



Ramona Junior Fair Incorporated



Board of Directors Minutes March 1, 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 6:36 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, Curtis Martineau, Ryan Barton, and Makenna Blackburn.
Members Present: Russ Christensen, Matthew DePonte, Jena Glasgow, Trevor Herman, Deb Huff, Jasmine King, Audrey Lent, Stacey Nelson, Adelaide Sorbo, Lori Sorbo, Russel Sorbo.
- 4) President Robby Storton presented the agenda. A motion was made to approve the Agenda for tonight's meeting. Charles O'Neal asked to move Auction committee announcement by Russ Christensen up on the agenda to be done before 7pm. Motion/Second: Robby Storton/John Wolfe. Discussion: None. Motion passes unanimously.
- 5) Secretary Michelle Scott presented the minutes for review from the February 1st meeting. A motion was made to approve the minutes. Motion/Second: Mary Martineau/John Wolfe. Discussion: None. Motion passes unanimously.
- 6) Treasurer Kristy Parker reported tabled financials for January 1st thru 31st, 2021. Submitted. **March 1, 2021:** Starting balance as of January 1st: \$34,829.36. Ending balance as of January 31st: \$34,412.92. Total Expenses for general checking account of \$413.65. There was a \$3.00 bank fee on the exhibitor acct. and 0.21 cent interest on the savings money marketing account. A motion was made to approve the treasurer report. Motion/Second: Charles O'Neal/John Wolfe. Discussion: None. Motion passes unanimously.
Treasurer Kristy Parker also reported the financials for February 1st thru 28th, 2021. Submitted. **March 1, 2021:** Starting balance as of February 1st: \$34,412.92. Ending balance as of February 28th: \$33,672.82. There was income of \$15.38 from Amazing Smile. Also, a 0.19 cent income from our savings money marketing account. Expenditures from general checking account of \$752.67 and \$3.00 service fee from the exhibitor account. A motion was made to approve the treasurer report. Motion/Second: Makenna Blackburn/ Mary Martineau. Discussion: None. Motion passes unanimously.
Robby Storton asked if we had any outstanding exhibitors checks and Kristy Parker confirmed. She said she will reach out to those people to get those cleared.
- 7) Open Forum
 - a) Mary Martineau suggested we allow Russ Christensen to give his auction committee presentation now.
 - b) Russ Christensen presented a slide for the Hybrid Auction camera setup in addition to his presentation from the February RJF BOD meeting. This slide detailed what equipment would need to be purchased to run the online portion of the hybrid auction. He is willing to lend some of his own camera equipment this year until the RJF decides if this will be the new platform for auctions in the future. If so, the additional equipment he is lending would need to be purchased by the RJF for future hybrid auctions. (See attached slide). A motion was made to approve the purchase price of \$500 for equipment needed to run the hybrid auction. Motion/Second: John Wolfe/ Charles O'Neal. Discussion: None. Motion passes unanimously
- 8) Officer Reports
 - a) **President:** No Report
 - b) **Vice President:** No Report
 - c) **Secretary:** No Report.
 - d) **Treasurer:** Kristy Parker reported that she would like to confirm that the bread truck is still a non-operational vehicle. It was confirmed it is still non op with the DMV. She also reported that she would like to change the RJF bank accounts from Bank of America to Chase Bank. Chase Bank offers a better business checking program with less fees than Bank of America. Chase is also running a promotion this week where they will give \$300 if you open a new account with them. Mary Martineau added that Chase also offers online payments as well as the square account for card transactions. All around, they offer better options for business accounts than Bank of America and we can save money each month as well since they do not charge all the same fees as Bank of America. A motion was made to change the RJF bank account from Bank of America to Chase Bank. Motion/Second: Mary Martineau/Charles O'Neal. Discussion: Kristy Parker asked for separate minutes that record the motion and passing vote to change bank accounts as well as the new listed signers (Treasurer, Fair Administrator and Vice President) on the account which is required by the bank to open the new account. Motion passes unanimously.

- e) **Fair Administrator:** Mary Martineau reported that she was been attending the Del Mar Fair meetings. They are having meetings every month from here on out. Del Mar has announced that regardless of what happens with the carnival/food vendor side of the fair, they will be having an in-person livestock show and auction. The dates they have planned for are June 21st thru the 25th. Mary also asked if this year, RJF will be opening our fair up to East County again. Her suggestion is no, especially since Del Mar will be having an in-person livestock show and the fact that East County has voted to not allow Mary. Mary suggested that the BOD decides before the ownership deadlines so others outside of our boarder can plan ahead. A motion was made to reinstate our boarders as before allowing only North County clubs and organizations to show at the RJF fair, but to keep breeding open to all. Motion/Second: Mary Martineau/ Michelle Scott. Discussion: Kristy Parker asked why we keep breeding open. Mary Martineau stated it is left open to increase premiums and bring in more money for the fair. East County, Del Mar and other local fairs also keep breeding open. Motion passes unanimously.
 - f) **Board Members:** No Report
 - g) **Youth Directors:** Makenna Blackburn said she has been getting questions about the pie auction and tarp tying. Robby Storton mentioned he will be discussing that during the committee reports.
 - h) **Livestock Superintendent:** Curtis Martineau reported that Kim Newcomer had to step down from Home Ec so he is looking to fill that position. He has a few names in mind but if anyone is interested or has a recommendation, please email him. Once he has someone lined up, he will present that person to the BOD.
- 9) Standing Committee Reports
- a) **Scholarship Committee:** Michelle Scott reported that the committee has decided on a 4-member panel for scholarship interviews and moved to have the BOD approve the 4 panelists. Motion/Second: Michelle Scott/ Mary Martineau. Discussion: None. Motion passes unanimously. A meeting was held after the RJF BOD meeting to approve the names of the panelists by the BOD. Names are being withheld. The next Scholarship Committee meeting is March 3rd @ 6pm.
 - b) **Budget Committee:** Kristy Parker reported that they have been comparing the numbers from 2012 and 2020 to come up with a budget for this year. It has been hard to set a budget with the uncertainties of having a pie auction or other fundraising opportunities. Changing banks will help save money every month with the reduction of bank fees but she suggested possibly adding a 1% fee to all add-ons that come in from the auction. This can help offset costs of the fair. Mary Martineau agreed to adding a 1% fee to add-ons because they take time to process and it can help cover the cost of printing and mailing receipts in addition to other costs. Charles O'Neal also agreed that add-ons take a lot of work and this could help off set the cost of processing them. He also suggested we do a 1% increase across the board, adding 1% fee to add-ons and increasing the 3% animal sale auction fee to 4%. Kristy Parker also suggested setting a pre-determined scholarship dollar amount to be offered the same every year as well as a pre-determined amount of scholarship recipients we will award each year. This will allow for better budget planning and it will be less discouraging to applicants because each year will be a set amount to make it fair for each recipient every year. Deb Huff asked if that has changed because she remembered it to be \$1000 per scholarship with the additional \$500 Memorial Scholarship. Kristy Parker mentioned that since she has been on the board, the amounts have always varied because there was nothing written in stone as to what those amounts would be, and it always went off what could be afforded each year. Robby Storton suggested tabling the vote of the 1% fee increase as well as determining scholarship amounts to give more time for discussion. Charles O'Neal suggested that we get some of the committees together to further discuss these ideas and we will hopefully have more information to present at the April RJF BOD meeting.
 - c) **Auction Committee:** No Report other than what was presented by Russ Christensen earlier in the meeting. The next auction committee meeting will be March 10th, 2021 at 6:30pm.
 - d) **Steering Committee:** Ryan Barton reported that at their last meeting they went over art contest ideas and dates. The next meeting will be March 17th @ 6:30pm.
 - e) **Premium Book Committee:** Mary Martineau reported that now that they are done helping with the changes to the ByLaws and helping with the scholarship committee, she can devote more time working on the premium book. She also mentioned that one thing to consider is removing veal for upcoming years. We lose \$300 and force buyers to purchase them each year. Kristy Parker asked when we should have veal decided upon for best advanced noticed. Mary Martineau stated we should announce it after this year's fair, no later than September 2021. She also mentioned that Del Mar announces things of this manner before rules come out. This will be further discussed in future meetings to come up with a decision and announcement date.
- 10) Ad-Hoc Committee Reports
- a) **Auction Committee-** No Report
 - b) **Chamber of Commerce Committee:** No Report
 - c) **Parks Board Committee:** Charles O'Neal reported that the Parks Board had their first meeting last month. Kristy Parker asked if they held an in-person meeting and Robby Storton confirmed that they did. Charles O'Neal stated that they are allowing horseshoe tournaments, draft picks and limited practices for girls' softball and boys pony baseball. There is currently no girls' soccer or adult softball. They are subleasing those fields for other uses. Both Charles O'Neal and Robby Storton are now on an email chain with Dawn Perfect so they will stay informed with what is going on.

- d) **Construction & Grounds Development Committee:** Laird Nelson reported that he graded the pig barn, moved the bleachers in and did some mowing and weed eating at the fairgrounds. He is also working on clearing out behind the Home Ec building so he can start moving the grindings. About a week and a half ago, Jeff Becker and his dad brought the Big Ass Fan to the fairgrounds and they are storing it in the Home Ec building. He also picked up two boxes and a folder from Kim Newcomer for the new Home Ec person, which was put in the office on the desk.
- e) **Computer Committee:** No Report
- f) **Camping & Security Committee:** No Report. No update on keys. He still needs to speak with Charles O'Neal on this.
- g) **Fair Marketing & Education Committee:** Deb Huff reported that she is conducting interviews and has interviewed 11 people so far. She spoke with Robby Storton and got approval from both him and Mary Martineau to start posting on the Facebook page pictures of people from the past showing at the fair with some quick bios. These will not be the same people she will be writing articles on in the newspaper and journal. If we go through with an in-person fair, she would like to have some signage made and what type would everyone want (banners, etc.). She would like it to be somewhere that is visible coming into Ramona. This would-be signage announcing the fair, anything that would help bring in more people. She just wants to be sure she is doing what the BOD would agree to. She has a friend that owns a sign company and Michelle Scott has a recommendation as well. She would also like to develop a brand. The BOD agreed that would be a great thing to look into and try to make happen. Mary mentioned we cannot use the FFA logo in our branding, though.
- Deb Huff also mentioned that out of the 11 people she has interviewed, 4 of them would like to now come to the fair. With that said, she would like to design a personalized invitation to send out to bring in more people. Robby Storton said he is willing to donate money to make that happen.
- h) **Awards Committee:** Victoria Stanley reported that she has the sponsorship letter drafted and it was presented to the board (see attached letter). Dani Zurcher-Upson said this letter will help clarify our sponsorship recognition so much better. Charles O'Neal feels it will motivate more people to sponsor the fair. Michelle Scott mentioned she loved how well defined the tiers are. Victoria will email out the letter to the BOD so everyone can review it and we can vote on it via email next week.
- Kristy Parker mentioned that she has a large stack of returned mail and wondered if we could get a new list of updated addresses for our sponsors, vendors, after-auction, etc. Mary Martineau mentioned that some of her TA's could work on updating a do not mail list and then that could be distributed to the proper people to know which addresses need to be updated. Kristy Parker said she could email Jasmine King, Charles O'Neal and Victoria Stanley with what letters came back so they can check their list to see if they have already updated those addresses or if they need to be updated.
- i) **Pie Auction & BBQ Committee-** Robby Storton wants to schedule both an in-person and virtual meeting on Thursday, March 25th at 6:30pm. Prior to this meeting he has been getting dates and would like an approval to have the Pie Auction on July 17th, time TBD. A motion was made to approve the Pie Auction date of July 17th. Motion/Second: Robby Storton/ Mary Martineau. Discussion: None. Motion passes unanimously.
- Robby will be looking at this committee and he would like to jump on Deb Huffs band wagon to have the same idea of capturing the history of the fair and honoring those who have been apart of the fair since the beginning. If we cannot bring food in to serve at the pie auction, we can do something like the tri-tip fundraiser put on by the Ramona Ag Boosters. This will all be further discussed at the March 25th meeting.
- j) **Grants Committee-** No Report
- k) **After Auction Committee-** Jasmine King is working on putting together a meeting. Anyone who is interested in joining this committee can contact her via email at king094@cougars.csusm.edu or call her at 760-468-0375. Michelle Scott offered to email this information to all the members and both her and Mary Martineau can get it on social media and the website as well.
- l) **Bylaws Committee:** Charles O'Neal went through the first reading of the revised Bylaws (please see revised Bylaws posted on the Ramona Junior Fair website). The second half will be presented at the next RJF BOD meeting. If anyone has any questions about the changes to the Bylaws, please email Charles O'Neal at vicepresident@ramonajuniorfair.org.
- m) **Pandemic Response and Education Committee:** Charles O'Neal reported that the committee has developed tiers which is part of the reopening plan (see attached diagram). He thanked Lori Sorbo for typing up this tier diagram because she has been able to provide a lot of inside information since she works for the County. They also talked about what to classify the RJF as whether that be educational or agricultural. It is difficult to navigate a reopening plan until we establish that classification. Choosing one classification will help when moving forward on how to operate during this pandemic. We are a little bit of both, we just need to decide which one we fall under more. Currently we are at the red tier. We are hoping to be in the orange tier by May with a goal of yellow by fair time (if possible). Once they can establish a classification, they can submit their reopening plan to the County. With that said, they want one classification that is established from here on out and not jump back and forth.

Jasmine King shared her concerns about the 4-H kids having to abide by 4-H guidelines. Debbie McAdams from the County said as of right now, 4-H kids cannot meet in person and Jasmine wants to be sure that we are working with County 4-H when moving forward toward fair time. Charles O'Neal stated that he will reach out to the Debbie McAdams at the County to get more information on it. He also mentioned the option of 4-H kids showing as independents, which we do not want to have to have happen, but it would be an option to those who really want to show in person if it is not allowed by County 4-H. Mary Martineau confirmed that she would choose this independent option for her kids if that was the choice she was faced so her kids could show in person, but it would be a personal choice people would need to make for themselves. She also stated that we need to have guidelines for this option so kids who may be thinking about showing as independents have the information they need ahead of time. Kristy Parker asked if we could be sure to have information out about 4-H guidelines before purchase price deadlines, so people are aware of what is allowed before purchasing their animals. Mary agreed to the importance of this issue. Mary also mentioned that Napa County 4-H had an in-person field day recently so it might be worth looking into what information they have. Kristy Parker asked if we will officially decide within the near future as a board on how we can allow 4-H, FFA and Grange to be able to show under the current guidelines if they are not allowed to show based on their organization's guidelines? Charles O'Neal said they are doing their best to answer that but right now it is a difficult answer to give because of so many unknowns. Robby Storton clarified that whoever wants to show will have the opportunity to show this year on some platform or another. We will make sure to have an option that works for everyone. The next Pandemic Response meeting will be March 24th, 2021 at 6:30pm.

11) Old Business

- a) Laird Nelson reported that some research, the board has settled on a sale price of \$250 for the old RJF scale. It will be advertised on the website and by word of mouth until the next RJF BOD meeting and if we have no buyers, we will offer it to the Ramona Ag Boosters as originally decided.
- b) Mary Martineau announced we had 5 entries for the art contest which will be sent to the BOD to be voted on. She asked if we will be doing a reward for them and if so, what did we want to do for that for the winner and the other 4 who entered as well. In the past, the winner got a \$50 gift card and the runner ups each got a \$10 gift card. Dani Zurcher-Upson motioned that we give the winner a \$50 gift card and each runner up a \$10 gift card, totaling \$90. Second: John Wolfe. Discussion: None. Motion passes unanimously

12) New Business: None

13) In closing, Robby Storton announced the next RJF meeting will be Monday, April 5th at 6:30pm.

14) Meeting Adjourned at 8:41 P.M. Motion/Second: Michelle Scott/ John Wolfe. Discussion: None. Motion passes unanimously.

Respectfully Submitted,

Michelle Scott
RJF Secretary

Minutes Approved at RJB BOD Meeting April 05, 2021