



**15th District Agricultural Association
Kern County Fair and Event Center
Bakersfield, California**

Minutes of the Board of Directors Meeting
Monday, October 17, 2022

Call to Order:

Vice-Chairman Dunphy called the meeting to order at 5:04 PM in the Association Office.

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		

Vice-Chairman Dunphy requested a motion to approve the excused absences of Director Rodriguez and Director Lidgett. Motion made by Director Johnson, seconded by Director Britschgi. Motion passed by all Directors.

Public Comment:

No Public Comment

Consent Calendar:

- a. Review of Minutes of September 19, 2022, Regular Meeting
- b. Review of 2022 Rental Agreements
- c. Review of 2022 Judges Agreements

Vice Chairman Dunphy requested a motion to approve the Consent Calendar. Motion made by Director Torres, seconded by Director Chavez. 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	X		
David Lidgett			
Blodgie Rodriguez			
David Torres	X		

Committee Reports

Finance Committee - Lucas Espericueta, Chairperson

- a. Review of Financial Report (Discussion/Action by Board)
- b. Review of September 2022 Financials (Discussion/Action by Board)

Lucas- The Committee looked over the Finances on tab 2. This Finance Report is only through September 30, it does not account for the full fair since . There are still some checks outstanding and expenses to record. Butler Amusement payments will not show up until the November financials. The fair seemed to be successful with the discussion with Mike. Cash positions are strong. In the month of September, we are in green \$100,000 compared to last year we were \$250,000. We made more Revenue last year but our expenses were less last year. We hired a lot more people for this fair. We also worked all 12 days, whereas last year we took off Mondays and Tuesdays. Looking forward to getting the full report of fair time. Overall, our YTD Revenue as of September 30 is \$4,200,000, whereas last year it was \$3,500,000.

Vice Chairman Dunphy requested a motion to approve the Financial Report and the September 2022 Financials. Motion made by Director Torres, seconded by Director Johnson. 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	X		
David Lidgett			
Blodgie Rodriguez			
David Torres	X		

Livestock Committee - Jared Britschgi, Chairperson

Jared- With every year somethings went well, and somethings we need to work on. I have had some people reach out to me and my suggestion is to come to the Livestock meeting to voice concerns and ideas on how to improve. Moving the Auction to the Swine got a lot of positive feedback. We had 4900 entries this year. The Auction this year did \$1,280,000 on 518 lots compared to last year at \$1,270,000. Add-ons were \$633,000 as oppose to \$617,000 last year. \$240,000 was actually paid online, so that online process actually seems to be working pretty well. First round of checks is set to go out this week. Being 15 days out we only have an unpaid balance of \$460,000, where in other years we have had more. We had 2500 registered buyers of those only 1195 in some form or another participated in the auction. We had 311 true buyers that actually bought animals. Kids need to get better at getting buyers. We need to look into the hours and not doing the auction so early. We also need to get together on how to make it better.

Facilities Committee - Cesar Chavez, Chairperson

Cesar- Nothing to report.

Torres- We need to discuss to put Board of Directors and Friends of the Fair information at the entrance to the fair.

Business Development Committee - NaTasha Johnson, Chairperson

Johnson- I want to combine Business and Facilities, I think that is something we need to look at. All of our efforts overlap if you look at it. I do not know how open the Board is.

Mike- We also need to update the Policy Book.

KC's Farm Committee - Ned Dunphy, and Lucas Espericueta, Chairperson

Mike- We are still waiting on them.

Chavez- Do we still need a committee for that?

Lucas- Do they not have meetings, Can we not present them a letter.

Dunphy- We need to let them figure it out because we will seem to be forcing their hand.

Old Business

No Old Business

New Business

- a. Review and Discussion to extend the fair dates to include the Friday, Saturday and Sunday before our normal fair dates. The annual fair would extend to 15 days with each Monday closed.

Mike-The staff and I recommend not extending the dates for the following reasons: Overlap of other fairs, expense versus actual revenue, lack of food concessionaires that would be able to attend, moving all start dates and load in dates up, Livestock exhibitors are out of school long enough, lack of commercial vendors for buildings, routing for grounds acts, biggest obstacle is the lack of Fairtime staffing. We recommend waiting to see if Fresno Fair is successful extending their dates in 2023 and

revisit this late next year. We also feel that we are just trading dollars and the community is tapped out especially with talk of a recession happening next year. We propose that we look into a spring 4 day festival with carnival, food vendors, commercial vendors and local entertainment.

Lilia-At Ventura county Fair we were really successful in adding a spring fair. The Carnival providers are typically slow at that time and have routing.

Ned Dunphy-I like that idea. It would be great to offer something new like this.

Lucas-When were you thinking would be a good time?

Mike-We thought possibly tying it in with the Pacific Coast Livestock Show or another date in March or April.

Lilia- We had the spring festival Easter weekend, but we could have it the weekend before when the kids are all out of school.

David Torres-I like this idea. We should look into it.

Lucas- Would we do it for 2023?

Lilia and Mike-I think it would be too soon because events like this take time to organize and market, but we could possibly rearrange things for 2024.

Vice Chairman Dunphy requested a motion to not extend the fair dates. Motion made by Director Chavez, seconded by Director Johnson. 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	X		
David Lidgett			
Blodgie Rodriguez			
David Torres	X		

- b. Review and Discussion to move the November 21, 2022 Board Meeting to a date that is in the week of the 14th due to travel during the week of Thanksgiving Holiday.

Vice Chairman Dunphy requested a motion to approve moving the November Meeting to Monday November 14th, 2022. Motion made by Director Torres, seconded by Director Johnson. 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	X		
David Lidgett			
Blodgie Rodriguez			
David Torres	X		

Next Regular Board Meeting

Next scheduled board meeting is Monday, November 14, 2022, at 5:00 PM.

CEO Reports

- a. 2022 Fair Re-cap
- b. Fairgrounds and Facilities
- c. Year-Round Events

Mike- We have many expenses and revenues still coming in. We think the fair will be as good or better than the 2021 fair. We are waiting for payment from Vallarta, Grimmway, and alcohol concessionaires. It was a very difficult fair than 2021. There was more turn over with staffing and a shortage of personnel that led to overtime. On tab 11 the expense report from building #4 that Lucas had ask me to report. The total cost to upgrade building #4 was \$260,000. The payroll amount was in line even though they had a lot of overtime to get it ready for fair. Like most projects you run in to unforeseen problems and cost overruns. We are looking next at Harvest Hall to upgrade that building. I discussed with Councilman Andre Gonzalez the need for streetlights along Ming Avenue from Union Avenue to Chester. He would have the city look into the feasibility of adding the lights because people cross the streets and almost get hit. I also talked to him about the center divider lights on Union Avenue were out during Fair and he will look into who to contact with the Highway. We are planting trees, grass and keeping up the facility. The new equipment is wonderful, thank you. The maintenance staff love the new equipment. We just got our bobcat front loader and it can get into tight spots and pick up dirt and trash in the livestock area. Thank you, Kristine Hudson, and Downs Equipment company, for the equipment we used to grade the parking lots. One of the challenges we faced during fair was our sewer system which was collapsing in certain spots. The clay sewers were installed in 1952 and at some point, we will need to replace them. I met with Michael Flores and Mike Francesconi from CDFR when he was here. He asked, "What our biggest issue that needs to be fixed" I told him paving. We need to try to get all our roads, parking lots, under grandstands asphalted to mitigate trip and falls. He is working on many things to get it fixed and they acknowledged that this is a problem throughout the whole network of fairs. Alcohol wrist banding was a challenge also. Lilia, will you comment on the wrist banding?

Lilia- We had to have ABC understand we are not just one thing we are many things in one and we need our co-partners to hand out wristbands and check ID's as well. This allowed us to check ID's and wristband more people without the outrageously long lines. This seemed to make our customers happy. We have to still work out some kinks to improve the process, but overall, it turned out good. We have many events coming up; Bakersfield Fall Home Show, Crossroads of the West Gun Show, a family reunion, Monster Truck Thunder, Dia De Los Muertos, Christmas Town, Toy Run, NaTasha Johnsons and the Bakersfield Police Departments food drive through.

Correspondence

No Correspondence

Other information

Nothing to report.

Directors Comments

Ned Dunphy- No Comment

David Lidgett- No Comment

David Torres- No Comment

Cesar Chavez- No Comment

Lucas Espericueta- No Comment

Jared Britschgi- No Comment

NaTasha Johnson- Thank you Mike, Lili and Chelsey for coming out for Gospel Day.

Blodgie Rodriguez- No Comment

Certified to be a True Copy

Signed

Ned Dunphy

Title: Vice-Chairman of the Board

Date: October 17, 2022

Signed

Michael G Olcott

Title: Chief Executive Officer

Date: October 17, 2022