



# Ramona Junior Fair Incorporated



## Board of Directors Minutes August 30, 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 6:39 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:** Deb Huff, Travis Scott, Lori Sorbo, Carolyn Audibert, Kristen Blackburn, Stacey Nelson, Morgan Nelson, Diane Collins, Russ Christensen, Jasmine King, Casey King, Athena Wolfe, Larry Hawkins, Robert Wilson, Trevor Herman, Russell Sorbo.  
**Guest Present:** Mandy Garner, Rita Ortiz, Chrissy Tobiason.
- 4) President Robby Storton presented the agenda. A motion was made to approve the agenda for tonight's meeting. Motion/Second: Mary Martineau/ Michelle Scott. Discussion: None. Motion passes unanimously.
- 5) Secretary Michelle Scott presented the minutes for review from the June 7<sup>th</sup> meeting. An amendment was presented by Stacy Nelson to change item #7 "b" to read "Haley and Wyatt". A motion was made to approve the minutes with the amendment. Motion/Second: Michelle Scott/ Charles O'Neal. Discussion: None. Motion passes unanimously.
- 6) Treasurer Kristy Parker presented the tabled treasurer report for June 1<sup>st</sup>-30<sup>th</sup>. Beginning Balance: 26,147.58. Ending Balance as of June 30<sup>th</sup>: \$30,659.36. A motion was made to approve the treasurer's report for June 1<sup>st</sup>-30<sup>th</sup>: Motion/Second: Kristy Parker/ Mary Martineau. Discussion: None. Motion passes unanimously.  
Treasurer's Report for July 1<sup>st</sup>-31<sup>st</sup>: Beginning Balance of \$30,659.36 / Ending Balance of \$44,721.39. Motion/Second: Kristy Parker/ John Wolfe. Discussion: None. Motion passes unanimously  
Kristy Parker also shared that all the Bank of America accounts have been closed as of June. She also shared the total income from August was \$345,315.12. Full treasurers report to be presented at the October meeting.  
Financial Reports presented by Kristy Parker: RJF switched banking accounts to save money (from Bank of America to Chase) and because Chase offered more business-friendly options. During Covid times, the fraud prevention program came into play. After the RJF, our accounts were frozen due to the large sum of money coming in from the fair. An investigation was put in place, but all credit card/Venmo payments and checks were frozen during the investigation until proof could be submitted that everything was legitimate. During the time that the accounts were frozen, some checks were returned to people, but we have reached out to them and have gotten everything cleared except for two (contact will be made). Some exhibitor's checks were also frozen, but have sense been cleared. We did have to issue cashiers checks for 5 of them. Please let Kristy Parker or any of the BOD know if you were charged any fees due to return checks and we will reimburse you. We had \$45,000 in credit card sales that were unable to be processed and had to be run again. Only 3 are outstanding that need to be collected on. Kristy is working hard to fix all of these issues and let the community know of it as well.
- 7) Open Forum - None

8) Officer Reports

- a) **President:** Robby Storton expressed his appreciation for everyone who helped with the RJF. He gifted the BOD members with signed posters, and he was proud to work alongside each one of them.
- b) **Th, Vice President:** No Report
- c) **Secretary:** No Report
- d) **Treasurer:** No Report
- e) **Fair Administrator:** No Report
- f) **Fair Clerk:** No Report
- g) **Board Members:** Laird Nelson reported that he will not be serving on the board next year, he is stepping down from his position leaving a one-year position to be filled.
- h) **Youth Directors:** No Report
- i) **Livestock Superintendent:** No Report

9) Standing Committee Reports

- a) **Scholarship Committee:** No Report
- b) **Budget Committee:** No Report
- c) **Auction Committee:** No Report
- d) **Steering Committee:** No Report
- e) **Rules & Premiums Committee:** No Report
- f) **Awards Committee:** No Report

10) Ad-Hoc Committee Report

- a) **Chamber of Commerce Committee:** No Report.
- b) **Parks Board Committee:** No Report.
- c) **Construction & Grounds Development Committee:** No Report
- d) **Computer Committee:** No Report
- e) **Camping & Security Committee:** No Report
- f) **Fair Marketing & Education Committee:** No Report
- g) **Pie Auction & BBQ Committee:** No Report
- h) **Grants Committee:** No Report
- i) **After Auction Committee:** Jasmine King reported that they raised \$8,625 and Barona donated \$1,000 which brought the total to \$9,625. Also, Economizers donated a tractor to the RJF.

11) Old Business: None

12) New Business:

**a) Fair Review:**

**Board of Directors:**

-John Wolfe stated he felt there was a breakdown in communication between the BOD and the leaders and would like to see that change.

-Kristy Parker said it was a great fair and it was good to be in person again. It was a breath of fresh air after the past year. She agrees with John that there needs to be more communication. She felt move-in day went smoothly and the evening shows were great because it opened time for kids to be kids. It used to be hard to get the kids back during the day, but the evening shows brought them back. The music during the shows was great and so were the shavings in the main show pen. She feels the check-out process had some hiccups with the new system, but they were issues we couldn't have foreseen being that it was new. She feels next year we need a 3<sup>rd</sup> checkout window for just add-ons and credit card payments.

-Curtis Martineau shared that he thought Championship Drive was awesome and we should continue doing that each year. New buyers loved the live feed video that was offered. The Steering Committee did a great job, the kids loved all the activities. The improvement to the wash

racks and drainage was great. Ben Upson was a great help with that. Other clubs from down the hill have mentioned to him that they would like to be more involved to help with the RJF.

-Mary Martineau also stated that more kids would like to help from down the hill. She shared that the Superintendents did an amazing job, they took charge with ribbons, etc. She really appreciated the Steering Committees hard work and agrees that all the kids loved it. The judge and his girlfriend shared with her about how cool it was to see the stands full of people and how great the evening shows were. She also shared how amazing the judge was and what a great job he did.

-Robby Storton shared that everyone was amazing with helping. He hopes to have more community events throughout the year to help raise money and bring the community together. It will also help the community to become more aware of our program. Russ Christensen agreed about the community events and said they use to have a Field Day in April or May.

-Charles O'Neal stated that he also felt there was a breakdown in communication. There were people who wanted to help but felt like outsiders and unneeded. His personal goal is to be sure that those who want to help be allowed the chance to do so. He would also like to see more team building between adults. Regarding the fair, he felt move-out day was a bit chaotic. Pens were being broken down too quickly and hogs were hard to load. He thinks better planning needs to be made for self-hauls.

-Michelle Scott shared she felt the fair went well. It was her first fair and first year on the BOD so she is still learning the ropes, but from what she experienced she felt it was great. She also agrees communication is key and that could improve.

-Makenna Blackburn shared that she loved the Championship drive. She also felt communication between the BOD and the kids could be improved. It made kids feel like they couldn't talk to the BOD members comfortably. She would like to see that change so kids are more comfortable to talk to them. She felt the evening shows were great and less stressful. Overall, it was a great fair.

-Ryan Barton shared that he also loved the Championship Drive, it was his favorite part. He had no issues with how the RJF went this year.

-Laird Nelson shared he felt it was a great fair. Suggests rethinking move-in day. The weather was nice and cool but starting at noon is during the heat of the day. He feels the BOD should move in their animals one hour before others to cause less issues.

-Mary Martineau thanked Deb Huff for the advertisement and hard work she invested in the RJF It was a huge draw to the fair and we had a lot of new buyers this year because of it. Also, tons of people are showing more interest in 4-H because of all the advertisement.

-Charles O'Neal mentioned that he went to the RPRA and gave them a run down of how the fair went and they were in "awe" of the amount of participation. They wanted to commend us for all of the hard work and successful fair. They would like to work with us more next year and asked we get ahold of them a little earlier to do so. Our fair really helped them out.

-John Wolfe thanked Ryan Barton and Makenna Blackburn for set-up, take down and watching the kids. He also thanked Robert Wilson and Morgan Nelson for all their help with the fair and the kids. He loved the practice rings because it was great for the kids to practice before shows and it kept the main show ring clean.

-Danielle Zurcher-Upson wanted to 2<sup>nd</sup> what was said regarding all of the positive comments. She loved the night shows. She agrees there are things to work on when it comes to the auction, such as processing of buyers. She also felt the Steering Committee did a great job keeping the kids busy and engaged. She is excited for next year!

-Victoria Stanley echoed all the good things being said. She felt the buyers dinner was great, especially having it on the RJF grounds.

#### Members and Guests:

Deb Huff shared that she was in charge of marketing and advertisement for the 2021 RJF. She felt the imagery of the 50<sup>th</sup> Anniversary was the big highlight of the fair but heard rumors that was all that we were celebrating this year...which is not true because the fair is all about the kids. She

had suggestions from more than just one person that they would like to hear about what is going on with the fair throughout the year. She feels we should think about introducing a newsletter that could be sent out to keep people informed. There are a lot of alumni who would like to come back and help and would love to know how they can do so. Developing alumni base should be considered. She also felt we should develop a better entrance between the RJF and the Country Fair that would serve as a better pathway.

-Mandy Garner shared that a lot of people were asking where to go and how to leave the fair, she agrees better directed pathways would be good.

-Deb Huff also shared that t-shirt sales went great and there are some left over pieces of apparel that are being sold at the Ole' Goat in Julian. She also has some left over posters and is considering buying tubes and mailing them to alumni, might be something to think about.

-Stacy Nelson shared that she loved the Championship Drive and the music that played during it. She loved the judge, even her daughter Morgan loved him and his communication with her. She mentioned that Deb Huffs pictures were amazing. She also loved that Makenna Blackburn had written posters. She felt the nighttime shows were fun, but the pigs got hot and cranky. Finally, she shared her concerns about being open with the Country Fair and the lack of security. She would like to see more security or supervision in the barns which goes along with Deb Huffs idea of having better directed pathways to help keep people moving through our side of the fair. That would keep them from wandering over to the wrong areas.

-Mary Martineau shared that she felt there needs to more lighting from the Country Fair to the RJF.

Athena Wolfe also agreed it was hard to navigate between the Country Fair and the RJF.

-Charles O'Neal mentioned it might be nice to have radios to get in contact with the Country Fair for security purposes. Also having set security at the gate between the two fairs.

-Kristen Blackburn shared that she thought it was a fantastic fair. Being on the BOD is a thankless job and she also feels communication is key. It is important to be respectful to one another and being grateful for all their help. She thanked everyone for their participation and help.

-Chrissy Tobiason share that the whole reason we are here is for the kids. She thought it was a fabulous fair, one of the better fairs in the past 50 years. She thanked the BOD and congratulated them. She loved the Championship Run and the night shows, she felt it brought out more public. She also loved the advertisement and the feeling it produced. She did have a concern about the By-Laws that were approved on April 9<sup>th</sup>. She stated it was not done at an annual or special meeting. She suggests we review that and bring it to an annual meeting for membership approval. Also, she had no issue with the fair date changing but felt it was unfair to the kids the way it was done. Hooves were on the ground when it was decided. Making we could consider adding to the By-Laws that a fair date change needs to happen at least a year in advance. That way it allows the kids to know well in advance for planning purposes. In closing, she commended the BOD for all their hard work and service to the kids.

-Rita Ortiz shared that she is a first-time mom at an actual fair. She was happy to have the practice ring and loved the evening shows. Her family loved the live video feed because some of them were unable to come in person. Her fiancé and her run a cornhole tournament each year and our willing to help the BOD if they want to have their own tournament as an additional event to add during the year. She also shared her concern about move out, they felt like hostages because they were not allowed to leave until 1pm. They had places they needed to be and di not know what they could do. She suggested possibly adding a bullet list of things that need to be done so people are more aware of what they can do to help to move out earlier. She also loved Kristy Parkers idea of having a separate window for checkout to help speed up the process. They lost a barn sale opportunity because they didn't know how it worked. They were turned away from the fair office when they went to ask about it and told to wait until the end of the auction. She suggested possibly having that option at the end of the species being auctioned. She would also like to have more notifications being sent out to members.

-Mary Martineau mentioned to Rita those emails are sent out to leaders with information, such as barn sales, and they are supposed to be relaying that to their club members.

-Charles O'Neal also stated that information regarding the fair is posted on the RJF website. He also suggested coming to BOD meetings to get more information about what is going on.

-Rita Ortiz responded she was also frustrated with the cornhole tournament that was put on by the Chamber during the RJF auction because it split the time between her family. Maybe that could be changed?

-Charles O'Neal responded that he met with the Chamber to plan around their events, but it didn't work for that particular event.

-Rita Ortiz also shared that a list of prospective buyers would be nice to add as well, so that new families like them know who to send buyers letters to.

-Kristy Parker responded that one was sent out by the Sentinel of who purchased animals at last years fair. The BOD cannot send out that information due to privacy reasons.

-Deb Huff added that buyers are listed in the auction booklet as well.

-Rita Ortiz added that having the barn close at 10pm caused them to be locked out when they were coming back from the Country Fair.

-Kristy Parker answered barn closing times were announced at opening ceremony.

-Jasmine King shared that as a club lead and parent, they had a lot of fun this year. They had seniors and it was a great way to end their showing careers.

-Charles O'Neal mentioned that we had a lot of possible new members reaching out/ County 4-H posted sign ups today of you are interested in doing 4-H.

-Athena Wolfe shared that she is a 4-H mom and alumni. She was happy there were no power outages and the new fan in the beef barn was awesome. Round robin was great except there was no interaction with kids about waters being available to them and it was very hot that day. She personally witnessed one girl pass out from the heat and she had to bring her water. Maybe waters can be available to the participants next year. As well as to the other exhibitors during shows and auction. When she went to the horse show, they had waters available for everyone. She also shared that she loved the arenas and the practice rings. She thanked the BOD and is excited for next year. Her daughter had a lot of fun this year.

-Travis Scott shared that he agreed with what was said regarding all the positive comments. He did share his concern about the dog show being put in the sun, there was no shade available in the show ring, but it was nice to have it in the grass. He also shared in his agreement about the lack of communication, and he also felt it seemed "clicky" at times. He feels people need to have more positive attitudes. He also thinks we can do better to help newer members understand how things work who are not familiar with the fair or our organization. Maybe introduce some sort of mentorship.

-Russ Christensen shared that he was heavily involved with the tech side of things. He thanked the BOD because all of his needs were met. He loved the new schedule and the fair in it's entirety. The live and online auction was new this year and it added some technical challenges. However, it worked pretty well, and the auction went well. The biggest challenge was in the office during check out because there was no paperwork. We tried to go paperless this year because they didn't think it would be needed, but because all the buyer information is done online and not locally, it took time for that information to load in the system. It took time for that information to download and if they had the papers, it could have been done more quickly. Thinks it would be a good idea to bring the papers back next year. He mentioned there were two spotters in the live area, both Mary Martineau and Stacy Pate. It took them a little while to figure out their roles because it was all new, so it would be good to have a training session ahead of time for next year. Also, resale did not work, he thought ShoWorks would handle that, but they didn't/ We only had 5 this year so it wasn't too bad to handle. Regarding the barn sales, it was an awkward process that they were not able to handle during the auction due to the chaos surrounding that. He apologized for that. He thinks these features will be better handled next year and he will keep working on that.

For the pre-auction, Mary Martineau was needed in too many places, so he recommended allowing for more delegation of duties to help with that.

-Robby Storton mentioned Dani Upson-Zurchers position was created to help with all of the extra duties Mary Martineau had to handle.

-Russ Christensen also stated that on Friday night during fair week, the internet went down. It was taken care of but did create a bit of a challenge. Regarding the live broadcast, he felt the zoom went well and would like to keep that going. He used a combination of his equipment and the RJF's equipment. His cameras did not like the heat, so he feels it would be better for the RJF to invest in better equipment made for the outdoors. He also thinks more network cables should be run underground and to the Home Ec building. He mentioned he also broadcasted the competitions, which was a great idea, but it took a lot of time. Maybe open up the opportunity for other kids who might be interested in broadcasting to help. He would be willing to mentor that program if we wish to start one as either a part of steering committee or a new 4-H program. Finally, the PA System was intermittent. It was great to have during the auction so he feels it would be worth investing in a better system.

-Larry Hawkins shared that he felt it was a great fair!

-Trevor Herman shared that he had a lot of fun.

-Lori Sorbo shared that her daughter Addy Sorbo said it was a well run fair and she loved the later shows. She thanked Russ Christensen for the virtual shows. Her mom had hip surgery and was unable to make it in person but was still able to watch the shows. She would be happy to donate money to keep the virtual option going.

-Carolyn Audibert thanked the BOD. Her son, Dakotah Audibert, had a great time and he was happy to show in person this year. She felt the kids seemed more enthusiastic. She also like the virtual option because her family who could not be there in person were able to both watch and do add-ons virtually. Investing in the virtual option is important to keep it going.

-Diane Collins agreed with all of the positive comments. She felt the buyer's lunch was great, she heard lots of positive things about it. She suggested that they shut down the Home Ec building during the lunch and put out more tables to assist with packaging the meals. She also mentioned some of the tables are old and worn, the fiber glass is failing on them. Maybe think about replacing those with new tables. She felt Home Ec went great but thinks it would be a good idea to separate some categories.

-Mary Martineau agreed with Diane, that Home Ec and Ag Mechanics should to two separate categories. She heard a few minor complaints about the fact they were not separated.

-Lori Sorbo shared that she noticed Tim Connelly came out to take pictures. She believes this was his first year coming. He was a big help with getting photos out and they were posted to social media which helped with advertisement.

-Robby Storton mentioned that they invited Tim Connelly to come out this year. Robbie also mentioned that club leaders should reach out to their groups to gather more comments and concerns and to email those to the BOD.

-Mary Martineau shared that the Sargent family thanked the BOD for the scholarship involvement.

-Diane Collins also suggested the BOD consider having a suggestion box that could be put out which would allow for more people to share their questions and concerns during the fair. We might get more input that way. She would be willing to handle that if it were something the BOD would like to do.

-Chrissy Tobiason shared that the TV in the Home Ec building was donated to the RJF for their usage. She got it donated and has the chords for it at her house. It comes with a sound bar that can be hooked up to a computer.

-Russ Christensen mentioned ShoWorks has a feature during auction to show live updates, might be something we can use the donated TV for.

-Mary Martineau suggested adding cross over rules to the Premium Book. Club leaders could help develop those rules. She would also like to separate Ag Mechanics and Home-Ec. She also

suggested eliminating “pen of 3”. She would also like to consider getting rid of the veal show. We have a lack of entries compared to the money that is spent to run the show. They also do not get purchased by the packer. We need to decide whether or not we will be getting rid of that show all together. We lose money on it.

-Trevor Herman agreed with Mary Martineau about getting rid of the veal show because it is not worth the money.

-Robby Storton stated that if we are going to get rid of the veal show, it needs to be decided asap.

-Russel Sorbo stated that the veal raised are not what they sell as.

-Kristen Blackburn shared her thoughts about the fair. She stated that the timing of the carcass contest announcement was great.

-Mary Martineau said the judge loved when the carcass contest was announced as well because he was able to compare it with his judging of the animals.

-Kristy Parker asked when we would decide on the veal show and “pen of 3”?

-Jasmine King stated that her club only has one family doing veal and it is currently on their list of projects offered. We need to decide asap because of sign-up reasons.

-Robby Storton suggested advertising the removal of the veal show and “pen of three” to be discussed at the October meeting.

-Kristy Parker shared she is in full agreement of removing the veal show.

-Curtis Martineau announced that we have some fair ground rentals coming up. The Freedom and Liberty Show would like to come back and use the grounds for their jackpot show April 23<sup>rd</sup>-24<sup>th</sup> of 2022. A motion was made to hold the dates only for the jackpot show. Motion/Second: Mary Martineau/ Victoria Stanley. Discussion: None. Motion passes unanimously.

-Kristy Parker reminded everyone that the Liberty and Freedom show is not put on by the RJF. We are only renting the property to them. We have no other association with them other than letting them use our grounds.

-Curtis Martineau also announced the tentative dates for the Pigmy Goat Show, either October 30<sup>th</sup>-31<sup>st</sup> or December 4<sup>th</sup> and 5<sup>th</sup>. They prefer the December dates.

-Kristy Parker announced that there is a baseball tournament at the pony fields (with camping) in October, so that would be an issue.

A motion was made to reserve the dates of December 4<sup>th</sup> and 5<sup>th</sup> for the Pigmy Goat Show. Motion/Second: Mary Martineau/ Charles O’Neal. Discussion: None. Motion passes unanimously.

-Curtis Martineau also announced dates for the Dairy Goat Show, which would be May 14<sup>th</sup>-15<sup>th</sup> or May 21<sup>st</sup>-22<sup>nd</sup>. A motion was made to reserve the dates of May 14<sup>th</sup> and 15<sup>th</sup> for the Dairy Goat Show. Motion/Second: Mary Martineau/ John Wolfe. Discussion: None. Motion passes unanimously.

#### **b) BOD Positions up for re-election:**

Mary Martineau announced there will be 3 positions up for reelection: Robby Stortons, Dani Upson-Zurchers, and Victoria Stanely’s.

-Laird Nelson announced he will be stepping down this year which opens a 4<sup>th</sup> (1 year) position to be filled.

Open floor for nominations:

-Mary Martineau nominated Dani Upson-Zurcher. Dani excepted the nomination.

-Robby Storton nominated Travis Scott. Travis Scott politely declined the nomination.

No other nominations were given.

-Mary Martineau also announced the Junior BOD positions will also be open for election, the 4-H Representative and FFA Representative. Please gather names from clubs for those positions and email them to Mary Martineau so she can announce them at the October 4<sup>th</sup> meeting.

In closing, Robby Storton announced the next RJF meeting will be Monday, October 4th at 6:30pm the RJF grounds.

- c) Meeting Adjourned at 8:28 P.M. Motion/Second: John Wolfe/ Michelle Scott. Discussion: None. Motion passes unanimously.

Respectfully Submitted,

Michelle Scott  
RJF Secretary

Minutes to be Approved at RJB BOD Meeting October 4th, 2021