



**15<sup>th</sup> District Agricultural Association**  
**Kern County Fair and Event Center**  
**Bakersfield, California**

**Minutes of the Board of Directors Meeting**  
**Tuesday, January 2021**

**Call to Order:**

Chairwoman Rodriguez called the meeting to order at 5:06 PM via zoom teleconference.

**Directors Present:**

<u>Board Member</u>	<u>Present</u>	<u>Absent</u>	<u>Excused</u>
Jared Britschgi	X		
Cesar Chavez	X		
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson			X
David Lidgett	X		
Blodgie Rodriguez	X		
David Torres	X		

Chairwoman Rodriguez requested a motion to approve the excused absence of Director Johnson. Motion made by Director Torres, seconded by Director Dunphy. Motion passed by all Directors.

**Public Comment:**

No public comments

**Consent Calendar:**

- a. Review of Minutes of December 21, 2020 regular meeting
- b. Review 2020 Rental Agreements
- c. Review 2021 Rental Agreements

Chairwoman Rodriguez requested a motion to approve the Consent Calendar. Motion made by Director Torres, seconded by Director Britschgi. Motion passed by all Directors.

<u>Board Member</u>	<u>Approved (Yes Vote)</u>	<u>Not Approved (No Vote)</u>	<u>Abstain</u>
Jared Britschgi	X		
Cesar Chavez	X		
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson			
David Lidgett	X		
Blodgie Rodriguez	X		
David Torres	X		

### Committee Reports

#### **Finance Committee** - Lucas Espericueta, Chairperson

- a. Review of Financial Report (*Discussion/Action by Board*)
- b. Review of December 2020 Financials (*Discussion/Action by Board*)
- c. Review of the 2021 Budget(s) (*Discussion/Action by Board*)

Lucas - Mike and Diane created two budgets for us this year. One with a full normal fair and one with a partial fair with operating how we currently are. It is good to compare the full fair budget with the 2020 budget. It shows that we are being conservative in our approach knowing that event with a fair, it won't be a "full fair". All throughout this budget you will see a leaner expense structure and see that there is less staffing. We currently need to be nimble with employees. At the end of the year with the full fair budget, we are projecting a profit of \$456,000 before depreciation and with the partial fair a loss of \$877,000.

Ned - What is our monthly expenses currently?

Mike - Depending on electricity it is around \$125,000. We are currently receiving \$30,000 a month for rental of the facility and \$20,000 - \$25,000 a week from Kern County Market Place, if there is no rain.

Ned - So if there is no rain, we are essentially break even every month?

Mike - Right, but our contract with the County lasts another 6 months.

Lucas - Our expenses fluctuate a lot from month to month, so you are comparing apples to oranges. The \$877,000 loss is with absolutely no government assistance with the exception of what we will receive from AB 1499. We know that there is another round of PPP and the Shuttered Venue Operators Grant coming out but we can't put it in the budget until we know we will be able to receive it. For our actual operations last year, we lost \$1.3 million and we are projected in 2021 to lose about the same. Without any government assistance, we don't work in this current format. If we don't have a fair, we will be losing money. But there should be access to COVID funds that will help us stop the bleed. We are going to do our best to make our projected loss better if we aren't able to have fair. If 2020 is any evidence, our staff is excellent at thinking out of the box and finding new ways to create more revenue. When we look at the financials next month, it will be a testament at how well they are able to pivot and operate in trying circumstances. I am asking you to approve a budget with an \$877,000 hole in it, but that is our worst case scenario. I would also like approval on our \$456,000 profit budget.

Ned - I have complete faith in our current staffing situation and budgeting and am willing to jump into the hole.

Chairwoman Rodriguez requested a motion to table the Financial Report and December’s Financials to February meeting. Motion made by Director Dunphy, seconded by Director Torres. Motion passed by all Directors.

Chairwoman Rodriguez requested a motion to approve the 2021 Budget(s). Motion made by Director Dunphy, seconded by Director Torres. Motion passed by all Directors.

<u>Board Member</u>	<u>Approved (Yes Vote)</u>	<u>Not Approved (No Vote)</u>	<u>Abstain</u>
Jared Britschgi	X		
Cesar Chavez	X		
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson			
David Lidgett	X		
Blodgie Rodriguez	X		
David Torres	X		

**Livestock Committee** - Jared Britschgi, Chairperson

- a. Review of the Livestock Supervisor and CEO’s report on award recommendations from the livestock community.

Jared - There was no new recommendations from the livestock community on awards.

Dawn - We took into consideration what everyone had to say about the champion buckles, so we added more buckles in which puts us at a total of 235 buckles, which is similar to what we did 3 years ago. We get a pretty good deal on buckles because we put in a bid that includes other fairs as well. Our top buckles are \$125. We are adding about \$8,000 of buckles that the teams have to come up with, when they have already struggled in the past with less buckles.

Theresa Andrews - Some teams bring in all their sponsors, what is going to happen with the teams who don’t? They say that they don’t know about getting sponsorships.

Dawn - The committee chairs get all the information, they are supposed to distribute that information to their team.

Jared - If a committee doesn’t provide the money for their awards, what happens?

Dawn - Once it’s in the book, we have to give out those awards. But in the future, we may limit those awards for that team. Because we got a large sponsorship from Friends of the Fair, we were able to cover the awards that the teams didn’t find sponsors for.

Ned - Would it be possible to switch buckles for banners if the teams don’t get sponsors?

Dawn - We have to order the buckles too far in advance and the sponsorships usually come in after that. Unfortunately we missed out on Barn Sponsors last year which help cover awards. This year having a grading event is a lot more likely unless the health department comes in last minute. So we should be a lot better off on getting sponsors.

David Lidgett - I agree that these kids have been troopers over the last year and shouldn't be penalized. I think it should be put on the teams and see what they come up with and hopefully they can raise this money to get these belt buckles. But I am very reserved about this huge number on a year like this.

Ned - Maybe we can sell sponsorships for advertisement on our virtual fair or webpage.

Chelsey Roberts - We can set up a belt buckle sponsorship form online where someone can sponsor the buckle and pay for it from the website.

Dawn - Chelsey and I will meet over the next month and come up with some sponsorship ideas based on what kind of show we will have.

**Facilities Committee - Cesar Chavez, Chairperson**

Nothing to report

**Business Development Committee - Ned Dunphy, Chairperson**

Nothing to report

**KC's Farm Committee - Ned Dunphy and Lucas Espericueta**

Nothing to report

**Old Business**

No Old Business

**New Business**

- a. Review and Discussion of the amendment to the contract/agreement between the County of Kern and the 15th District Agricultural Association, Kern County Fair and Event Center for Emergency use of the property as activated by the Kern County Emergency Operations Center (EOC).
- b. Review of 2021 Check Signing Delegation
- c. Review of 2021 Agreement/Contract Signature Delegation, CEO, Michael G. Olcott
- d. Review of 2021 Agreement/Contract Signature Delegation, Event Coordinator, Lilia Kenneally
- e. Review of 2021 Workers' Compensation Resolution
- f. Review of 2021 LAIF Account Signature Delegation

Chairwoman Rodriguez requested a motion to approve items a - f. Motion made by Director Espericueta, seconded by Director Dunphy. Motion passed by all Directors.

<b><u>Board Member</u></b>	<b><u>Approved (Yes Vote)</u></b>	<b><u>Not Approved (No Vote)</u></b>	<b><u>Abstain</u></b>
Jared Britschgi	X		
Cesar Chavez	X		
Ned Dunphy	X		

Lucas Espericueta	X		
NaTasha Johnson			
David Lidgett	X		
Blodgie Rodriguez	X		
David Torres	X		

g. Election of the 2021 Officers of the Board of Directors

1. Chairman of the Board of Directors
2. Vice-Chairman of the Board of Directors

Director Espericueta thinks Blodgie and Ned have done great jobs and one of the biggest perks of being a chair and co-chair is getting to enjoy a fair. He thinks that they deserve another term and nominated Blodgie Rodriguez for Chairman and Ned Dunphy for Vice Chairman.

Chairwoman Rodriguez requested a motion to approve the 2021 Officers of the Board of Directors. Motion made by Director Espericueta, seconded by Director Britschgi. Motion passed by all Directors.

<u>Board Member</u>	<u>Approved (Yes Vote)</u>	<u>Not Approved (No Vote)</u>	<u>Abstain</u>
Jared Britschgi	X		
Cesar Chavez	X		
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson			
David Lidgett	X		
Blodgie Rodriguez	X		
David Torres	X		

h. Review and Discussion regarding the 2021 Fair

Mike - We pretty much touched on this during budget.

**Next Regular Board Meeting**

Next scheduled board meeting is Tuesday, February 16, 2021 at 5:00 PM in the Association Office and via zoom meeting.

**CEO Report**

Mike - We are waiting for our unemployment bill to come in so we can submit that to CDFA. As mentioned before, there is another PPP loan as well as Shutter Venue Grant coming out. Our bank is currently looking into both of those. The first SBA PPP Loan has been forgiven. Governor Newsom has also proposed an additional \$50 mil. allocated for fairs in the 2021 - 2022 to continue to assist with layoffs and a thoughtful transition out of state service.

Chelsey Roberts - We received numerous awards from the 2020 WFA Achievement Award Program.

Three 1<sup>st</sup> place awards: Drive-Through Food Events, Community Outreach, and “Give it your Best Shot” - Drive-Thru Food and Entertainment Events - Masked Service

Five 2nd place awards: Virtual Fairs, Virtual Auctions, “Give it your Best Shot” - Virtual Auctions - Virtual Auction Ad, “Give it your Best Shot” - Drive-Thru Food and Entertainment Events - Curbside Service, “Give it your Best Shot” - Community Outreach & Emergency Response Venues - Drive-Thru COVID testing

Two 3<sup>rd</sup> Place awards: “Give it your Best Shot” - Virtual Fairs - Virtual Fair Promo and “Give it your Best Shot” - Community Outreach & Emergency Response Venues - Convalescent Plasma Donation

Mike - The County has set up their walk up vaccination site at the main entrance. There are plans for a drive-thru vaccination site in the Belle Terrace parking lot. We are getting quotes for a new server for our office. The Fair food drive-thru will be here this weekend and next weekend.

Join us for Coffee with the CEO every Thursday morning.

**Directors Comments**

**Chairwoman Rodriguez** – Ditto to what Lucas said, with Mike at the helm, we will get through it.

**Director Dunphy** – None

**Director Lidgett** – None

**Director Chavez** – No Comment

**Director Torres** – No Comment

**Director Espericueta** – Hats off to Mike and Staff for getting us through all the 2020 hurdles.

**Director Britschgi** – No comment

**Director Johnson** – n/a

**Closed Session**

Chairwoman Rodriguez requested a motion to table closed session to February 2021 meeting. Motion made by Director Torres, seconded by Director Dunphy. Motion passed by all Directors.

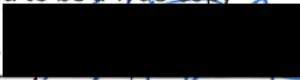
<b><u>Board Member</u></b>	<b><u>Approved (Yes Vote)</u></b>	<b><u>Not Approved (No Vote)</u></b>	<b><u>Abstain</u></b>
Jared Britschgi	X		
Cesar Chavez	X		
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson			
David Lidgett	X		
Blodgie Rodriguez	X		
David Torres	X		


Chairwoman Rodriguez requested a motion to adjourn the January 19, 2021 Board of Directors meeting. Motion made by Director Dunphy, seconded by Director Torres. Motion passed by all Directors.

<u>Board Member</u>	<u>Approved (Yes Vote)</u>	<u>Not Approved (No Vote)</u>	<u>Abstain</u>
Jared Britschgi	X		
Cesar Chavez	X		
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson			
David Lidgett	X		
Blodgie Rodriguez	X		
David Torres	X		

Time is 6:09 PM.

Certified to be a True Copy

Signed   
 Ned Dunphy  
 Title: Vice-Chairman of the Board  
 Date: January 19, 2021

Signed   
 Michael G Olcott  
 Title: Chief Executive Officer  
 Date: January 19, 2021