



Ramona Junior Fair Incorporated

Board of Directors
Minutes
April 5, 2021



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 6:57 PM.
- 2) Flag Salute
- 3) Roll Call of Directors
 - a) **Directors Present:** Robby Storton, Charles O'Neal, Kristy Parker, Michelle Scott, Mary Martineau, Laird Nelson, Danielle Zurcher-Upson, Victoria Stanley, John Wolfe, Curtis Martineau, Ryan Barton, and Makenna Blackburn.
Members Present: Gwen Alexander, Jeff Becker, Kristin Blackburn, Shelby Bueno, Jacob Crosslin, Matthew DePonte, Jena Glasgow, Trevor Herman, Deb Huff, Casey King, Jasmine King, Audrey Lent, Stacey Nelson, Stacey Pate, Travis Scott, Adelaide Sorbo, Lori Sorbo, Russel Sorbo, Athena Wolfe, Ben Upson
- 4) President Robby Storton presented the agenda. A motion was made to approve the agenda for tonight's meeting. Motion/Second: Mary Martineau/Charles O'Neal. Discussion: None. Motion passes unanimously.
- 5) Secretary Michelle Scott presented the minutes for review from the March 1st meeting. A motion was made to approve the minutes. Motion/Second: Michelle Scott/ Mary Martineau. Discussion: None. Motion passes unanimously.
- 6) Treasurer Kristy Parker reported financials for March 1st thru 31st, 2021. Submitted. **April 5, 2021:** Starting balance as of March 1st: \$33,672.82. Ending balance as of March 31st: \$32,357.53. There were expenses of \$1,615.29 and income of \$300. The new Chase Business Acct has been opened and this is a reading of all combined accounts. A motion was made to approve the treasurer report. Motion/Second: Kristy Parker/Danielle Zurcher-Upson. Discussion: None. Motion passes unanimously
- 7) Open Forum
 - a) Daniel Scephurek introduced himself and his new business KCW Custom Processing. He is a local resident who is opening his own full custom USDA spec mobile butchering unit. He has been butchering animals for 17 years and wants to serve his community of Ramona by being their local custom butcher. He would also like to donate the full butchering of a small lamb and hog and donate all the proceeds to the RJF to help raise money for the kids. He will be processing all animals at his home out of his mobile butcher unit and clients are welcome to come by and see their animals and be involved in the process. His current turn around time for small animals is 4 days. Everything comes wrapped and labeled with 3 layers of protection which can last in the freezer 6 months to a year. He can handle small animals right now and as soon as he gets his mobile unit, he can do beef as well. He will be launching his Facebook page as soon as he gets the mobile unit and he is up and running. His business number is his personal cell phone number, and he is always available to talk.
Robby Storton told Daniel to contact Charles O'Neal for auction day information and to contact Mary Martineau for help with advertisements. The BOD will also get him Victoria Stanley's contact information for the sponsorship opportunity of donating the full butchering of a small lamb and hog.
 - b) Stacey Pate, the treasurer of the Ramona Ag Boosters, informed the board of an upcoming fundraiser they are having called "Ag Boosters Days of May". They will be raffling off prizes every day of the month of May that have been donated by local businesses. They are selling raffles tickets starting next week which cost \$10 per ticket. She asked for the BOD help to advertise this fundraiser. A motion was made to help advertise the Ramona Ag Boosters "Days of May" fundraiser on the RJF website and social media platforms. Motion/Second: Michelle Scott/ Charles O'Neal. Discussion: None. Motion passes unanimously
 - c) Bella Pate, a student from the Ramona High School Ag Program, informed the RJF BOD that there are a lot of students that want to get into the Ag program at Ramona High School but are unable to because there are not enough ag teachers to support the number of students that want to join. She asked if the board and the members of the RJF would ban together to write letters and make phone calls to the principle, the school district and the school board asking them to look at the numbers and consider hiring another ag teach to help the program grow. Right now, the school is making cuts of 150-180 students from participating in the program because the department cannot handle those class sizes due to a lack of teachers, which in turn is keeping the program from potential growth. We live in an agricultural town and this program is important and with the help of the community, they hope to show the school district and the school board how important the growth of this program is. Kristy Parker suggested writing a letter on behalf of the BOD and Robby Storton and the rest of the BOD agreed.
- 8) Officer Reports
 - a) **President:** No Report
 - b) **Vice President:** No Report

- c) **Secretary:** No Report.
 - d) **Treasurer:** No Report
 - e) **Fair Administrator:** Mary Martineau reported that she has sent text messages to both Kelly Tullock and Don Dyer about weigh masters and getting it on the calendar. She is also working on the premium book and getting that out to all the superintendents.
 - f) **Board Members:** No Report
 - g) **Youth Directors:** Makenna Blackburn reported that the next steering committee meeting will be April 21st at 6:30pm.
- 9) **Livestock Superintendent:** Curtis Martineau reported that he is still working on finding a Home Ec chairperson. He has been working with some alumni about taking that position and he will let everyone know as he makes more progress with that. He also presented Russell Sorbo as an option to fill the poultry superintendent spot. Russell knows poultry very well and has volunteer to come and give back to the fair. A motion was made to make Russell Sorbo the poultry superintendent. Motion/Second: Curtis Martineau/ Michelle Scott. Discussion: None. Motion passes unanimously.

Curtis also reported that some of the people from the Freedom of Liberty Show came down and helped move and spread the asphalt grindings at the fairgrounds. They are working on a date for set-up, and they are handling all their own advertising. They will be bringing in their own stuff and wont need much of our materials. They will be using our parking at the fair grounds and behind the fair grounds which was approved by Art Thompson. They are not affiliated with the Ramona Junior Fair, they are their own entity leasing the property and they have all their own proper insurances. Due to time constraints, the RJF BOD held an emergency meeting which approved the leasing of the property. This has also been approved with the RPR, the Rodeo Association and the Water District. The RJF charged the Freedom of Liberty Show to use the grounds and the proceeds will go into the RJF General Fund.

10) Standing Committee Reports

- a) **Scholarship Committee:** Michelle Scott reported that the scholarship application deadline ended this past Saturday at midnight. She will be calling applicants this week to schedule interview dates and times. The interview dates will be April 12th, April 13th and April 21st from 3:30pm to 6:30pm. They are offering both in-person and zoom options for these interviews; however, she strongly encourages kids to interview in person if possible. If you cannot wear your 4-H uniform due to current 4-H guidelines you can wear dressy business attire. At these interviews, you are not representing 4-H you are in fact representing yourself. Robby Storton agreed that in person is the best option for these interviews because it makes for a better interview. The next Scholarship Committee meeting is April 27th @ 6pm.
- b) **Budget Committee:** No Report
- c) **Auction Committee:** Charles O'Neal reported that Matt Goram will be returning as one of the auctioneers. Roy Fiero has confirmed for firewood. Charles still needs to talk to people about donating the meat. The community center will not allow the usage of their facility this year due to Covid-19. He also reported that Russ Christensen has purchased all the video equipment needed for the hybrid online auction. He needs to talk to Curtis about where to put it. This year, it will be both an in-person and online event which will hopefully boost the auction numbers. He is also looking for a photographer so if anyone has suggestions, please let him know. Stacey Pate suggested Ernie Tyler who is a local photographer. Jeff Becker also suggested Tim Connelly. In addition to a photographer, he is also looking for another auctioneer. Mary Martineau suggested Brain Cantner as a potential auctioneer. He is out of Fallbrook and has said he would do it.
- d) **Steering Committee:** Ryan Barton reported that at their last meeting was March 17th and they went over a few updates. The next meeting will be April 21st @ 6:30pm and they will be discussing t-shirt designs. They hope to see more attendance. Makenna Blackburn reported that at the last meeting they talked about scholarships and congratulated those who submitted and entry for the art contest. She said they are trying to get more committed attendance because they only had one person at the last meeting.
- e) **Premium Book Committee:** Mary Martineau reported that they are working on it and will have more to present to the BOD at the next meeting. She will also be announcing the art contest winner towards the end of the meeting.

11) Ad-Hoc Committee Reports

- a) **Chamber of Commerce Committee:** Robby Storton reported that the Chamber has been scheduling events and opening back up. They are excited to hear that the RJF is moving forward with opening things back up and they have given their full support. Charles O'Neal spoke with Susan with the Chamber of Commerce and she has given him feedback as to what they are doing with the Country Fair and piggy backing off the two fairs by having them around the same time as they have done in the past. They are working along side us now and they are really motivated and highly supportive of what the RJF BOD is doing. Robby Storton said we will keep moving forward based on what the County is telling us.
- b) **Parks Board Committee:** Same as Chamber of Commerce Committee report.
- c) **Construction & Grounds Development Committee:** Laird Nelson reported that weekend before last the grindings were moved and spread. Some people from The Freedom and Liberty show came down to help. He will continue to get the grounds ready with Curtis Martineau for the upcoming jackpot show. After the jackpot show, he

will work on removing the old scale and install the new one. The concrete pad will need to be redone as well as the fencing for the new scale. Also, the old scale was posted for sale and there has been some interest in it.

Jeff Becker shared that he and his wife Robin Becker are the interested parties, and they would like to purchase it and donate it to the Ramona High School Ag Department. They would like to make a donation to the RJF in the amount of \$400 to pay for both the scale and the cost to remove it. A motion was made to accept the sale price of \$400 for both the purchase price of the scale and cost of removal. Motion/Second: Laird Nelson/ John Wolfe. Discussion: None. Motion passes unanimously.

Laird Nelson also reported that he will give everyone notice for when the clean up will happen at the fairgrounds in preparation for the jackpot show. Much help is needed.

- d) **Computer Committee:** No Report
- e) **Camping & Security Committee:** John Wolfe reported that he has a bag of keys and just needs to figure out where they all go. Jeff Becker offered to help him with that. John also reported that he will get pricing for a deadbolt for the fair office and some more combo locks to change out some of the old ones. Mary Martineau mentioned that the Home Ec code might need to be changed because it has been the same code for many years. Robby Storton agreed and said he will have John Wolfe change the code and get the new code out to all the right people.
- f) **Fair Marketing & Education Committee:** Deb Huff reported that she has been working with the Ramona Sentinel about making a program for the RJF that will be in the newspapers that are released two weeks prior to the fair. She has also spoken to Karen who is the president of the Chamber of Commerce about promoting the County Fair with the RJF. She has been interviewing many people from the 1970's and still has more interviews to come. The common theme with all the people she has interviewed is that they all want to come back to the RJF. With that, she has been researching what draws people to the fair such as photos, picture boards, etc. She has been talking with several local print shops and graphic artist, but for what she wants done they are telling her its going to be thousands of dollars. She did find a guy, Maverick, that makes fair posters, and he is willing to work with us. This is what he specializes in and his work is beautiful. He would design our own font catered specifically to the RJF as well as a poster design and posters. He will give us 500 posters, including the font and design for \$3,000. These posters would be put up in store fronts all over Ramona and then the extra posters could be sold to raise money for the RJF. The design works takes two weeks so she will need to know soon if the BOD supports the idea and wants to move forward with it. She knows it is a big ask but it is also a big year. Robby Storton stated he would be willing to donate to the cost and so would others. He agrees this is a big year being the 50th anniversary and doing something special is important. However, a decision needs to be made tonight at this meeting to get the design done and approved and be able to have them posted in stores by June. Robby also mentioned this would be a permanent RJF font that can be used for future years on letter heads, etc. and the cost will not be an issue because either through donations or posters sales, we would make the money back. Kristy Parker asked about looking into local artist and print shops and Deb mentioned she has, and they are all very expensive, but she welcomes anyone who would want to do their own research on it. Kristy Parker also shared concerns about the size of the posters being too big to post in store fronts. Deb Huff mentioned she has talked to some businesses and they seem open to it. Stacey Pate also shared the same concerns as Kristy about store front windows being limited on space especially since they have all these new Covid regulations that need to be posted in the windows which limits the spacing. Jeff Becker asked if designer would give us the file to print smaller posters which he can do through his company. Robby Storton mentioned that they have a possible donor to cover the cost to do this but that is still being worked on. A vote needs to happen tonight due to limited timing for these posters to be designed and printed. A motion was made to approve the cost of \$3,000 for 500 posters, and the rights to a custom font and artwork that can be used on letterheads, etc. And if we can recoup the cost, we will. Motion/Second: John Wolfe/ Charles O'Neal. Discussion: Kristy Parker does not agree that it is fiscally responsible to spend that money with where our financials currently are. Counted Vote taken; In favor: Charles O'Neal, Michelle Scott, Mary Martineau, John Wolfe, Victoria Stanley, Dani Zurcher-Upson, Makenna Blackburn and Ryan Barton. Opposed: Kristy Parker. Abstained: Laird Nelson. Motion passes.

Regarding what should go on the posters, Mary Martineau suggested a picture of a cow would be good since we are a cattle town. We can also include a picture of a pie with the pie auction date amongst other important details for the RJF. The BOD will approve what is to be on the posters after the meeting. Deb Huff mentioned that if we decide to do t-shirts that will be an additional cost that can be discussed later.

- g) **Awards Committee:** Victoria Stanley reported that she finished the sponsorship letter which was emailed to the board prior to tonight's meeting. The BOD will review the letter and get her an approval by next week.
- h) **Pie Auction & BBQ Committee-** Robby Storton reported that this year we will not have a kitchen available, so we are discussing doing pre-packaged meals and doing a possible hybrid auction option as well. The meals would be pre-order style meals with meat, bread, potato salad and beans. They would cost \$40-50 per meal. He is also working on theme and he will connect with Deb Huff on that so they can bounce ideas off each other with some of the things she has already been working on with celebrating the alumni and their continued support from past RJF years. Robby is also working on getting swamp coolers to keep the area cool. Jeff Becker mentioned that the

historical group has a cook trailer if the BOD would be interested in talking to them about using it. He also mentioned the Big Ass Fan sells swamp coolers and they might be willing to donate.

- i) **Grants Committee-** No Report
- j) **After Auction Committee-** Jasmine King reported that the after-auction committee meeting will be held Wednesday, April 7th at 7pm.
- k) **Bylaws Committee:** Charles O'Neal reported that the revised Bylaws have been posted on the RJF website for the past month. A motion was made to approve the new Bylaws as revised. Motion/Second: Charles O'Neal/ John Wolfe. Discussion: None. Motion passes unanimously.
- l) **Pandemic Response and Education Committee:** Charles O'Neal reported that they did not have a committee meeting last month. He has been keeping in contact with Lori Sorbo on County guidelines. The County has moved up a tier which opens a lot more opportunity for the RJF to hold in-person events. He has been in contact with 4H leaders in northern counties and they can meet in person, so he is keeping an eye on that. He is hoping we can start doing a partial in-person option so 4H leaders can at least come to members houses to see their animals.

12) Old Business

- a) Mary Martineau announced the winner of the RJF art contest is Abigail Ash from the Ramona Stars 4-H. She thanked and congratulated all the participants. She also motioned to approve the cost of \$100 for gift cards for the winner and other participants. Motion/Second: John Wolfe/ Charles O'Neal. Discussion: None. Motion passes unanimously

13) New Business: None.

14) In closing, Robby Storton announced the next RJF meeting will be Monday, May 3rd at 6:30pm.

15) Meeting Adjourned at 8:40 P.M. Motion/Second: John Wolfe/ Dani Zurcher-Upson. Discussion: None. Motion passes unanimously.

Respectfully Submitted,

Michelle Scott
RJF Secretary

Proposed minutes to be approved at RJB BOD Meeting May 03, 2021