



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

**Minutes of the Board of Directors Meeting**  
**Monday, May 18, 2020**

**Call to Order:**

Chairwoman Rodriguez called the meeting to order at 5:08 PM via zoom teleconference.

**Directors Present:**

<b><u>Board Member</u></b>	<b><u>Present</u></b>	<b><u>Absent</u></b>	<b><u>Excused</u></b>
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 requests a motion to approve the absence of Director Lidgett. Motion made by Director Espericueta, seconded by Director Torres. Motion passed by all Directors.

**Public Comment:**

None

**Consent Calendar:**

- a. Review of Minutes of April 20, 2020 regular meeting
- b. Review of Minutes of April 29, 2020 emergency meeting
- c. Review of 2020 Commercial Agreements
- d. Review of 2020 Standard Agreements
- e. Review of 2020 Concession Agreements

Chairwoman Rodriguez requested a motion to approve the Consent Calendar. Motion made by Director Britschgi, 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	X		
David Lidgett			
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 April 2020 Financials (*Discussion/Action by Board*)

Director Espericueta talked about the interim revenue and how it has been significantly cut, but also how the expenses on the state employees and benefits have remained the same. Overall, we are a negative for the month of April because of the loss of revenue. From the balance sheet standpoint, we are trying to maintain the financials. We are still paying our bills, and keeping up with them. At the current time, we are \$68,700.00 of net positive in the cash position. Last year at this time we were at \$293,000.00 for a difference of \$225,000. That’s a direct effect of not being able to hold events here at the fairgrounds. We have received the AB 1499 money, but these financials do not reflect it, because it was received in the month of May. AB 1499 was a check to Kern County Fair in the amount of \$149,000 and that will only hold us over for about a month’s worth of payroll and benefits. We are not buying anything, we are bare minimum on staff, not furloughed and no layoffs have occurred. There are rumors of the state doing some things, the updated budget from the governor has some money in it for the fairs, but its not to be used for payroll but to be used for payouts for those employees that are laid off and their leave balance buyouts. We haven’t even thought about layoff’s, but because of the unusual circumstances and the duties that they are tasked with on a daily basis are certainly important but we in unprecedented times so its time to think about them.

For a comparison, April 2019 we brought in \$323,000 and for April 2020 we brought in \$ -6,000. March 2020, we brought in \$145,000 and in March 2019 we brought in \$257,000. Just for some comparisons for the board and the general public. These were some numbers to show how the COVID-19 is affecting us and our business.

Chairwoman Rodriguez requested a motion to accept the April financial committee report and 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	X		
Ned Dunphy	X		
Lucas Espericueta	X		
NaTasha Johnson	X		
David Lidgett			
Blodgie Rodriguez	X		
David Torres	X		

**New Business**

- a. Review and Discussion of a five (5) year contract S20-43 with Speeda Sound, Inc. for \$754,000 (bid winner) **Addendum A**

Chairwoman Rodriguez requested a motion to approve the contract. Motion made by Director Espericueta, 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	X		
Blodgie Rodriguez	X		
David Torres	X		

- b. Review and Discussion of the proposed addendum and restated license agreement contract/agreement between the County of Kern and the 15<sup>th</sup> 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). **Addendum B**

Chairwoman Rodriguez requested a motion to approve the addendum and restated license agreement. Motion made by Director Dunphy, seconded by Director Lidgett. 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	X		
Blodgie Rodriguez	X		
David Torres	X		

### **Next Regular Board Meeting**

Next scheduled board meeting is Monday, June 15, 2020 at 5:00 PM in the Association Office and via zoom meeting.

### **CEO Report**

CEO Olcott said staff are moving forward on planning the 2020 Fair. We continue to monitor the State of California and the County Health Departments directive as we move forward with the directive. We might be moving forward a little faster than we thought. WFA continues to lobby for fairs at the state level for funds as we are all struggling. There is a video by an assembly member that I would like to play for you regarding the support of fairs across the state. Dawn Stornetta will report on the current state of the livestock department.

Dawn – We have put out bids and received information from the few companies that use the virtual show and sale, and virtual sale only. I have sat through a couple webinars and viewed how they are working. ShoWorks is currently doing it, and that’s the program that we are currently using. Alameda County Fair is going to be using ShoWorks and they are in June/July and we can monitor how its used and get some information from their staff. We would have judges evaluate the animals from video that is submitted from each exhibitor.

### **Correspondence**

None

### **Directors Comments**

**Chairwoman Rodriguez** – Great report and thank you for your time and commitment on the Finance Committee.

**Director Dunphy** – No comment

**Director Lidgett** – Thank you Lucas. Nice report.

**Director Chavez** – No comment

**Director Torres** –

**Director Espericueta** – There has been some misinformation out there and I wanted to explain how the fair works from a financial standpoint. I decided to sit down and do a financial analysis of the Kern County Fair. We provide financials to our financial auditor and they are looked over and reported to CDF. There was a misconception about the fair when I came onto the Board. I thought that the fair

received funds from the government, but after being on the board, that's definitely not true. No revenue stream coming from the local taxes. We are not government funded. A profitable operation is a good operation, and the fair is a good operation. We hire over 500 part time employees during fair season, and are still experiencing high labor costs. We run a tight budget, and I thank Mike for doing so, especially during these times. When weather is good, and the economy is good, that helps our revenue. We did raise the rates in 2016, but those rates will maintain for a while. Interim events are all the non-fair events that happen on the grounds and that revenue has been going up every year. The fair is our main money maker every year, and we want to get our interim rentals up so we can make more revenue off that instead of relying on the fair.

In 2019, SB-84 is a debt of \$450,000 that is imposed upon us that we must payback to make up for the states spending. This is a debt that has been spread amongst all fairs, so the Kern County Fair isn't liable for all of that, but we are still liable for a portion of it.

In regards to the 2020 Fair, there is no telling on the future. I am hoping that the county and the fairgrounds can work together. It seems weird to just sit here and wait on a decision to be made. There needs to be a Plan B. We need to be proactive and make a decision if there is or isn't going to be a Fair. One thing I think that we can do with the fair is no fair attractions. There is no way we can social distance around those. A plan B would be the fair with no attractions; the rides, the games, etc. I think we can have the fair, but just hold a smaller version. I think we need to do a presentation to the county to show that we are willing to work with the county and want everyone to have a good time but also be safe. We could use a different stage where the carnival area is, so people can spread out more and enjoy themselves. The Bud Pavilion can be used as a smaller stage. It would be like a livestock, food, concert fair. I hate sitting here on my hands waiting for Governor Newsom to make a decision. We need to offer a Coachella like event for 2020.

**Director Britschgi** – Great report Lucas

**Director Johnson** – Thank you Lucas. Great report

Chairwoman Rodriguez requested a motion to adjourn the May 18, 2020 Board of Directors meeting. Motion made by Director Johnson, 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	X		
David Lidgett	X		
Blodgie Rodriguez	X		
David Torres	X		

Time is 6:11 PM.

Certified to be a True Copy

Signed [Redacted]

Blodgie Rodríguez

Title: Chairwoman of the Board

Date: May 18, 2020

Signed [Redacted]

Michael G Olcott

Title: Chief Executive Officer

Date: May 18, 2020