

BARNSTABLE COUNTY AGRICULTURAL SOCIETY  
EXECUTIVE BOARD MEETING MINUTES  
APRIL 20, 2016

Prior to the regular Executive Board Meeting, several Board members sat in with Wendy Brown at 5:00 p.m. on a phone conversation with Nick Foster, President of Airwave Advisors of California. He presented a potential agreement to provide the Agricultural Society with a contract to solicit bids for cell tower tenants on our behalf. After some questions and discussion, he agreed to send a contract to Wendy to be reviewed by the Board and signed for acceptance.

PRESENT AT THE E-BOARD MEETING: Joe Amaral, Randy Aronson, Joe Brait, Wendy Brown, Jeanne Glennon ( by phone), Joanne McCarthy, Cyndy Ogden, Karen Schwalbe, Doris Weeks

ABSENT: Jeff Forte, Russell Norton, Jay Zavala

President Joanne McCarthy called the meeting to order at 5:43 p.m. She thanked those attending for coming earlier as requested in order to have sufficient time to cover items on the Agenda.

Wendy Brown, manager, deferred her report of the Manager's Update, as that information would be reported at the Board Meeting to follow.

OLD BUSINESS

1. Lawsuit: No news available. Wendy hasn't heard from anyone. She suspects that it will be a non-issue.
2. Cell Tower: After having the conversation prior to this meeting with Nick Foster, Airwave Advisors President, Wendy will receive his contract and send it on to the Executive Board members for their comments. She will have our lawyer review it and then, if appropriate, return the signed agreement to Nick Foster. The decision is actually one made by the Finance committee but believe the E-Board should be involved in discussion of the topic and will be asked to approve the final sale after the agreement is signed. It was mentioned that due to the age of our grounds and it's facilities, we need to pay attention to those issues, rather than spend much time on the Cell Tower topic, as the revenue from the Cell Tower isn't that significant, compared to the monies needed to upgrade our buildings that are literally falling apart.
3. TD Bank Stock and Corporate Resolution: The Corporate Resolution has been sent out. When it goes through and is accepted, information can be found on line. The amount will be \$20,000-25,000.

## NEW BUSINESS

1. Balance Sheet: the sheet was handed out to Board members. Wendy reported that there isn't much difference in the figures from the previous statement. We show more money than last year at this time.

2. Solar: Joe Brait attended a meeting with Wendy regarding Solar electricity. Board members discussed different companies that they had used or were familiar with. Most do either only residential or commercial sites and deal only with certain size sites. Wendy mentioned that we will get three quotes, as the companies offer different options. We believe that Solar is the way to go, but it is a matter of deciding on what is suitable for our grounds, or if Solar panels are at all possible here. Our electric needs will only be greater as we increase the number of non-Fair events in the future. There are four potential areas for Solar, including Lot 3 which has a tree line that could be a potential sit. Two buildings need new roofs, and the Adult and Youth Buildings have too many building issues to handle Solar panels. We can't afford to lose parking areas, so that needs to be kept in mind. If Solar panels were installed, it would save 50% of our electric bills. We would want to select a company that has good references and will be in business for many years. After review of three companies, the E-Board will decide where to proceed with Solar.

3. Long Range Planning: Wendy reported that bids are being received for electric panels on the grounds. Present panels are too old and parts are no longer available.

- Market Place - the Fire Dept. is requiring upgrades in order to house non-Fair events there. Plan to make all doors double doors. Wendy plans to meet with the Chamber of Commerce to discuss potential possibilities. The building could potentially be designed to hold conventions, thus possibly connect with local hotels to arrange this. The Gate 1 entrance would provide for good access to such events. A new floor would be needed. Ideas would be to add heated bathrooms and a kitchen. For the Market Place renovation, quotes would be obtained and a building committee formed to coordinate this project.
- Youth and Adult Building -- is in poor condition and needs to be totally rebuilt. A quote for a new structure would be for a 300 x 140 sq. ft. Off season it could be partially used for paid storage, which would bring in more revenue. Suggested that 1/2 of the space could be heated off season. The building would not pass inspection the way it is now. Wendy mentioned that the town has approved all requests that have been submitted so far. Relying on the Agricultural aspect of the Fairgrounds will not support the business. Wendy mentioned there is now a lot more competition than in the past, as many other events offer the same things. Non-Fair events must be a part of our future. Building prices would be obtained and then presented to the E- Board.
- Wendy received an email from Bill Kerfoot regarding his interest in selling the two remaining lots adjacent to our property. We had bought three other lots in the past. He's looking for \$200,000 for each lot. Randy suggested that if we are interested,

we should make an offer. Wendy feels that we don't want the lots, as there would be more issues from the neighbors with additional parking in those areas. Wendy will talk with the Town regarding these lots and the idea of potential parking there.

Joe Amaral made a motion to adjourn the meeting, and it was seconded, and passed at 6:45 p.m.

Respectfully Submitted,  
Cyndy Ogden  
Secretary.

NEXT MEETING: E-BOARD, MAY 18th at 6 P.M.  
BOARD, MAY 18th at 7 P.M.