

**Planning/Organizing Meeting
Folsom Tourism Business Improvement District (TBID)
Capital Improvement Committee
June 17, 2026**

I. CALL TO ORDER

- Gagliardi called the meeting to order at 2:11 pm & held introductions.

II. ROLL CALL

- Attendees: Baldock, Floriano, Getz, Kempton, Leary, Lowell, Torres, Whitemyer, Zoll
- Staff: Buchanan, Franklin, Gagliardi
- Absent: Kalithia, Rohrbough

III. PUBLIC COMMENT – MATTERS NOT ON THE AGENDA

No public was present.

IV. ORGANIZATIONAL ACTIONS

A. Election of Committee Chair

Leary motioned to elect Enid Baldock as Chair, Torres seconded. Roll called.
AYES: Baldock, Floriano, Getz, Kempton, Leary, Lowell, Torres, Whitemyer, Zoll
NOES: None
ABSENT: Kalithia, Rohrbough
ABSTAIN: None
Motion Carried.

B. Election of Committee Vice Chair

Whitemyer motioned to elect Sheila Torres as Vice Chair, Leary seconded. Roll Called.
AYES: Baldock, Floriano, Getz, Kempton, Leary, Lowell, Torres, Whitemyer, Zoll
NOES: None
ABSENT: Kalithia, Rohrbough
ABSTAIN: None
Motion Carried.

C. Staggard Terms for Capital Improvement Committee

MINUTES



Motion Baldock, Leary Seconded the following staggered terms: Torres 5, Getz 4, Floriano 3, Lowell 2, Zoll 1, Kalithia 5. Roll Call.

AYES: Baldock, Floriano, Getz, Kempton, Leary, Lowell, Torres, Whitemyer, Zoll

NOES: None

ABSENT: Kalithia, Rohrbough

ABSTAIN: None

Motion Carried.

D. Adoption of Policies for the Conduct of Committee Business

Leary moved to adopt the Policy for Conduct for Committee Business, Zoll seconded. Roll Call.

AYES: Baldock, Floriano, Getz, Kempton, Leary, Lowell, Torres, Whitemyer, Zoll

NOES: None

ABSENT: Kalithia, Rohrbough

ABSTAIN: None

Motion Carried.

E. Establishment of Regular Committee Meeting Schedule

Gagliardi suggested Hunden present on the previous studies and then have a prioritization session. Staff will work on scheduling.

V. PRESENTATIONS AND INFORMATION

A. Brown Act FAQ's & Mandatory Board Training September 9, 2026 @ 9am.

Buchanan and Gagliardi commented on the Brown Act FAQ's and the upcoming September training and fielded questions.

C. Folsom Tourism Infrastructure Proposed Investment Strategy

Gagliardi reviewed TBID background and Buchanan passed out an occupancy trend report. Discussion ensued regarding thoughts committee members had on priorities. Whitemyer addressed the group and shared the City goals and how can we create an environment where our hotel owners can be as successful as possible. He educated the group on conditions of some fields that are hosting tournaments. He also reviewed the governance policy with the group. Kempton mentioned it is currently hard to get tournament time because it is community first. Torres wants more visibility with more meeting planners: SGMP, Associations West, and MPI. She shared important hotel market segments: Corporate, SMERF, Association Government, and Transient.

MINUTES



Incentives are good for slower months and down time periods. Incentives are good for slower months and down time periods. Leary suggested putting together a list of all the items we are all working on. Marketing coordination for tournaments is important. Floriano kept us focused on the goal of the committee and emphasized the desire for a large event that fills hotel rooms. Getz focused on need for indoor facility that would help to fill hotel rooms in shoulder season and mid-week. Lowell indicated most of her rooms she gets from compression, not sports teams. The group agreed we should make a list of short-term and long-term goals. Identify the list and then prioritize it.

D. Discussion:

This topic was handled under item 5 C.

VI. COMMITTEE MEMBER COMMENTS

- There were no Member comments.

VII. ADJOURNMENT

- Chair Baldock adjourned the meeting was adjourned at 3:37 pm.

The undersigned hereby certifies that the foregoing minutes are a true and correct record of the proceedings of the regular meeting of the board of directors of the Folsom Tourism & Economic Development Corporation held on June 17, 2026.

A handwritten signature in cursive script, appearing to read "Evan Baldock", is written over a horizontal line.

Chair

The date "10/1/26" is handwritten in a cursive script over a horizontal line.

Date