



**CITY OF RINCON
OFFICIAL MINUTES
RINCON CITY COUNCIL
SPECIAL CALLED MEETING
THURSDAY, DECEMBER 20, 2018
COUNCIL CHAMBERS
107 W. 17TH STREET
6:00 PM**

Councilmembers Present:

Reese Browher
Levi Scott, Jr.
Kevin Exley
Paul Wendelken

Councilmembers Absent:

James Dasher
Ann Daniel

Present:

Ken Lee, Mayor
John Klimm, City Manager
Raymond Dickey, City Attorney
Dulcia King, City Clerk
Mike Osborne, Recreation Director

The Meeting was called to order at 6:16 PM. The Invocation was given by Mayor Lee and Pledge to the Flag was recited.

Approval of the agenda:

Motion to approve: Councilmember Scott
Second: Councilmember Wendelken
Vote by Council: Unanimous

New Business

1. Request approval to pay Lamba Asphalt Striping \$7,245.00 for street striping at the new Rincon Elementary. LI #320.4100.541255

Motion to approve: Councilmember Browher
Second: Councilmember Scott
Vote by Council: Unanimous

Councilmember Browher asked did we ever get reimbursed, Mr. Klimm said we have yet we are supposed to get fully reimbursed. Councilmember Browher asked are they aware of the cost and have they been invoiced, Mr. Klimm said yes.

2. Request approval to contract with Encounters of the Exotic Kind in the amount of \$11,000.00 and advertising in the amount \$4,000.00 for the 2nd Annual Spring Fair.

Mr. Osborne said he knows this is short notice, but they had another offer and he wanted to see if he could get it approved. They originally wanted \$15,000 but he got them down to \$11,000. Mr. Osborne said he feels like if we can add something to the fair it would be more interest to keep coming; it will probably draw in people that don't normally ride rides. The company will bring in fencing and cages, the fencing is connected to the arena there is also a barrier to keep you away from arena area and holding cages. The shows are 25 to 30 minutes long, during the weekdays they do two shows on the weekend they do three shows once the shows are over you have the on the weekends. Once the show is over you have the opportunity to feed the lions and tigers for a price. Councilmember Wendelken asked about rising the entry fee, Mr. Osborne said he doesn't think we should go past \$5 for the entry fee. The two dollars more can make up the cost for this act. Councilmember Exley asked about the helicopter, Mr. Osborne said he is trying to get him to give us more than 10%. Councilmember Wendelken said he saw the helicopter as advertising. Mr. Osborne said Ron Webber, the promoter, said he would put together a promotional video, add the lions and tigers, Mr. Webber makes his money off of booking fairs he gets a percentage from them. The guy that runs this act had another offer and needed an answer quickly. Mayor Lee asked Mr. Osborne if it was correct that this act will not generate any revenue, but increase the overall attendance, and by upping the entry fee we hope to offset this \$15,000, Mr. Osborne said yes to both. The act is only \$11,000 and advertising is \$4000. The fair will be here two weekends Mr. Osborne said he feels this will help us and make it more interesting. Councilmember Wendelken asked about seating, there will be portable bleachers and it will be open air seating. Mr. Osborne there is a total of 9 animals. Councilmember Wendelken said he thinks the extra \$2 will pay for the lions and tigers.

Mr. Osborne said the contract with the fair is about the same as last year. He talked to them about the variety of food, we can bring in two food trucks but he will talk to them about us bringing in more. Mr. Osborne discussed the advertising, there will 300 spots, 30 seconds and it will hit up to 7 channels, Nickelodeon, Hallmark, MTV and a couple others. He is trying to think of a way to let everybody know about it. He thinks this will help but he can't tell 100%. There was discussion on the revenue from last year and how much of it was used and for what.

Councilmember Browher asked about the contract. Attorney Dickey addressed his concerns: under 1A it does not specify what you get, there needs to be some clarification on the number of animals; we will need the proof of insurance also worker's compensation; 2B talks about electricity, the City needs to make sure they can supply the electricity within 150 feet. Mr. Osborne said he has looked at this and they will put them in a U shape and there is water and electrical; 2D talks about reducing the sound level during show times

but the fair will have noise, Mr. Osborne said he discussed this with the company and the act will be farther away; Attorney Dickey informed Mr. Osborne that the fair contract says you cannot have any other revenue generating act, 3E says Encounters of the Exotic Kind will get money from their act. Mr. Osborne said he has spoken with the fair about this and they are ok with it; 3I needs to be changed it says the City will pay for towing fees getting to show site area, it should say once on site; back to 3A there shall be no deductions for performances cancelled due to inclement weather, due to animal health/welfare and strict USDA regulations, there should be something that say if you don't perform at least this many shows, if the temperatures exceed 90 they can cancel. Attorney Dickey said he just wanted to bring these to Council's attention. Councilmember Browher asked about the white pine shavings mentioned in the contract, he said that seems strange. Councilmember Browher said he likes the idea of having this and appreciates Mr. Osborne for coming up with the idea.

Councilmember Wendelken asked Mr. Klimm his thoughts. Mr. Klimm said Mr. Osborne has worked hard to bring in revenue and he is not saying this critically but Recreation is behind most recreation departments are heavily subsidies. He is looking at the money two months ago Recreation was holding \$34,000 and he was happy. Recreation grossed 53,000 at the previous fair and netted \$39,000 we have a \$10,000 payment for the Food Truck Festival, now we are taking half of what was left and investing it into next year, this is a risk. He thought we are supposed to generate revenue to fund the budget. He wants to ask Council to have a workshop soon to talk about our strategy. He hopes we can look at these types events and think about revenue. Councilmember Exley said he doesn't think the Food Truck Festival was managed as well as the Fair, stepping outside the Recreation Department is where we failed. Councilmember Exley said there was success with the Fair and it was organized, we need to focus more on Mr. Osborne coming up with events. He would rather take a risk with the Fair than the Food Truck Festival. Councilmember Wendelken said he sees this as a companion to the Fair, if we were to bring in the lions and tigers and stay at \$3 he would not do it, this is a way to get that extra \$2. Councilmember Scott said he is curious to see what it could do, we need to go back and negotiate with the helicopter company to see if we could get a better percentage and because of last year's numbers from the Fair and curiosity we should take the chance. Mr. Osborne said he needs to know if he has the ok if the changes are made to the contract. Councilmember Scott said his concern is we address the issues Attorney Dickey have; otherwise he is good with it. A motion was made to approve the contract subject to contract approval by the City Attorney and with the increase of the entrance fee from \$3 to \$5.

Motion to approve: Councilmember Wendelken

Second: Councilmember Scott

Vote by Council: Unanimous

Adjourn:

Motion to adjourn: Councilmember Scott

Second: Councilmember Browher

Vote by Council: Unanimous