



Lancaster County Agricultural Society, Inc.  
4100 N. 84th St, Lincoln, NE 68507

**MINUTES**

Board of Directors Monthly Meeting  
Board Room--Lancaster Event Center Office  
Thursday, October 18, 2018 at 7:30pm

President Dowding called the meeting of the Lancaster County Agriculture Society to order at 7:32 pm. Proof of due notice was given with the Nebraska Open Meeting Act posted.

Board members present were Bauman, Dowding, Messick, Rawlinson, Ronnau, Rutt, and Swanson with Cooper and Suing being absent.

It was moved by Rawlinson and seconded by Ronnau to approve the September minutes. Motion passed 7-0 with Cooper and Suing absent and not voting.

**Presentation of FY17 Audit** – Tim Lens with HSMC presented the FY17 Audit. There were no modified opinions and it was reported we are meeting accounting standards. Some highlights mentioned by Tim included:

- All funds complied with annual State-submitted budgets
- There was same material weakness as noted in previous years due to our small accounting staff. Because of the small staff, it makes it hard to spread out duties so one person isn't handling a deposit from "start to finish" e.g. bank reconciliation. The addition of Bruce Gubser to the staff will help with this finding in future audits.
- Ag Society has made good progress on decreasing accounting deficit over last 3 years which is driven by depreciation charges
- Things to look into for next year is to consider whether we should put salvage values on buildings instead of taking large depreciation each year down to eventual zero value.

**Approval of Phase 3 expansion finance model research** – It was moved by Ronnau and seconded by Rawlinson to give Managing Director Dickerson permission to do more research on the phase three financial model. Motion passed 7-0 with Cooper and Suing absent and not voting

**Introduction of Marc Chauche, LEC Phase 3 financial model consultant** – Managing Director Dickerson introduced Marc Chauche who will be working closely with the LCAS, Fairgrounds JPA, and LEC staff on the Phase 3 financial model. He brings 40 years of public accounting, business career, government and higher education experience, most recently retiring as UNL's #2 Finance Officer or "CFO". He has extensive

experience with bond issues, complicated public/private project financing, master planning, as well as worked with many of our other partners.

### **Monthly Financials**

Moved by Messick and seconded by Bauman to approve the September Financials. Motion passed 7-0 with Cooper and Suing absent and not voting. It was moved by Ronnau and seconded by Dowding to approve the paying of the checks in the amount of \$274,273.80. Motion passed 7-0 with Cooper and Suing absent and not voting The Aging Summary was presented for information.

### **Office and Committee reports**

- President (Dowding)-no report
- Vice President (Ronnau)- The Better Fair Meeting was held with the Lancaster County Extension, LCAS and LEC staff. There was productive discussion on ways to work through improvements from this year's fair.
- Secretary (Bauman) – no report
- Treasurer (Rutt) – The Accounting responsibilities chart update was tabled until Bruce Gubser can attend.
- Phase 3 (Rawlinson) - no report
- Personnel (Ronnau) – It was discussed to continue to build the detailed description in the LEC Team Member Manual about how to handle team member concerns. Discussed if LCAS Board members receive a staff complaint to encourage staff to contact their supervisor/or managing director first. Then if they are still having issues they can contact LCAS Board members starting with Personnel Committee or Executive Board for follow up. We want staff to know they can always come to the Board, but their first contact should be to their direct supervisor or any manager at LEC who are closer to the issues and want to resolve any team member issues's as part of LEC's Open Door Management policy. It was discussed to try to schedule and communicate a time that the board personnel committee can be available to staff quarterly.
- Grievance (Cooper)- not present
- Panels (Bauman)- Future sponsorship opportunities, lease/rent options, cost, and customer service, etc. were taken into consideration. It was decided WW was first choice and with whom we will go into contract negotiations.
- Premium Auction (Bauman) – The Premium auction committee will be Jamie Bauman, John Cooper, and Ron Dowding. Deadline for fair book is January 1. We will reach out to Scott Heinrich and Cole Meador to set up a meeting to get further details on the current structure of the Premium Auction. The LCAS must be involved and will help to ensure families are aware of the policies and procedures of the premium auction.
- Proposal to setup NHSFR Rodeo Board Committee (Ronnau) – As we move forward with the NHSFR planning, there may be the need to meet more often than once a month. It was discussed to create a subcommittee to be able to meet when necessary. Jamie Bauman, Tom Messick, Kendra Ronnau, and John Cooper will make up the committee with Jennifer Rawlinson, Ron Dowding and Jim Swanson serving as alternates.

### **2018 Fair Report – Dickerson**

Some brief highlights:

- The first 4 days of the fair were way up, but the rest of the 6 days the carnival numbers were way down.
- It was suggested to reorganize Open and 4-H static check-in to occur on same day to give Open more time to judge and less check-in confusion for exhibitors.
- Inside/Outside/Food Vendors were very happy with shorter fair format, sales/traffic very good on four days.
- Net Income was up on fair accounts, before accounting for cost of using LEC facility, because of shortening the fair. Fair expenses were down \$60k with 6 fewer days (staging, bands, staff etc).
- LEC started to be rented to paying shows in back 6 days bringing in new income, will increase with more time to rent these spaces.
- The carnival was very busy, but there was too many people and too long of lines during first four days.
- There was discussion if it would it be possible to let 4-H'ers to come in during the second part of the fair with their fair gate passes.

### **2019 Fair Dates & Format – Dickerson**

Managing Director Dickerson discussed the idea of continuing the 10-day carnival as #1 fundraiser for the fair while finding a simpler way with icons/pictures to communicate how the fair experience changes over the 10 days as public are not reading detailed fair schedules. E.g. 4-H & animal exhibits really promoted for first 4 days, then communicate at the free shows/carnival continues outside for rest of 6 days while buildings host other shows renting facility like Tae-Kwon-Do and horse shows did this year.

There is still a lot of interest in many of the Open Livestock shows but have to get creative as facility is full of 4-H shows during first 4 days. It has been suggested to have the Open beef/sheep/swine show on the Monday following the 4-H and FFA shows. Would it be possible to hold the Open dairy with 4-H? If they secure sponsorships ahead of time would it work? Managing Director Dickerson will visit with carnival and see what they might be interested in supporting for the back end of the 10 days. Dickerson to set up Open Livestock meeting with Dowding, Cooper and others to see if there are folks interested in running the Open Livestock shows instead of the LCAS taking this all on. That means finding sponsors and using entry fees to cover cost of modest LEC facility rental fee and premiums and other costs. Open shows could keep their costs down by leveraging the way the livestock barn is already set up.

**NAFM Convention, January 18-20 in Kearney** – Attendance, awards to be submitted online by Dec 15. It was decided to skip nominations for this year's fair awards. We will turn in the service awards. Board Members Bauman and Rawlinson are interested in attending. Managing Director Dickerson will ask LEC Events Coordinator Susan Bulling if she would like to attend.

**Board Elections** – Terms are up for LCAS Board members Ronnau, Rutt, and Suing. The nomination Committee is Bauman, Cooper, and Dowding. They have no nominations at this time. Candidate bios are due and slate will be set at Nov. meeting. The notice was published in Neblin.

### **Annual Meeting Date Change**

The annual meeting date has been changed to TUESDAY December 11th with voting 5:30-6:30pm to accommodate the Election Commissioner availability. This is annual conference conflict for him so we should consider to planning on this alternate Dec annual meeting date moving forward. After the election, the annual meeting will be at 6:30pm followed by regular monthly board meeting to elect officers and other regular business.

The notice to be published in Nebline and Lincoln Journal Star is in process with election, meetings in Lancaster Room.

The November Joint Meeting with County Board will be Nov 15<sup>th</sup>, 7pm in Lancaster Room.

**Managing Director Report (Dickerson)**

The LEC was awarded the Outstanding Ag-tourism and Ecotourism Entity by the Nebraska Tourism Commission which was presented by Governor Ricketts at annual State of NE Tourism conference. LEC staff are busy working on many bids for new regional/national shows.

LCAS Board Member Rawlinson would like us to consider fiber footing when we are thinking about outdoor arena space moving forward. There are options that we could rent the footing from other places around southeast Nebraska. She stressed this would really help with dressage shows.

**Other business:** None

**Communication from the public (5 minute limit per person):** none

Moved by Dowding and seconded by Ronnau to adjourn at 10:20 PM. The motion was approved 7-0 with Cooper and Suing absent and not voting.

Respectfully submitted by:  
Jamie Bauman- LCAS Secretary

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Secretary Bauman

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President Dowding

Next Meeting: November 15, 2018, 7 pm (NOTE EARLY WINTER START TIMES BEGIN)  
Joint meeting with County Commissioners with regular monthly meeting to follow