



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 1871 to promote agriculture & youth.*

MINUTES

Board of Directors Monthly Meeting

Thursday, January 17, 2019--7:00 pm

Lancaster Event Center – Office Board Room

4100 N 84th Street, Lincoln, NE 68507

1. **Proof of due notice of public meeting and location of Nebraska Open Meeting Act**
 - President Dowding called meeting to order at 7 pm
 - Open meeting rules available electronically, Due notice was posted in newspaper.
2. **Designate secretary for this meeting (Bauman planned to be absent)**
 - Ronnau moved for Dickerson to act as Acting Secretary as Bauman absent, Cooper 2nd. Roll call 5-0.
3. **Roll call**
 - Present: Dowding, Ronnau, Suing, Cooper, Rutt plus guests Tracy Anderson from Extension; Amy Dickerson, Hoyt Kraeger, Susan Bulling from LEC and Danetta Jensen from Llama group.
 - Absent: Messick, Rawlinson, Swanson, Bauman
4. **Approval of minutes from December regular board meeting**
 - Approval of December regular board meeting minutes.
 - Dowding moved, Ronnau seconded to approve as presented. Passed 5-0.
 - Guest Extension Leader Karen Wobig entered meeting
 - Also approval of December annual meeting minutes.
 - Moved by Ronnau, Seconded by Rutt. Passed 5-0.
5. **November, December Financial reports and approval of checks**
 - Dickerson reviewed Nov. balance sheet, P&L. Moved by Dowding, Ronnau seconded to approve Nov 2018 financials as presented. During discussion Cooper asked why West Gate operating account carried a negative balance. Dickerson

answered that this was due to use of line of credit that had been in place for years due to irregular nature of an event center's cash flows with different events moving in and out weekly and noted the balance was actually less negative than last year in Dec. 2018. Carried 5-0. Nov. checks already approved last month per Treasurer Rutt.

- Dickerson reviewed December 2018 balance sheet, P&L. Moved by Ronnau, Rutt seconded to approve Dec 2018 financials as presented. Carried 5-0.
- December 2018 checks were reviewed. Ronnau suggested we move to lower fuel pricing when available as contracts change with State, City. Ronnau moved, Dowding seconded to approve December checks totaling \$225,412.72. Carried 5-0.

6. Officer and Committee reports

• **President (Dowding) – open livestock show update**

- Dowding said Rod Hollman can't be the Open Beef Supt. but will help day of show. Hollman said would show at Open Beef show. Tony Terverti was suggested as potential Supt. Savannah Schaefer, former Cole Meador intern, might be another potential. Susan Bulling to follow-up.
 - See attached report from Susan Bulling on Open Livestock shows on status finding open livestock superintendants to plan/run each show with support from Ag Society providing facility setup from the 4-H/FFA shows week prior and ribbons.
 - Danetta Jensen reported for Open Llama/Alpaca is suggesting to do demos and play exhibition for public to enjoy with no judge cost. Need Ag Society to cover insurance which Dickerson commented was not a problem already covered under fair's insurance. Jensen commented this type of show was very popular for public to watch. She is open on which days to do. Wants to store obstacles on site locked in a stall to avoid having to haul out after 4-H/FFA shows. Could do any weekday evening with 4-Hers, if Saturday could bring more folks including adults who show nationally to demo. Could set up rubber mats as arena anywhere. Dickerson told Jensen the fair would advise which dates/times/locations would work after working through all the open livestock schedules.
 - Open Mini Horse might want to be earlier than Thurs/Fri in the week to not compete with Iowa show. Bulling to follow up
 - Dowding thinks Fri move-in and Sat show would work well for open beef, swine, sheep; Bulling said to think about how this move in would work with carnival going on in front. Try to encourage to move in earlier than carnival opens at 5 pm Fri and to use south side of P1 for all but Swine. Swine for sure have to move in on north side.
 - Open Morgan Horse Show also running Sat/Sun – already booked
- ### • **Vice President (Ronnau) – 4-H /Open fair horse shows update**
- Horse VIPS Jan 29th Ronnau said Kate with Ronnau was sharing plans on 4-H and Open shows

- Rawlinson will be Open Dressage Supt. on Monday before fair before 4-H Dressage show.
- Ronnau commented TBD if Wranglers Assoc. want to do open horse show as we used to do, need to see if room to do this still and they need to have board meeting to decide in mid-Feb. Bulling to look at schedule and get back to Ronnau.
- **Secretary (Bauman) – none**
 - No report as absent
- **Treasurer (Rutt) –explain Accounting Responsibility Chart Update with Gubser departure**
 - Rutt explained that most of Gubser responsibilities transferred to Managing Director Dickerson or Acct. Mgr. Weatherford while have Finance/Budget Mgr. opening
- **Committee Reports as relevant:**
 - **Personnel (Ronnau) – Managing Director Review Process, recent personnel committee team member comment meeting**
 - Ronnau reported that personnel committee held meeting with input from team members 10 days ago and good chance to hear different perspectives. Input was shared with Dickerson in meeting last week.
 - Ronnau handed out Managing Director evaluation forms to board members to be mailed to Ronnau by January 31st.
 - **Others as relevant: Phase 3 (Rawlinson), Grievance (Cooper), Premium Auction (Bauman), NHSFR Rodeo Board Committee (Ronnau)**
 - No reports from Phase 3, Grievance, Premium Auction committees
 - Ronnau said Premium Auction needs to be finalized. Dowding said there was one meeting and main improvement was to better communicate rules and expectations to participants up front. Tracy said Wilkinson was at meeting with lots of good history, clear up misconceptions and said Bauman took lots of notes which will be helpful to drive next steps. Still need to set up next meeting as fair planning deadlines are soon.
 - Ronnau had Kraeger talk about NHSFR update. Dickerson, Kraeger, and Ops Manager Chas Skillett from LEC and Derek Bombeck from CVB are going to Salt Lake City NHSRA meeting next week to do bid for 2026/2027. Main changes to bid this round are NHSRA asking for more campsites (1500 vs. 1250 in 2020/21 bid). Kraeger said on-site hotel at LEC in future would be our answer for competitors to be close to horses is their reason for so many campsites. Ronnau said all the amenities in Lincoln have to be a factor vs. just campsites. Kraeger said we could offer generator camping space if they would like as well. Dickerson said that Lincoln has a lot more close housing options in addition to campsites on property compared to Wyoming facilities including 5000 hotel rooms, 700 off-site campsites within 10-25 minutes. Kraeger said Rock Springs

has 1300 sites with all 50 amp, Gillette has 1800 full service sites (1580 with sewer). Lincoln will get voted on next Saturday 25th on 2026/27 bid.

7. **Authorize Board President to sign Commercial Rights Sales Agreement with APEX**

- Dickerson and Kraeger explained the services that the staff would like to secure from APEX to help sell commercial rights e.g. naming rights, advertising seen by LEC visitors. APEX is national firm that has worked with over 20 different event center to do valuation of marketing value of event center advertising /naming rights as well as to find and negotiate major, long-term advertising, naming rights and pouring rights. The board was shown results of extensive 2-day planning session recently with APEX as well as copies of proposed contract were handed out for review. Ronnau asked about termination clause. Dickerson commented that there was a 60 day termination for any reason we were trying to add but that APEX so far had taken position that the 30-day cure clause was sufficient.
- Ronnau moved, Cooper seconded to approve President Dowding to sign APEX tow-year contract as long as there is the termination clause as shown to board and if there are changes then Ronnau and Cooper will be consulted as a subcommittee with Dowding to approve signing of the revised contract before next board meeting. Passed 5-0.

8. **2019 Fair Planning – Dickerson/All**

- **Fair book deadlines**
 - Dickerson gave update on fair book deadlines to get fair book to 4-H/FFA families Fair Book by March 18.
- **Major entertainment update/schedule**
 - Dickerson showed fair map showing what parts of fair are open 4 days vs. 10 days. Open Static will be checking in same time as 4-H this year.
 - Dowding mentioned traveling Hereford Charles Warner is committed to bring “Charlie The Bull” traveling 100-pound on trailer exhibit will be here for 10 days. Need to determine where to display so safe day and night. Cooper suggested chaining. No charge for this exhibit. Dickerson to determine placement to add to fair map.

9. **Managing Director Report – Dickerson**

- Dickerson mentioned that staff had annual benefits enrollment meeting that morning to review all benefits and remind staff how valuable part of their compensation these are and reason why to stay at LEC long-term. Dickerson mentioned that only major change was to switch to Blue Cross Blue Shield as found good savings vs. last year premiums with same/better benefits.
- Dickerson mentioned that Team Member Manual was going through annual review final changes and would be forwarded to the Personnel Committee and our labor attorney Mark Schorr. Then would be brought to the Board for final approval by Feb or March meeting.

- Dickerson reviewed recent personnel changes including Bulling promotion early January to Guest and Community Relations, Justy Hagan working part-time on LEC animal event planning (contracts, work orders, scheduling) and off to good start working with Event Coordinator for people shows Steph Schrodt and both continuing to consult with Bulling.
- Dickerson mentioned that staffing continues to be tight for example for night/weekend operations crew and we were actively recruiting. Other positions posted or about to be posted include: Payroll Clerk/Back up Accounting Assistant, Finance/Budget Manager with ideally HR Manager role combined, Kitchen Manager to work for Food & Beverage Manager Hartzell, front receptionist full or part time TBD.
- Ronnau suggested to contact Sears, Shopko closing down for new staff
- Dickerson showed copy of four-page newspaper style LEC Annual Impact Report being prepared to mail in February during 18th anniversary month of LEC.

10. Other business

11. Communication from the public (5 minute limit per person)

- Karen Wobig expressed appreciation for Ag Society getting info early into Vicki for the 2019 Fair Book, very helpful.

Adjournment

Moved by Dowding, Seconded by Ronnau. Passed 5-0. Adjourned at 9:08 pm

Next Meeting:

7 pm, Thursday, February 21, 2019

Handout: 2019 Open Class Livestock Update

by Susan Bulling, as of Jan 17 2019

1. Superintendants to plan & organize the shows:

- Open Beef: Rod is thinking about it but hasn't confirmed. I did try Steve Landon he hasn't replied to me as of today.
- Open Swine/Sheep: I thought I would call Shane Hennessey who used to show here and was a FFA teacher and is no longer teaching. Ron Dowding was going to give him a call.
- Open Sheep: I was hoping that Shane would be interested in being the superintendent for the sheep too. Second contact I will try is Julie French sorry I can't remember her married name.
- Open Boer Goat: Contract Bridget will let me know. Right now she is thinking no, due to her children playing high school sports.
- Open Dairy Cattle: Diane Ossenkop will be the superintendent for Dairy Cattle. Open Class Dairy Cattle right after the 4-H Dairy Cattle Show.
- Open Dressage: Jennifer Rawlinson agreed to be the superintendent for Open Dressage Horse Show. Mon before 4-H.
- Open Lancaster Barrels: Still waiting to hear from Fran Smith. I did call Susan Frink for we were wanting to use different promoters from Lancaster County. Susan will be out of town this year during the fair.
- Open Mini Horse: Waiting to hear back from Blue Stem Mini Horse Show. They do have a contract. I will call Scott next week to see where we are at.
- Open Rabbits: Michelle Huber will be the Superintendent for Open Rabbits.
- Open Poultry: Wilma Knipplemeyer agreed to be the Superintendent.
- Open Llama: Danette Jensen agreed to do demonstrations and play day. She is coming in next week to give us more information.
- Sending Cole Meador an email to see if he has any ideas for Superintendants.

2. Day of Show: Jay Wilkinson has agreed to help out as Barn Manager for P1 Open Shows

Potential Schedule Amy is suggesting:

With 4-H:

- Monday before Fair: Open Dressage
- Sun am: Open Dairy

After 4-H:

Wednesday Aug 7: Open Barrel

Thursday Aug 8 night/Friday Aug 9: Open Miniature Horse

Friday Aug 9 night move-in/Saturday Aug 10 show:

- P1 one end all day: Open Beef
- P1 other end share other ring: Open Swine / Open Sheep
- Rest of P1 in pens: Open Poultry, Open Rabbits

TBD:

- Llama/Alpaca Demo
- Open Boer Goat
- Open Dairy Goat – we think has moved

Finances for Open Livestock

- Ag Society provides
 - Facility with utilities, pens, cleaning, café service
 - Advertising
 - premium ribbons
 - online Showworks registration (if helpful)
 - copies
 - reimbursement of office supplies for Superintendent with receipts
 - trophies not included but Ag Society will design/order at a discount for Supt. if they raise funds for trophies
 - reserve the right to sell sponsorships for open shows to help pay for above facility/other costs
- Costs paid by Superintendent in how they organize the show
 - Stall fees: \$15/stall to Ag Society
 - Bedding fees: \$9/bag shavings or \$X/head for P1 livestock to Ag Society
 - Trophies paid by sponsors obtained by Supt.
 - Premiums paid out of entry fees, Supt. sponsorships after paying for stalls, bedding