

**KERN COUNTY SOCCER FOUNDATION  
EXECUTIVE BOARD MEETING MINUTES  
JULY 6, 2009**

In attendance: Paul Ricker, Barbara Graviss, Judy Vaughn, Phil Niggle, Scott Happel, Cherie Anderson, and Stephanie Happel.

Call to Order by Paul Ricker at 6:00PM.

Paul Ricker stated settlement has been made with Martin's Meat.

Paul Ricker asked Barbara to file claim with Insurance Company on #3 & #4 Down Swap Cooler. Paul also asked if Scott Happel & Judy Vaughn to work on Insurance Policy.

Motion to Accepted Minutes. 1<sup>st</sup> Barbara Graviss 2<sup>nd</sup> by Phil Niggle. Accepted.

Need to Vote on Concession Stand.

Motion for Rick Smoot to be 2009-2010 Concessionaire. 1<sup>st</sup> Judy Vaughn 2<sup>nd</sup> Cherie Anderson 3 Yes

Motion for Amazing Bounce to be 2009-2010 Concessionaire. 1<sup>st</sup> Scott Happel 2<sup>nd</sup> Cherie Anderson. 3 Yes

Paul asked the Executive Board to have some more discussion about the two parties.

Motion was made for a revote. 1<sup>st</sup> Barbara Graviss 2<sup>nd</sup> Judy Vaughn. Rick Smoot -1 Amazing-3 Not Voting-2 Paul asked is contact for 1year. Everyone agreed. We need to dates 1 Money Date and Contact Signing August 1, 2009.

Motion to Adjourn Meeting was 1<sup>st</sup> by Scott Happel and 2<sup>nd</sup> by Barbara Graviss. Accepted.

Meeting adjourned at 7:30PM

Next Regular Meeting will be June 14, 2009.

Next Executive Meeting will be August 10, 2009.

# Kern County Soccer Park

P.O. Box 2595  
Bakersfield, CA 93303

10 June 2009

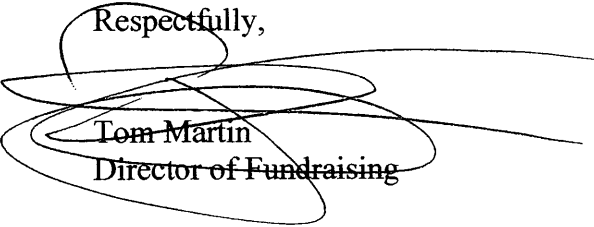
Dear Roger & Larene,

We would like to thank you for your presentation to the executive committee on Monday. Before we make our decision we would like you to answer a couple of questions.

1. We are still some what concerned about you being able to commit enough time to the soccer park. We were all very impressed by what you had to say, but do to your other business and the traveling that you do for that business we are not sure if you will be able to fully commit to the Kern County Soccer Park. We understand that your previous position gives you a better insight of what it will take to run four concession stands on any given weekend and we are taking that into consideration. It seems like some of our times run into each other and could be a potential problem. Please let us know what your thoughts are on this subject.
2. We would like to get a menu from you with what you expect to charge and what type of merchandise you will be selling. I know we talked about \$40,000 dollars being the sum we wanted to collect, but we may also be willing to work on a percentage basis at 25% per year on total revenue made up to \$40,000 a year. We want to make sure that your business does well. The more you do, the better the park does.

If you would be so kind as to answer these two questions by the 19<sup>th</sup> of this month, then that will help us in making our decision. You may either email me or send you reply by mail, my business cards and phone numbers are enclosed. Once again on behalf of the Kern County Soccer Park we would like to thank you for showing interest in our soccer park and wanting to become a part of our soccer family.

Respectfully,

  
Tom Martin  
Director of Fundraising

# **AMAZING BOUNCE**

**11715 Cotner Ave  
Bakersfield, CA 93312  
(661) 717-2595**

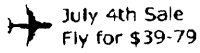
## **FAX COVER SHEET**

**TO: Kern County Soccer Park  
Att: Tom Martin  
P.O. Box 2595  
Bakersfield, CA 93303  
(661) 615-1140 fax**

Total Pages 5

# Kern County Soccer Park Concessions - Sent - 'AT&T Yahoo! Mail'

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## Kern County Soccer Park Concessions

Friday, June 19, 2009 5:02 PM

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**From:** "Roger Meng" <amazingbounce@sbcglobal.net>  
**To:** tmartin@gotosummitfinancial.com  
**Cc:** "Roger Meng" <Amazingbounce@sbcglobal.net>  
 Kern Co. Soccer Park June 19, 2009.docx (18KB)

Roger Meng  
 Amazing Bounce  
 11715 Cotner Ave.  
 Bakersfield, CA 93312  
 (661) 717-2595  
 (661) 472-4608

June 19, 2009

Tom Martin  
 Director of Fundraising  
 P.O. Box 2595  
 Bakersfield, CA 93303  
 cell (661) 477-4854

Dear Tom,

Please find an attachment that addresses your concerns for the concessions at the Kern County Soccer Park.

Sincerely

Roger Meng  
 Amazing Bounce  
 11715 Cotner Ave  
 Bakersfield, CA 93312  
 (661) 717-2595

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# AMAZING BOUNCE

## SOUNDS & MOVIES

11715 Cotner Ave  
Bakersfield, CA 93312  
(661) 717-2595

Kern County Soccer Park  
**ATT: Tom Martin Director of Fundraising**  
P.O. Box 2595  
Bakersfield, CA 93303

Dear Tom Martin,

It was a pleasure presenting a Program with you and your Executive Committee for the Concessions at the Kern County Soccer Park. What a great park, organization, and program you have for Southern California and beyond.

I have been in receipt of your communications Dated June 10, 2009. In that communication you have addressed questions that you would like me to address. These questions are very understandable and appropriate at this time.

First and foremost I want you to feel at ease with my commitment to the Kern County Soccer Park. I have two major festivals on the books at this time after August 1, 2009. Both of which I have very capable associates and adult children that can handle. My wife and I have always been up to a challenge to commit to and to better a program by materially participating and supervising operations of responsibilities awarded us. Along with our 35 years of Business experience, this is what we have to offer you and your organization.

I have thought about a menu over the last couple of weeks and as I have taken photos of the equipment that is in place and that can be used. First of all I would

like to use the condiment tables that are in place which I feel would speed the service for the pantones of the park. I have a menu that is very simple but very satisfying at the same time that would be very effective with the condiment tables. Please understand that I would welcome any input that your committee would have.

## **BREAKFAST**

<b>DONUTS</b>	<b>\$1.00</b>
<b>YOGART</b>	<b>\$1.00</b>
<b>FRUIT:</b>	<b>\$1.00</b>
<b>APPLES, ORANGES, BANNANAS</b>	
<b>MUFFIN</b>	<b>\$2.00</b>
<b>BURRITOS (BREAKFAST)</b>	<b>\$4.00</b>

## **LUNCH**

<b>TRI-TIP</b>	<b>\$5.00</b>
<b>BEEF</b>	<b>\$4.00</b>
<b>HAMBERGERS</b>	<b>\$3.00</b>
<b>HOT DOG: BEEF OR POLISH</b>	<b>\$2.50</b>
<b>MAKE IT A MEAL</b>	<b>\$1.50</b>
<b>BURRITOS</b>	<b>\$4.00</b>
<b>TACOS \$1.50 4 FOR \$5.00</b>	

## **DRINKS**

<b>COFFEE HOT CHOC</b>	<b>\$2.00</b>
<b>SODA (SMALL)</b>	<b>\$1.50</b>
<b>(LARGE)</b>	<b>\$2.00</b>
<b>WATER</b>	<b>\$2.00</b>
<b>GATORADE</b>	<b>\$2.00</b>

## **SNACKS**

<b>CANDY</b>	<b>\$1.00</b>
<b>FRUIT SNACKS</b>	<b>\$1.00</b>
<b>SEEDS</b>	<b>\$1.00</b>
<b>CHIPS</b>	<b>\$1.00</b>
<b>CAPRE SUN</b>	<b>\$1.00</b>

What I would like and suggest that we do for payment of the \$40,000 that Amazing Bounce would award the Kern County Soccer Park for Rental of the

Concessions is to write a business plan with you. Take into consideration all of the major Saturdays and Tournaments that are scheduled and how many teams are scheduled at each tournament and apply a sales goal to each tournament. Then pay the \$40,000 based on sales of each tournament for a total of \$40,000. As we are open other days (weekdays or other days not put into the business plan) Amazing Bounce would award the Soccer Park an additional 10% of gross sales minus and sales tax for those days.

Amazing Bounce working together with your executive committee can help the Kern County Soccer Park better its profits for the upcoming years. As I mentioned in my presentation we can also do fundraisers throughout out the year that would add additional profits to your organization.

Tom, Amazing Bounce is excited about the opportunity that we may have working together with you and the Kern County Soccer Park. I want to thank you for your interest in Amazing Bounce and wish you the very best in the decisions that you have to make concerning your interests in the Kern County Soccer Park and all of its programs.

Sincerely,

**Roger Meng**  
**Amazing Bounce**  
**11715 Cotner Ave.**  
**Bakersfield, CA 93312**  
**(661) 717-2595**  
**(661) 472-4608**

# Kern County Soccer Park

P.O. Box 2595  
Bakersfield, CA 93303

10 June 2009

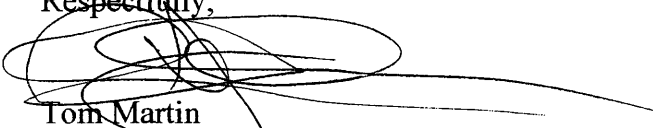
Dear Rick,

We would like to thank you for your presentation to the executive committee on Monday. Before we make our decision we would like you to answer a couple of questions.

1. We are still some what concerned about you being able to commit enough time to the soccer park. We were all very impressed by what you had to say, but do to your other businesses we are not sure if you will be able to fully commit to the Kern County Soccer Park. We know that your past experience with the park gives you a better idea of what it takes to serve the park and we are taking that into consideration. Please let us know what your thoughts are on this subject.
2. We would like to get a menu from you with what you expect to charge and what type of merchandise you will be selling. I know we talked about \$40,000 dollars being the sum we wanted to collect, but we may also be willing to work on a percentage basis at 25% per year on total revenue made up to \$40,000 a year. We want to make sure that your business does well. The more you do, the better the park does.

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Respectfully,

  
Tom Martin  
Director of Fundraising

Dear Board Members-

Thank you for your consideration for the opportunity to provide concessions at the Kern County Soccer Park. I understand your concerns and hope I am able to answer your questions completely.

Running the concessions at the park is definitely a large responsibility. During the 5 years I previously ran the business I relied on many different people to assist in the daily responsibilities of running the stands. Craig Irish and Lacey Irish have committed to helping as assistant managers in running the stands. Both have had experience in working at the Park as they have both managed stands in the past. Craig is also bi-lingual in Spanish which should be helpful in communicating with patrons of the park which may not speak English.

I personally guarantee that at least one of us will be at the Park at all times when the stands are open. As for myself, I will be working at the park at least one day during the week and on Saturdays. I will also be involved in working the grill area for tournaments and major events.

My goal is what it was when I managed the stands before, to provide quality concessions at a reasonable price. Customer satisfaction is very important to me and I will be personally very involved in making sure that happens. I will also be entirely reasonable in making sure health department and insurance responsibilities are being met.

Please find attached a sample of a menu. This menu is somewhat basic. I have some ideas of items I'd like to try but I would need to see the stands again and see what improvements have been made to evaluate the ability to sell some of these items. Prices are based on 25% of sales. Thank you for your time.

Rick Smoot

## **Drinks**

Fountain soft drinks

12 oz.- \$1.00

20 oz.- \$1.50

32 oz.- \$2.00

Bottled Water-Aquafina 20 oz.- \$1.50

Gatorade- 20 oz.- \$1.75

Coffee

12 oz.- \$1.00

20 oz.- \$1.50

Hot Chocolate

12 oz.- \$1.25

20 oz.- \$1.75

Frappacino

12 oz.- \$1.50

20 oz.- \$2.00

## **Breakfast**

Breakfast burrito-(egg, cheese, meat, potato)- \$2.50

Breakfast sandwich-(egg, ham, cheese)- \$2.00

Pancakes- \$1.50

Bagel with cream cheese- \$1.50

## **Lunch/Dinner**

Hot Dogs- \$1.25

Hamburger- \$2.25

Cheeseburger- \$2.50

Sandwiches(Ham/cheese, Turkey/cheese)- \$4.25

Nachos- \$2.00

Frito Boat- \$2.50

Pretzels- \$1.75

Assorted candy bars, chips, seeds- \$1.00

Assorted Ice Cream- \$1.00-\$3.00

## **Grill Area**

Tri-Tip Sandwich- \$5.50  
Pit Beef Sandwich- \$5.50  
Grilled Chicken Sandwich- \$5.00  
Hot Link Sandwich- \$3.00  
Tri-Tip Salad- \$5.00  
Chicken Salad- \$5.00

I have some ideas on some other items, but I need to check facility to insure space and ability.