



A nonprofit 501(c)(3) organization dedicated to growing community through events like yours, and the Super Fair.

Our big spaces inside & out are open for socially-distanced events—contact us if we can help you with yours!



Aug 17-20, 2022

Lancaster County Agricultural Society, Inc.

*A Nebraska non-profit corporation, designated as 501(c)(3) by the IRS
and separate county-level political subdivision
created under Nebraska law in 1870 to promote agriculture & youth.*

MINUTES

Board of Directors Monthly Meeting

7pm -- Thursday, February 18, 2021

Virtual Meeting

under Governor's Pandemic Executive Order 20-36

effective for Public Bodies through April 30 2021

Join online by Zoom, click on: <https://us02web.zoom.us/j/86835182357>

or by phone 1-312-626-6799, Meeting ID: 868 3518 2357

Passcode: 150

Technical issues: call/text Amy at 402-429-1950

President Ronnau called the monthly meeting of the Lancaster Country Agricultural Society board to order at 7:09pm.

Proof of due notice was given in the Lincoln Journal Star, and the Nebraska Open Meeting was shared on screen with explanation of how to find online.

Board members present were Kendra Ronnau, Ron Dowding, Bryce Doeschot, Jennifer Cusick-Rawlinson, John Cooper, Lynn Hagan, Karen Rutt, and Tom Messick. Board member Ron Suing was not present. Also joining the meeting were 4-H/Extension staff Karen Wobig and Tracey Anderson and Extension Board Members Meghan Sittler and Brenda Nepper. LEC Fairgrounds staff present were Amy Dickerson, Susan Bulling, Greg Rook and Sarah Martin. Lancaster County Commissioner Roma Amundson joined as well.

Approval of Minutes—Dowding moved to approve the minutes from January Regular Board Meeting minutes. Messick seconded. Motion passed 7-0 with Hagan abstaining since he was not present at the January board meeting.

Introduction of Sarah Martin: New LEC Fairgrounds Controller, Finance & HR Manager—Dickerson introduced Martin to the board and gave a little background on her previous experience. President Ronnau officially welcome her to the team on behalf of the board. Dickerson noted they went through an extensive search process to find LEC's first Controller, Finance & HR Manager, with input from several LEC managers and the Executive Board helping in final interviews and found Martin to be the strongest candidate out of 12.

Financial report and approval of checks, Update on Pandemic Financing—The board looked through the January 2021 financial report while Dickerson explained. Dickerson noted this report was prepared by former LEC Fairgrounds staff member Lois Hartzell, who is now officially done working for the fairgrounds with her move to South Carolina other than being available for transition to Martin as needed. The financial report included balance sheet and profit & loss statement. Dickerson noted within the balance sheet there is an error that needs to be fixed in the JPA section as there is a payment missing that didn't get into this document prior to the meeting. Dickerson says the board will need to approve the financials with that correction. President Ronnau asked about the plan for the third \$60,000 NHSFR marketing grant that was just awarded to LEC Fairgrounds. Dickerson stated she will bring a schedule with what's already run and what is going to run for NHSFR marketing grants at the next board meeting. The board looked through the January 2021 profit and loss, which Dickerson noted is now in a new format showing the income statement by class. The top shows the various classes, and the left side shows the various accounts to show net income by class. At a glance it is easier to see financials by key activities and share with the public in a much easier way. Dickerson said Bruce Gubser, Sarah Martin and she were working to clean it up a bit more. President Ronnau says this is something the board has been wanting for a while and makes it much more understandable and shows accuracy. Ronnau noted it is still a work in progress and some dollars need to be categorize differently. Cusick-Rawlinson question the name of the "Building Fund-Facility Admin" to be renamed "Overhead Fund." Dickerson said their CPA suggested this term "Building Fund-Facility Admin" term instead, because it more accurately describes the category and is very commonly used. Dickerson noted "Building Fund-Facility Admin" will eventually become "Facility Admin" once the board and team has gotten used to the new term. Dickerson noted this column is unique compared to the others and is the only one that will be allocated to the other operating classes such as Event Center, Fair and NHSFR that receive support from the Facility Admin e.g. maintenance/improvements of the grounds, core staff that support all operations. Cusick-Rawlinson brought up having this data after a whole year will allow the board and management to work on a set budget for each year. Dickerson said for the budget for 2021, they went back to the year prior to COVID-19 (March 2019 to February 2020) to use as a base year to set the budget for this year. Revenue from baseline operations was kept flat with 0% change, which Dickerson said is aggressive in a COVID-19 environment but will be the

easiest to understand what is going on. Dickerson said baseline expenses were set to grow 10% which is conservative in a COVID-19 environment with extra labor and cleaning/disinfecting/barrier costs and with increased labor costs due to the tight labor market and other inflation increases from LEC suppliers. NHSFR that has a very detailed budget which was added into the FY21 budget as well with both expenses and revenues. Cusick-Rawlinson stated the new classes match up well with the audit the board publishes. Dowding moved to approve the January 2021 financial report. Doeschot raised a question, asking specifically what is the board saying when they vote to approve the financial reports. President Ronnau explained the board is saying that what it has just seen and reviewed to be transparent and accurate. Ronnau noted as a public entity, it is important to have a paper trail that the board took the time to discuss and ask questions because the board is in charge of this facility. Rutt added a Friendly Amendment to the motion to accept the January 2021 financial report with the revision to the balance sheet to be made to reflect the bond payments from December. President Ronnau asked if there was any other discussion or questions. Friendly Amendment passed. Dowding motioned to approve the January 2021 financials. Hagan seconded. Motion passed without objection.

Dickerson shared a question that Doeschot asked between board meetings when reviewing the checks. Doeschot noticed there was a line in the report that showed "cash." Dickerson noted that at certain times of year that LEC needs more cash on hand to act as change for large events or busy weeks. Cusick-Rawlinson asked if it was possible to make a note about what the "cash" line was for. Martin stated she would look into this for future reports. Rutt said they should make notes like that as much as possible for the audit or any potential abuse purposes. It was moved by Cusick-Rawlinson and seconded by Dowding to approve the paying of January checks in the amount of \$82,404.21. Motion passed without objection.

Officer and Committee Reports—President Ronnau discussed the facility is up and running since mid-January and that it could always use more staff. Ronnau mentioned to board members that family and friends are welcome to help at farm show. For the Fund Development Committee, Cusick-Rawlinson said to take a look at Hoyt Kraeger's report that was shared with the board and if the board has any questions to direct to Kraeger, Cusick-Rawlinson or Dickerson.

Cusick-Rawlinson left the meeting at 8pm.

2021 Fair Update—Messick sent out a report on the NAFM Conference to the board. Two big takeaways were the support of LB73 sharing of new local gambling revenues proposed from gambling approved in November 2020 with the local Ag Society/county fairgrounds in the same counties. Other key takeaway was recognition of board members that were lost in 2020, which they included our former Secretary Jamie Bauman. President Ronnau mentioned LEC Fairgrounds is not the only fairgrounds that is underfunded in Nebraska, and it's nice to see support from the state of Nebraska for LB73. Ronnau said it is very important to keep good

relations with partners like Nebraska Extension that are key stakeholders of the fairgrounds to conduct their youth programs.

Dickerson noted final fair book corrections are due to Dickerson and LEC Fairground staff member Megan Engel by noon on Friday, February 26. President Ronnau stated the board needs to make a presence with Premium Auction per the fair book and that the board will work with Nebraska Extension to get guidance on this. Bulling gave highlights on new and different happens that are planned for the 2021 fair including the addition of train rides, 4 rib vendors for Nebraska Ribfest, Lancaster County Cornhole Tourney, new dates for motorsport events. Bulling noted Daryl's Racing Pigs will not be at the 2021 fair due to a scheduling conflict on his end, but he will be returning in future years. Bulling said there are a few items that still need to be addressed including finding superintendent for open class sanctioned poultry show and potentially adding an open class dog show. Dickerson gave an update on plans for the 4-H/FFA Family BBQ Picnic, Summer Flea Market and horse shows that will occur during the fair.

Extension Update—Wobig introduced two new Extension Board members Meghan Sittler and Brenda Nepper. Anderson shared plans for the upcoming Virtual 4-H Achievement Celebration, and noted if anyone wanted to attend to let her know and Anderson will get the link sent out. Wobig stated their office is still closed to public, some staff is back in office while some are still at home.

Communication from the public—None.

Operations Director Report (NHSFR Mid-Winter Meeting, WW panels, Construction)—Rook gave the report. Rook stated LEC Fairgrounds is still short-handed and any help at the NE Ag Expo would be great. Rook shared that he and Kraeger attended the NHSFR Mid-Winter Meeting and noted that his big takeaway was that everyone is very much looking forward to being in Lincoln this year. Rook stated construction hasn't moved a lot lately due to weather, but LES has gotten most of its transformer work done and is bringing in a secondary line so it will be looped in case of loss of power on one side. Rook said as the threat level for COVID-19 goes down, he's looking more into CPR and AED training to certify more of the managers and supervisors.

Business Development Report (Sponsors, NHSFR Trade Show)—President Ronnau shared the report that was prepared by Kraeger. It was noted the report reflects what has been invoiced and budgeted, and if there are any questions to direct to Kraeger or Ronnau. Dickerson shared the big news since last board meeting is that NHSFR Trade Show vendors are currently at 26% sold without many of the certain largest sponsor booth applications not in yet, which is where the team expected to be at this time due to COVID-19. President Ronnau mentioned wanting this trade show to be the biggest it has ever been and to share ideas if anyone has them.

Managing Director Report—Dickerson gave an update on LB73, LEC reopening, latest COVID-19 health operating rules, NE Ag Expo/Trade Show season, cell tower and vaccine clinic status. Dickerson stated President Ronnau covered everything on LB73 so far and Amundson stated

that Rick Vest insisted on meeting in person to discuss preparations for the LB73 hearing where the Vest as County Chair would be testifying in support after a 3-2 County Board vote to support LB73. Senator Geist is still excited about the bill and trying to get a pulse on where it is at in the General Affairs committee. Lobbyists are working hard and Bruce Gubser is working on one more piece of investment info over time.

Latest COVID-19 operating update is that LEC Fairgrounds has been open since mid-January when Lincoln/Lancaster County was still in the "red" restrictions. The team is getting ready for the NE Ag Expo, which is their largest trade show which moved from early December to late February. It was noted this event is going to be very different layout compared to previous years due to COVID-19 planning, the team is getting creative with safer food and beverage service, and that the Iowa show was down 50% with capacity and they're expecting about the same at this show.

The cell tower is up, and will be hooked up to Verizon in a month or so. For now, LEC has been told to not hold the indoor space for the vaccine clinic, but the health department is considering a drive-thru clinic in the parking lots as they get more quantities of vaccines. LEC Fairgrounds did hold a small vaccine clinic for 300 last weekend for a local Waverly pharmacy was very pleased. Dickerson also noted that if the board comes into the office to see any staff members that many offices have been moved around to new places to accommodate private office space for the HR portion of Martin's role.

Other business – Doeschot asked if the next board meeting would be in person or virtual. Ronnau asked for the feeling of the group, mentioning the board could still do virtual through April due to Governor Rickett's Pandemic Executive Order. The board discussed, and it was decided the next board meeting on March 18 would be in person with a virtual option.

Executive Session– Rutt moved to enter Executive Session to discuss NHSFR future contracts. Dowding seconded. Motion passed without objections and went into Executive Session at 8:56pm.

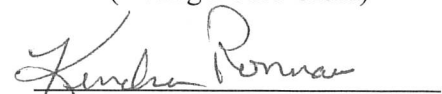
Doeschot moved to come out of Executive Session and Rutt seconded. Motion passed without objections and board came out of Executive Session at 9:36pm.

Doeschot moved that the Ag Society Executive Committee approve the letter to NHSRA responding to future bid format. Dowding seconded. Motion passed without objection.

Adjournment–Dowding moved to adjourn the meeting and Doeschot seconded. Motion passed without objection. Meeting adjourned at 9:37pm.

Respectfully submitted by: Megan Engel – LEC Marketing Coordinator (Acting Board Clerk)


Secretary Cooper


President Ronnau

Next meeting planned: March 18, 2021 at 7pm