the
22 22nd DAA was adjourned.)

23 -o0o-

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25

26

1 STATE OF CALIFORNIA)
2) ss.
3 COUNTY OF LOS ANGELES)
4

5 I do hereby certify that the testimony in the
6 foregoing hearing was taken at the time and place therein
7 stated; that the testimony of said witnesses were recorded by
8 the electronic reporting method and transcribed into
9 typewriting under my supervision.

10 And I further certify that I am not of counsel nor
11 attorney for either or any of the parties to said hearing nor
12 in any way interested in the outcome of the cause named in said
13 caption.

14 I certify that the foregoing is a correct transcript,
15 to the best of my ability, from the electronic sound recording
16 of the proceedings in the above-entitled matter.

17 IN WITNESS WHEREOF, I have hereunto set my hand this
18 27th day of March, 2023.

19 
20
21

22 MARY JULIA COLEMAN-KIEFER
23 Certified Electronic Reporter
24 No. CER-1468
25

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