

**KINGSBURG CITY COUNCIL
JOINT MEETING WITH THE CHAMBER
OF COMMERCE BOARD MEMBERS
MARCH 8, 2016**

7:00 A.M. JOINT MEETING

Call to Order: Mayor Blayney called the Joint Meeting to Order at 7:01am.

Council Members Present: Council Member Ben Creighton, Council Member Staci Smith, Council Member Sherman Dix, Mayor Pro Tem Michelle Roman and Mayor Bruce Blayney.

Council Members Absent: None.

City Staff Present: City Manager Alex Henderson, City Attorney Michael Noland and City Clerk Abigail Palsgaard.

Public Comments: None.

Approve Agenda : A motion was made by City Council Member Ben Creighton, seconded by City Council Member Staci Smith, to approve the Agenda, as published. The motion carried by unanimous voice vote.

REGULAR CALENDAR

Council and Chamber Board Members Discussion

Adam Castaneda, Executive Director of the Kingsburg Chamber of Commerce, presented regarding the history of the Chamber, their mission statement and what membership provides for members. Adam Castaneda said that the Chamber needs more support. He said costs have gone up and he presented the history of payments from the City. He presented that there are 9 main events and all together 35 events they participate with. He said the director's salary rose to \$41,000 due to state law regarding salaried employees and now he has a part time assistant/bookkeeper. He said historically the Chamber has ran at a deficit of \$2,000 a month. He presented the cost of summer band concerts and that the City's contribution has not gone up but the cost has. With new staff, he said he is able to start to work on new projects like a new PA system, Draper Street business lighting, City Map Project, Friday Evenings on Draper event, Wake Up Kingsburg Mixers and a Quarterly Kingsburg Magazine. He also said Kingsburg Independence Day cost is \$30,000; the Chamber gets \$20,000 in donations, \$7,000 in admission fees and at the end they are \$3,000 short. Adam Castaneda said the Chamber could be self-sufficient if he could get \$3,000. Adam Castaneda then showed a slide that shows the city contribution, budget, membership numbers and membership fees for neighboring Chambers.

A Member of the Board said we are still healthy but with the increase with the minimum wage, the future doesn't look as great. He said they are thinking about upping membership fees.

Council Member Dix asked about how the Chamber survives with a monthly deficit. Adam Castaneda said this doesn't included the events, if we make money from the car show it will fill in the deficit. Mayor Pro Tem asked if they have thought about corporate sponsorships that has to do with cars outside of Kingsburg.

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A Member of the Board said in San Luis Obispo PG&E pays for the concert bands, maybe we can we try to do the same thing. Adam Castaneda said he can now reach out to corporate sponsors since he has extra help in the office.

Adam Castaneda said the Chamber is asking for \$15,000 to \$20,000 increase annually for other costs and for the summer band concerts. A Board Member said he wants to show the Council the cost of the summer band concerts each year and present it ever February. Arlie Rogers said we are here to support businesses and that they are looking into increasing membership dues. He said you can see from the office expenses from 2002 to today, they have gone down and that we just can't change wages because they are dictated to us. He stated we are asking for help from the City to help us stay compliant. He said we haven't had an increase from the City in fourteen years. Mayor Pro Tem Roman said the Chamber is doing a great job and she thinks Adam is doing a great job, but if we contribute what you are asking we will be contributing half of the budget. If you look at the other cities it is not even close to being 50% of their budget. She said she is asking the Chamber to look to bigger sponsors for the events, outside of Kingsburg. Adam Castaneda said that reaching out to Bravo Farms, they said the population and reach is too small for them to be a corporate sponsor.

Arlie Rogers said he doesn't know how other cities run their budgets, but ours just shows office expenses not the cost of events. So the budget number might not reflect properly. Council Member Dix said that might be good to find out. He asked that in their goal list to show where the extra money will go. A Member of the Board said if you look at cities like Reedley, Exeter, they have beer gardens, wine tasting on the main street and the Chamber makes a lot of money.

Mayor Blayney asks that the chamber put's their cost accounting in a better format to present to the City Council to justify the money they are asking for. He understands that the band concerts are losing money and the Chamber has done its best with the money they have. Proper procedure is to have the Finance Committee to review it and then move forward. He said it is good timing, it is budget time right now. Mayor Blayney suggested that they bring up the price for certificates of origin. Council Member Dix said that he would want to see how we are going to continue to get people to go to the band concert. He asked if you get this money what will we see as a result. Mayor Blayney asking for detailed information in the future. He said he can use this information at the Finance Committee for initial discussion.

Other Business as May Properly Come Before the City Council: None.

Adjourn Kingsburg City Council Joint Meeting: Kingsburg City Council Joint Meeting was adjourned at 8:11am.

Submitted by:

Abigail Palsgaard, City Clerk