



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

**Minutes of the Board of Directors Meeting
Monday, July 19, 2021**

Call to Order:

Director Rodriguez called the meeting to order at 5:09 PM.

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 to excuse Director Dunphy, Director Chavez and Director Britschgi. Motion made by Director Torres, seconded by Director Lidgett. Motion passed by all Directors.

Public Comment:

Kristine Hudson- Glad we are having fair; glad we are here.

Consent Calendar:

- a. Review of Minutes of June 21, 2021
- b. 2021 Standard Agreements
- c. 2021 Concession Agreements
- d. 2021 Commercial Agreements
- e. 2021 Sponsorship Agreements
- f. 2021 Judges Agreements

Chairwoman Rodriguez requested a motion to approve the Consent Calendar. Motion made by Director Espericueta and seconded by Director Torres. Motion Passes.

<u>Board Member</u>	<u>Approved (Yes Vote)</u>	<u>Not Approved (No Vote)</u>	<u>Abstain</u>
Jared Britschgi			
Cesar Chavez			
Ned Dunphy			
Lucas Espericueta	X		
NaTasha Johnson	X		
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 May 2021 Financials (*Discussion/Action by Board*)

Lucas- Cash position of \$2.6 million - this time last year we were right at \$817,000.

June 21, we had a revenue of \$204,000 for our non-fair rental revenue that came from the marketplace and the county, that consist of two months of rental. We had expenses of \$111,000 making a net profit for the month of \$92,000.

We received additional funds from the state for \$126,000 in June. With depreciation, we brought in a net profit of \$203,000 for the month. All things combined \$650,000 profit year to date.

We are going to be adding part time five-month salary to employees - one to work in the office, one to work in maintenance.

\$65,000 adjustment to expenses to the sheriff's contracts.

\$50,000 extra for more hand sanitizer and hand washing stations. In total there is \$155,000 increase expenses from what we had budgeted.

We have a 6.6 million projected revenue, 6.5 million of projected expenses with a margin of \$174,000 before these changes. These changes will break about even. Based on other fairs their revenue and attendance was higher than they expected. Our balance for the month is very strong.

Chairwoman Rodriguez requested a motion to approve the financial report and the June 2021 Financials. Motion made by Director Torres and Seconded by Director Johnson. Motion Passes.

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

Livestock Committee - Jared Britschgi, Chairperson

Mike- Alpaca/ llama 13 entries, 4 exhibitors. Beef 82 entries 39 exhibitors, market beef 39 head. Dairy cattle 69 entries 26 exhibitors, replacement heifer 37. Horse- 167 entries, 18 exhibitors.

We don't know what the poultry numbers are going to be. If there is not as many, we will move them back into the back barn next to the rabbits to increase our parking.

Lucas- I would like to hear from the audience

Julie Beechinor- We brought about 130 Hogs in 2019, I think I'm right at 50/60 Hogs which is still good.

Kristine Hudson-4-H a lot of parent involvement. FFA is more, they go to school and get hooked by the AG program.

Teresa Andrews-Maybe we can send a letter out to all the old sponsors, saying buyer #9 is not here, we would like to have you back.

Chelsey- \$0.51/per to send out. Post cards we sent out last year was close to \$10,000

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

Mike- Getting ready to plant KC farm in about a week or so

Old Business

No old business

New Business

- a. Review and Discussion to add back the position of Office Assistant (Maintenance) and post the job for hire. 2021 Budget increase: Five Month Salary plus Benefits- \$24,041.20
- b. Review and Discussion to add back the position of Service Assistant (Maintenance) and post the job for hire. 2021 Budget increase: Five Month Salary plus Benefits- \$25,393.50

- c. Review and Discussion to add to the 2021 Budget Expense line, Attendance Operations- Professional Services (Contractual) \$65,000 for increased Sheriff’s Contract expense
- d. Review and Discussion to add to the 2021 Budget Expense line, Attendance Operations-Supplies and Expenses \$50,000 for increased cleaning supplies, hand washing stations, hand sanitizer stations and more.

Chairwoman Rodriguez requested a motion to approve items a-d. Motion made by Director Espericueta and seconded by Director Torres. Motion Passes.

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

Mike- I’m asking for the Believers and Jesus building back, it is our building, but I want to keep it, so when we have events, we can rent it out. In the past it was hard because they didn’t want to have any other vendors using the booth.

Chairwoman Rodriguez requested a motion to approve the Fair to acquire the surrendered Believers in Jesus permanent Concession Stand under the Grandstand. Motion made by Director Torres and seconded by Director Johnson. Motion Passes.

<u>Board Member</u>	<u>Approved (Yes Vote)</u>	<u>Not Approved (No Vote)</u>	<u>Abstain</u>
Jared Britschgi			
Cesar Chavez			
Ned Dunphy			
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, August 16, 2021 at 5:00 PM in the Association Office.

CEO Report

- a. 2021 Fair Update
- b. Fairgrounds and Facilities Update

Mike- Governor Newsom in the 2021 July budget requested a solution to a thoughtful transition out of state service for District Agricultural Fairs. The California Department of Food and Agriculture along with the Western Fairs Association, CFSA and CCA, has developed a Joint Powers Authority (JPA), the California Association of Fairs and Expositions (CAFÉ). This new JPA will be set up for all fairs in the state and provide a multitude of services for all fairs. The JPA will be government agency that will consist of a 13-member board; 10 members from the Fair industry (7 by geographical region and 3 by Budget size), 1 member from the Finance Department, 1 member Secretary Ross, and 1 member from Rural County Representatives of California (RCRC). Membership is voluntary. Funds from the state will flow through to the JPA and then distributed based on the member board's decision on distribution. The JPA will be going to Secretary Ross's for approval and the fairs that would like to transition out of state service will be given the opportunity to become a Non-profit that contracts with the JPA to run the fairs. The nonprofit will be required to have oversight from the JPA.

In the 21-22 Budget Governor Newsom allocated \$50 Million for fairs. We are waiting to see how that money will be allocated to us. Were still working on the parking lots filling them in with dirt, changing light bulbs in building 2 and 3 to LED. The tree foundation was talking about 400 trees that would be in the parking lots around the perimeters.

Competitive Exhibits department. In your binder is a copy of the Competitive Exhibits Catalog. The dogs were moved into the livestock department this year, to compete in round robin. Please share the book and let people know they can enter online or at the office.

Correspondence

None

Other information

Coffee with the CEO

Directors Comments

Ned Dunphy- Point person with CDFA to make sure that we are getting actual rules come Fair time

David Torres- So good to see everyone in person

NaTasha Johnson- Great job on the book

Blodgie Rodriguez- Thanks for being here

Time is 5:56 PM.

Certified to be a True Copy

Signed

Blodgie Rodriguez

Title: Chairman of the Board

Date: July 19, 2021

Signed

Michael G Olcott

Title: Chief Executive Officer

Date: July 19, 2021