



Ramona Junior Fair Incorporated



Board of Directors Minutes December 7, 2020

RJF Mission Statement: "Promoting the advancement of local youth through agriculture, industrial education, and recreational activities and exhibits."

- 1) Called to Order by Robby Storton, President at 6:34 PM.
- 2) Flag Salute
- 3) Roll Call of Directors
 - a) **Directors Present:** Robby Storton, Charles O'Neal, Michelle Scott, Mary Martineau, Kristy Parker, Laird Nelson, Danielle Zurcher-Upson, Victoria Stanley, Curtis Martineau, Ryan Barton, and Makenna Blackburn
Members Present: Carolyn Audibert, Michael Audibert, Makenna Blackburn, Shaye Blackburn, Russ Christensen, Diane Collins, Trevor Herman, Stacy Konyon, Audrey Lent, Jessica Lopez, Stacey Nelson, Kim Newcomer, Stacy Pate, Adelaide Sorbo, Lori Sorbo, Anne Marie Wilson, and Robert Wilson.
 - b) **Guests Present:** Rocky Morris and Jenny Roe
- 4) President Robby Storton presented the Agenda. A motion was made to approve the Agenda for tonight's meeting. Motion/Second: Robby Storton/Michelle Scott. Discussion: None. Motion passes unanimously.
- 5) Secretary Michelle Scott presented the minutes from the November 19th meeting. Robby Storton asked everyone to review the minutes. A motion was made to approve the minutes. Motion/Second: Mary Martineau/Danielle Zurcher-Upson. Discussion: None. Motion passes unanimously.
- 6) Treasurer Kristy Parker reported financials for November 1st thru November 30th, 2020. Submitted. **December 7th, 2020:** Total income for November: \$5,092.16. The bulk of that income was the Big Ass Fan grant money of \$5,000. There was also \$80 in entry fees collected as well as \$12.16 from Amazon Smile donations. Total Expenses: \$2,119.49. These expenses include Intuit monthly payment of \$19.95, \$500.00 tax return preparation, \$398.40 from Fair Media Solutions for pictures and videos through Showworks, \$540.00 for Sky Valley Network for our yearly internet service cost and basic expenses of rent and electricity as well. Starting balance for all accts as of November 1st: \$32,964.24. Ending balance for all accounts as of November 30th: \$35,752.19.
- 7) Open Forum
 - a) Robby Storton thanked Russ Christensen for joining the meeting and for all his help with the computers.
- 8) Officer Reports
 - a) **President:** Robby Storton reported that he met with Laird Nelson at the Ramona Junior Fair grounds. They walked the grounds together and went over some ideas which will be further detailed during the Construction and Grounds report by Laird Nelson.
 - b) **Vice President:** Charles O'Neal reported that Jasmine King reached out to him and is still interested in heading the after-auction committee. He hopes to fill more of the empty committee chair seats. Robby Storton mentioned that he himself is looking to fill those seats and asked that all those interested in heading these open committee chairs to please call him directly.
 - c) **Secretary:** Michelle Scott reported that due to emails getting kicked back or being blocked, all future RJF minutes will be posted to the Ramona Junior Fair website instead of being emailed out. The proposed minutes will be posted to the website with the approved minutes being posted to the business page on the website. She also asks that all members please update their contact information using the "Collection of Contact Information" form which will be posted on the RJF website.
 - d) **Treasurer:** Kristy Parker reported that the SCF Insurance is coming up for renewal on February 1st, 2021. The insurance company wants to verify building coverages and values so she will send this information to Robby Storton and Laird Nelson, as well as the rest of the BOD to be reviewed. Motion/Second to approve the Treasurer Report: Charles O'Neal/Mary Martineau. Discussion: None. Motions passes unanimously.
 - e) **Fair Administrator:** Mary Martineau reported that she is going to try and get into the office over the upcoming holiday break to go over everything that Stacey Nelson gave her from last year and inventory all the ribbons so we can figure out how many we may need and what the cost will be for those additional ribbons, and other than that she will wait until Premium Book Committee. In closing, she wished everyone Happy Holidays and a blessed New Year.
 - f) **Youth Directors:** Ryan Barton reported that they will be planning a Steering Committee meeting either this later this week or next week. They will be further discussing themes for the fair. Robby Storton mentioned they might want to think about putting out a second meeting to have fun, play games and get to one another. It can also help them to start thinking about the fair and get to know the junior members a little bit better.

- g) **Livestock Superintendent:** Curtis Martineau reported that he got in contact with John Openshaw and he is scheduled to come down and do ultrasound for whatever date we determine for move-in. It is understood that communication will continue throughout the year as we get closer to that time depending on what regulations are in place regarding the pandemic.
- 9) Standing Committee Reports
- a) **Scholarship Committee:** Michelle Scott reported that the first scholarship meeting was held on December 3rd. Due to the unexpected power outage, no official decisions could be made during that meeting because not everyone was able to attend. Those who could not attend sent ideas directly to her and she presented them at the meeting on behalf of those individuals. Ideas that were shared involved creating a timeline of events that might allow for a June end date to allow the scholarship recipients to be recognized publicly before the end of the school year. Also, the importance of increasing advertisement and defining criteria for the interview process and a clear rubric to follow. Finally, how to digitalize scholarship forms so they are more accessible to the kids. The next Scholarship Committee meeting is scheduled for Wednesday, December 16th at 6:00pm. The plan for this meeting is to finalize ideas which can be presented to the BOD at the RJF January meeting.
- b) **Budget Committee:** Kristy Parker reported that she would like to investigate new ways to raise money for this year's fair because we do not make money from the RJF itself to help cover operating expenses. In fact, more money goes out for the fair than what is brought in. What helps cover the cost of the fair is the yearly Pie Auction, After Auction and things like that that help to bring in funds that cover operating cost and scholarships. However, since we could not have those events last year, we may need to dip into the savings account to help cover fair cost this year. So, it would be great if we could start looking into some creative ways to have some smaller fundraisers starting at the beginning of the 2021 year to start generating some of that revenue. Lori Sorbo suggested applying for grants that the County is offering right now. Kristy Parker mentioned she did look into those grants awhile back and the funds had been exhausted at that time, but it might be worth looking into again if additional funds have been allocated to it since the last time she checked. Stacey Nelson reported that the BOD looked into the grants extensively this past fair year and we did not qualify for those funds at that time but agrees it might be worth looking into again in case something has changed regarding qualification. Robby Storton mentioned that if we can get the open committee chairs filled, then that is something they can start looking into and discussing. If anyone has any ideas regarding ways to raise money this year, please contact either Robby Storton or Charles O'Neal and they can pass that information on to the new recruits for those committees. She also reported that no meeting will be held in the month of December, it will be pushed to January due to scheduling conflicts. If anyone is interest in sitting on this committee, please email or call her and she will get you meeting time/date information.
- c) **Steering Committee:** Ryan Barton reported that fair themes are still being worked on and emails will be going out shortly to gather more ideas.
- d) **Premium Book Committee:** Mary Martineau reported that the plan was to have the fair theme chosen at tonight's meeting so the artwork competition information could be sent out. Regarding the Premium Book, her and Curtis Martineau are working on emailing out the current Premium Book to be reviewed by all of the superintendents so they can review each individual area specific to their species. If anyone has any topics of discussion, please email those to either Mary Martineau or Curtis Martineau.
- e) **Auction Committee:** Chuck reported that no official meeting has taken place yet. He has only had one person contact him so far to sit on the committee. He and Jeff Becker have been discussing some ideas and come January they are going to start thinking of ideas for the after-auction dinner, like possibly having it catered or have the meat donated by Specialty Meats. If the meat is donated, then looking into coming up with people willing to help prepare that food. Also, in January, looking into getting the Senior Center booked. He is going to start contacting people who might be interested in being ring men, maybe starting in March. He will also get in contact with our auctioneers to get them committed to our planned in-person auction. The next meeting is scheduled for Thursday, December 17th at 6:30pm. If anyone is interest in sitting on this committee, please email Charles O'Neal. Robby followed up with information regarding set committee meeting dates being put on the RJF calendar and website to help better inform people of when they are being held.
- 10) Ad-Hoc Committee Reports
- a) **After Auction Committee-** No Report
- b) **Chamber of Commerce Committee:** Robby Storton reported he has not received any emails or contact information yet. Charles O'Neal also reported he has not received any either. Charles O'Neal will reach out to Dawn Perfect and Tim to try and get both Robby and him on their email list for their upcoming meeting s and get those dates on the RJF calendar. They do have their contact information, which was given to them by Jeff Becker, but nothing has been received from them yet. Robby Storton mentioned that he understands November is kind of a slow month, but we really want to get moving on things so we can have a good plan moving forward.
- c) **Parks Board Committee:** Same as Chamber of Commerce Committee Report.
- d) **Construction & Grounds Development Committee:** Laird Nelson reported that he and Robby Storton did a walk through this past week and one topic of discussion was the old scale and the possibility of selling it to get some money out of it for the fair. He would like to get the scale pulled out, fill in the pit and have it concreted for

the new scale and possibly redo a gate on one side and a solid fence on the other. Regarding selling the new scale, maybe coming up with ideas on how to advertise it for sale. Maybe sell it to someone who has fond memories of it and might want to buy it for memory sake. But overall, coming up with the best to liquidate that RJF asset. Robby Storton mentioned they had talked about selling it as a whole to be removed by the buyer. Laird Nelson asked Kristy Parker if she thinks it would be valuable to any ranchers. Kristy Parker responded that she does think it would be valuable to them, it is an accurate scale, they just need to get it certified to the exact pound which can be difficult. But she thinks there is resale value there and there is no reason to hang onto an asset that is no longer needed, especially if it can bring in some money. It would be a good idea to come up with a list of community members that might be interested as well as contacting the actual scale company in San Diego to see if they have any interested parties. Mary Martineau mentioned asking the Ramona Ag Boosters club for the Ag department because they do not have a large scale. Motion/Second to approve the sale of the old RJF scale at a fair price Laird Nelson/Kristy Parker. Discussion: None. Motions passes unanimously.

Laird Nelson also reported that he will be looking into board approval for electrical and irrigation work to be done at the RJF fairgrounds, and the possibility of using larger companies not just within Ramona but surroundings areas as well, that might want to donate materials or labor. His thought was to send out a letter on behalf of the RJF BOD. Robby Storton mentioned that when sending out a letter that is from the BOD, he wants to make sure that all of the BOD agrees to the contents of the letter so it would need to be reviewed by the BOD before being sent out. Charles O'Neal mentioned that he knows a local gentleman by the name of Dan Funk of Funk Electric. He is a Ramona resident who has spent a good part of the last week helping people set up generators during this recent power outage. It might be a good idea to reach out to him because he might be willing to help donate labor/material. Robby Storton followed up with the idea of reaching out both within and outside of the community because it might increase chances of getting people who would be willing to donate and help. He also mentions that the contents of the letter would include the scope of work needed to be done for electrical and irrigation. We will work on reaching out to various companies, including Funk Electric to see who may be able to cover the extent of work needed. We need to do our best to cover cost for a lot of these things because money is tight as mentioned by Kristy Parker earlier in the meeting. Kristy Parker pointed out the importance when reaching out to companies outside of Ramona that our fair is not just a local fair that supports only our local community. It should be mentioned in the letter that we are a very good portion of all of San Diego County. That might help increase businesses desire to help donate and support knowing that these kids come from all over the County. Charles O'Neal commented that it might be a good idea to bring in a professional to review what work is needed so we have a better understanding of the scope of work to be mentioned in the letter. Laird Nelson stated that the electrical in the beef barn needs to be updated, which can either be ran underground to the chain link fence on Aqua Lane or if we need to cut cost, we can put some power outlets by the box and run cords and boxes for it instead. Electrical by the ramp/shoot area is bad. Also, running an outlet to the scale. Those are the main areas of concern. Motion/Second to approve the drafting of a letter to be sent out to the community to subsidize the electrical and irrigation needs at the RJF grounds: Laird Nelson/Mary Martineau. Discussion: None. Motions passes unanimously.

Laird Nelson also included in his report that when we decide to move the Big Ass fan, he should be able to get equipment, like a man lift, and he can also use it to clean the gutters on the buildings and barns. Also, to repair a light that is out in the parking lot area. Kristy Parker asked if there was a way to loop in with the electrical the lighting because the SDG&E bill is over \$200 a month, even though nobody is using our meeting at the RJF grounds. It seems excessive for outdoor lights and maybe we can reduce that energy use somehow? Robby Storton mentioned that he, Charles O'Neal and Laird Nelson can do another walk through to see what can be done about the lighting and reduction of energy use. They will report back with what they come up with. Russ Christensen mentioned possibly using Jim Robertson as a source of information to have a better understanding of the scope of work needed for the electrical work at the RJF grounds since he has done work there before. Russ Christensen also mentioned most of the power should be able to be shut off at the panels.

- e) **Computer Committee:** Russ Christensen reported that we hope for a live fair this coming year, but this past year we also learned a lot of new tricks using some of the new features of online registration. We learned how to upload media online, online judging and auction as well as online payments. One thing to think about this year, is at the board level deciding what wants to be done as far as having a hybrid in-person/online auction if permitted to have an in-person fair. This past year, more people were able to attend the auction being that it was accessible online allowing those out of state to attend and be apart of it which is not an ability offered to them when it is in-person only. Ad-on's were also offered remotely which also contributed to the success of last years fair. There are some down sides to that as well that needs to be made aware. One, if it is a hybrid auction then we would need a camera system to broadcast so people know what is going on and it needs to be synchronized in real time for bidding purposes. The online auction tool has a feature for doing a hybrid auction like that and we would need to talk to the ShoWorks people about how that works and what it cost. The cost from last years fair was covered by Kahoots Feed & Pet, but had they not covered those cost it would have been a financial burden to the fair. He asks the BOD to give some thought to features they might want to see in the auction. He feels it is exciting to see what new features we can use this coming year. He also asked Charles O'Neal to be invited to his next Auction

Committee meeting on December 17th. Robby Storton ask what they best timeline would be to get those ideas complied. Russ Christensen replied that having those ideas or direction by the end of January would give enough time to talk to ShoWorks and get some pricing together to present to the BOD.

- f) **Camping & Security Committee:** No Report
- g) **Fair Marketing & Education Committee:** No Report
- h) **Awards Committee:** Victoria Stanley reported that she is still waiting for the chicken buckles, which should be here soon. She has also been working on a multilevel for sponsorships and would like fine tune it a bit more before she presents it to the BOD for approval. She is also going to talk to Mary Martineau to get more involved with ribbons. Laird Nelson asked if the banners on the fence at the RJF grounds can be taken down. Victoria Stanley said they should be taken down and Laird agreed to do so and put them in the RJF office.
- i) **Pie Auction & BBQ Committee-** No Report
- j) **Grants Committee-** No Report
- k) **After Auction Committee-** No Report
- l) **Bylaws Committee:** Chuck O'Neal reported that the revised committee meeting date will be Monday, December 14th at 6:30pm. Those who would like to sit on this committee he asks that they review the current Bylaws because during the meeting they will be discussing if anyone would like to add or change any of those contents which would then be presented to the BOD for approval.
- m) **Pandemic Response and Education Committee:** Chuck O'Neal reported that he and Kim Newcomer hope to be meeting on Thursday, December 16th. We are being lumped in with LA County and Riverside County which has resulted in a mandated 3 week stay at home order. He urges everyone to support local business when it comes to Christmas shopping, etc. as he has already been doing. During the proposed upcoming meeting, they will be discussing current mandates that we need to set our guidelines to. Hoping to create a re-opening plan, but we need to consider 4-H mandates and ensure we move forward fairly with our 4-Her's and abide by those mandates. If anyone is interested in sitting on this committee, please contact Charles O'Neal. Right now, there is only two people sitting on that committee and he hopes for more. Mary Martineau asked for a time for the upcoming committee date and was hoping there would be a meeting this week instead of next week due to scheduling conflicts. Charles O'Neal said he will see if he can schedule a meeting this week and let her know.

11) Old Business

- a) None

12) New Business

- a) Mary Martineau asked if there are any fair themes that would like to be submitted? Makenna Blackburn submitted "50's Greaser" as an idea and Payton Scott, on behalf of the Scott and Martineau families, submitted "50 Years of Fairs, Family and Fun!".
- b) Charles O'Neal mentioned he went to the RJF grounds to check the ice machine and see if it works. When he left, he locked everything up but when he went back the gate was open. He was not sure if someone came to the grounds that day or not. Had he not come back that day; it would have been open all weekend. Robby Storton mentioned talking to John Wolfe about changing the combo to the lock for this year. Charles O'Neal also mentioned there are four locks on that gate. Laird Nelson followed up with the other locks are for SDG&E, Ramona Unified Water District, etc., which is why they are there.

13) In closing, Robby Storton announced the next RJF meeting will be Monday, January 4th at 6:30pm. He also wished everyone a Merry Christmas and Happy New Year. If anyone has any questions, please contact a BOD member.

14) Meeting Adjourned at 7:45 P.M. Motion/Second: Michelle Scott/ Mary Martineau. Discussion: None. Motion passes unanimously.

Respectfully Submitted,

Michelle Scott
RJF Secretary

Minutes Approved at RJB BOD Meeting January 04, 2021