



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

**Minutes of the Board of Directors Meeting
Monday, November 15, 2021**

Call to Order:

Director Rodriguez called the meeting to order at 5:05 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		

Chairwoman Rodriguez requested a motion to approve the excused absences of Director Chavez and Director Lidgett. Motion made by Director Torres, seconded by Director Britschgi. Motion passed by all Directors.

Public Comment:

Jeremy Tobias CEO of CAPK - After a year I am glad we are back. We were with you on Wednesday, September 29 at the Kern County Fairs Feed the Need Food Drive and I want to congratulate you on pulling off the KCF in such short notice. I want to extend a special thank to all the members of your Board for being able to accept all donations in person. The event collected 24,479 pounds of food for those experiencing hunger in Kern County, which represents just over 20,000 individual meals for Kern County residents. I would like to also invite you all to the December 16th at 10AM to our Ground breaking for our Food Bank Expansion. We have a 20,000 sq. ft warehouse, and we are adding 20,000. We look forward to many more successful Feed the Need Events in the future.

Consent Calendar: *(Discussion/Action by Board)*

- a. Review of Minutes of October 18, 2021

- b. 2021 Interim Rental Agreements
- c. 2022 Interim Rental Agreements

Chairwoman Rodriguez requested a motion to approve the consent calendar. 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			
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson	X		
David Lidgett			
Blodgie Rodriguez	X		
David Torres	X		

Committee Reports

Finance Committee - Lucas Espericueta, Chairperson

- a. Review of Financials Report (*Discussion/Action by Board*)
- b. Review of October 2021 Financials (*Discussion/Action by Board*)

Lucas- The cash position is strong at the current time with a cash balance of \$6,814,514.90 as of 2021, cash balance of October 2020 was \$1,414,626.78. All cash accounts have been reconciled as of October 31. Happy to report we received the funds from SVOG grant in the amount of \$2,090,00.00 in September which is in the savings account as required by the terms of the grant. Accounts Receivable reflects fair revenue balance of \$414,615.68. The Association has \$18,309.68 in doubtful accounts which is a net Accounts Receivable of \$396,306.00. Deferred Charges \$1,045,103.53 are Deferred Outflows of Resources Pension- part of the GASB 68 accounting which shows liability to potential future pension liability. All adjusting Entries were made in the September and backdated to December 31,2020. There will be no adjustments in 2021. Accounts Payable has a debit balance of \$2,047.43 which balances to the enclosed Accounts Payable Aged Invoice Analysis. Time issues on invoices dated 11/04/2021 and checks dated 10/31/2021 for some refunds for add-ons for animals that did not sell. The account will auto correct November 1, staff felt since this was date issue that does not reflect on the profit and loss it could self-correct next month. Deferred Income of \$19,000.00 consists of payments made for upcoming events. Revenue for October was \$3,512,392.77, Expenses \$7,10,585.39 for an operating profit of \$2,441,807.38, Depreciation was \$16,047.72, for a profit of \$2,425,759.66 for the month of October. YTD profit \$4,375,447.05. Total Revenues \$3,152,392.77. The 2021 Kern County Fair was financially profitable with even Butler Amusements having their highest gross day ever here at the 2021 Kern County Fair.

Torres- Was that record breaking for all of Butlers Fairs?

Mike- Yes, Record Breaking ever in their company's history.

Chairwoman Rodriguez requested a motion to approve Financial Report and the October 2021 Financials. 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			
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson	X		
David Lidgett			
Blodgie Rodriguez	X		
David Torres	X		

Livestock Committee - Jared Britschgi, Chairperson

Jared- I have passed around the handout Mike provided. First the Livestock Committee is Monday December 13, 2021, at 5:00PM. Director Lidgett asked for the selling price of the animals for the last 5 years. It is good to see trends since we lost Buyer #9. In years 17, 18, 19 Buyer #9 was included in the prices. in the prices, which was great, 2020 was sold by the head, but if you do the math, the average price is \$742, for 250lbs per pig it would be \$2.96 per pound.

Lucas- So this is without add-ons, right?

Jared- Yes this is without add-ons.

Lucas- That is what Buyer #9 was doing "this would be the price without add-ons".

Jared- There were a couple that went for \$40, \$20, but not often.

Mike- Yes especially in 18 and 19, the Swine numbers which included Reserve Champions, FFA and 4-H went a lot higher.

Jared- I wanted to give you an idea of how things have changed and how important it is for the kids to bring buyers back to the auction because it is very different from when Buyer #9 was here. Also, this weekend we have a Harvest Moon Show Friday thru Sunday. On December 11th we have the Holiday Classic.

Facilities Committee - Cesar Chavez, Chairperson *(Discussion/Action by Board)*

a. Review of Facilities Report and Proposed Construction Projects

Mike- Would like to Propose to Upgrade to the Sales Barn, Sheep Barn, Grounds-Grass renovation, Livestock Barns, building #3 and building #4. Also, to Upgrade the Entrance to the Ken County Fair to prevent the congestion in the front gates by South P Street parking lot. I am currently working with the County of Kern to grind the P Street Parking Lot flat and smooth. Cost is hourly of County Staff to do the work.

Livestock Area: Recommendation to remodel Sheep Barn. It's one of our oldest barns. Paint, add cement floor, new sheep pens. Optional fundraiser with industry leaders. Approximate cost \$140,000.00. To repair Electrical - recommendations to contact CCA (California Construction Authority) and get bids to increase electrical in Livestock Barns. Grandstand & Jimmy Rodgers Arena - recommendations to Paint Girders and CEO to report back cost to asphalt under Grandstand. Painting can be in the regular 2022 Budget. Sales Pavilion Upgrade - Recommendation to remove ceiling tiles and grid. Paint ceiling black and add ducting. Approximate cost \$15,000.00.

Facilities and Grounds: Lighting Retrofit to make general lighting and change out old fixtures funded through the regular 2022 Budget. Building #4 Remodel - Recommendation to Tear down existing Building and Build new. See 2000 Master Plan approximate cost for a new building is \$6,570,000.00. Alternative CEO to recommend new flooring, paint, bathroom upgrade. Approximate cost depending on what staff can do \$180,000.00 SVOG Funding of \$180,000.00. Building #3 Kitchen Area - Recommendations to gut current snack bar/kitchen, paint, new sink, and counters through the regular 2022 Budget. Grounds-Grass Repair (Renovation) – Recommendation Purchase 150-30 foot by 3-inch diameter pieces of pipe/sprinkler approximate cost \$18,000.00. WIFI and Internet Extension to Maintenance - Recommend hold for now. Main Ticket Gate Remodel - Recommendations CEO to contact architect and CCA to get information to report to the Board the cost to tear down front entrance and build a new entrance to accommodate easier flow to patrons during fair and interim events onto the grounds. Approximate cost \$1,000,000.00. Belle Terrace and Union Gate Remodel - Recommendation to tear down ticket booths. Build New and relocate portable booths outside the gate for easier flow during fair. Approximate cost \$15,000.00 through regular 2022 Budget. Main Plaza Gazebo - Recommendation to tear down gazebo and move Fairtime stage closer to the main gate. Repairing the damaged beams would cost approximately \$50,000.00. Add shade sails to main plaza. CEO to contact CCA about cost to tear down and report findings back to the Board for approval to move forward. Carnival Lot Restroom Repair/Remodel - Recommendations to make general repairs through the regular 2022 Budget.

Ned- Is this process the industry standard?

Mike- Yes. I don't have a choice because this is a state facility. I am required to go through the state for construction projects.

Torres- When you say your going out to bid, are we still under the State Guidelines, I thought we were able to do it ourselves?

Mike- The only projects we can do ourselves are maintenance of buildings such as painting, wall repair, certain plumbing, flooring etc.

Lucas- Do we have to approve everything at once or can we go through it and see what we can and cannot?

Mike- It would be great if you could give me approval today so we can get started. I will continually report back the costs and the bids to keep you all in the loop throughout the process. If something seems out of line, we can halt or postpone until a later date.

Ned- This is a once in a generation opportunity and I think we need to make the improvements.

Blodgie- I think we should go forth with the recommendations, this facility really needs repairs done to it.

Chairwoman Rodriguez requested a motion to approve the Facilities Report and the Proposed Construction Projects. 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			
Ned Dunphy	X		

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

Business Development Committee - Ned Dunphy, Chairperson

Nothing to report.

KC's Farm Committee - Ned Dunphy and Lucas Espericueta

Ned- Looks good, I have seen them harvesting

Mike- We are harvesting tomatoes and lettuce

Old Business

No Old Business

New Business

- a. Board Discussion to cancel the December 20, 2021, Board of Directors Meeting.

Chairwoman Rodriguez requested a motion to approve to cancel the December 20, 2021, Board of Directors Meeting. Motion made by Director Johnson, 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			
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson	X		
David Lidgett			
Blodgie Rodriguez	X		
David Torres	X		

- b. Board Discussion to move the January Board meeting to Monday, January 24, 2022, at 5:00PM due to conflict with the Western Fairs Association Conference in Reno Nevada on January 16-20,2022.

Chairwoman Rodriguez requested a motion to move the January Board meeting to Monday, January 24, 2022, at 5:00PM due to conflict with the Western Fairs Association Conference in Reno Nevada on January 16-20,2022. 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			
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson	X		
David Lidgett			
Blodgie Rodriguez	X		
David Torres	X		

Next Regular Board Meeting

Next scheduled board meeting is Monday, January 24, 2022, at 5:00 PM.

CEO Reports

- a. 2021 Fair Recap
- b. Fairgrounds and Facilities Updates

Mike- Last week I received an email that the SOVG made a mistake, and we didn't qualify for the \$435,000.00 supplemental support. At managers conference CDFA allocated the 50 million from the Governor's 20/21 budget. We received last week \$615,000.00 and it is in the bank. We have applied for the PPP forgiveness on the loan. Waiting to hear back. Working on the receipts for the SVOG Funding. Later this month I will be working on the 2022 budget. We are still receiving money and invoices to pay. We have paid all Livestock and Competitive Exhibits premiums. We have sent out the first run of Livestock Auction Checks totaling \$380,027.45. Lilia Kenneally is working on events. We are booking Holiday Parties. November 19-21 harvest Moon Classic. Along with the Holiday Classic Livestock Show. We had Comic-Con this weekend and various other parties and events later in the fall. Staff are in process of winterizing the property. Covering cooler closing vents, securing equipment inside. Covering items stored outside.

Lucas-Last months approved hires are they in process?

Mike- Yes, I have started the process. It will take well into 2022 for the hiring to be complete and the cost will be reflected in the 2022 Budget.

Correspondence

Blodgie- Mike received a proposal for somebody that would like to bid for our outdoor Swap Meet, and his proposed opportunities are that he is a very giving person and wants to give back to our community. The entertainment would include kids' events which would include pony rides, inflatable slides, and bounce houses. Dance competitions and contests. Junior High and High School band competition and contests. Holiday celebrations such as Cinco de Mayo and parades, concerts music festivals and rodeos. Drive-in movies, provide car lot area for sales, financing, and insurance. Community support foundation for English as a second language, fun programs for reading, writing, and speaking English. Trade school specializing in welding, carpentry, and HVAC. Equipment and personnel needs: 1 forklift, 1 golf cart for management, 1 portable office trailer, 1 PA system with speakers throughout, security provided before, during and after events, ticket booths as needed, Waste management one 30 or 40 yard roll off dumpster for trash. Work with youth groups like the Hispanic Chamber, Black Community Leaders, Girls and Boys Scouts. To generate income and advertise events \$1 million in revenue will be generated for the fair over in the next 15 years. Commissions to fair 35% from Swapmeet Revenue will be paid to the fair. I will refer this to staff since this would be a rental agreement.

Other information

Join us for Coffee with the CEO every Thursday morning at 7:30 AM. Please be aware of social distancing and masks will be enforced.

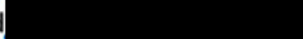
Directors Comments

Ned Dunphy- No Comment
Blodgie Rodriguez- No Comment
David Torres- No Comment
Lucas Espericueta- No Comment
Jared Britschgi- No Comment
NaTasha Johnson- No Comment

Chairwoman Blodgie Rodriguez adjourned the November 15, 2021, Board of Directors Meeting.

Time is 6:05 PM.

Certified to be a True Copy

Signed 
Blodgie Rodriguez
Title: Chairwoman of the Board
Date: November 15, 2021

Signed 
Michael G Olcott
Title: Chief Executive Officer
Date: November 15, 2021