



NEBRASKA STATE FAIR BOARD

Nebraska State Fair*501 E Fonner Park Rd, Ste 200*PO Box 1387*Grand Island, NE*68803-1387*308-382-1620

MEETING MINUTES December 14, 2018, – 10:00 a.m.

A regular monthly meeting of the Nebraska State Fair Board was held on Friday, December 14, 2018, at 10:00 a.m. Public notice of this meeting was published in the December 13 & 14, 2018, issues of the Grand Island Independent newspaper and posted to the Nebraska Public meeting calendar website from December 13, 2018 – December 31, 2018.

Roll call was read with the following members present: Stan Brodine; Bob Haag; Harry Hoch, Treasurer; Chris Kircher, President; Jeff Kliment; Kathleen Lodi; Doug Lukassen; Chuck Rolf, Secretary; Kirk Shane, Vice President; Steve Wehrbein and Kent Zeller. Others in attendance were: Lori Cox, Executive Director; Laura Hurley, Executive Assistant; Bill Angell, Director of Livestock Division; Kelly O'Brien, Livestock/Domestics Manager; Greg Harder, Chief Operations Officer and Aksarben Stock Show Director; Chelsey Jungck, Chief of Events & Entertainment; Jamie Parr, Chief of Sales; Patrick Kopke, Chief of Finance & Administration; Gretchen Kirchmann, Strategic Development; Scott Yound, Director of Operations;; Janna Kuklis, Deputy of Sales; Deb Irvine, Accounts Payable Specialist; Shelby Leonhard, Aksarben Operations Manager; Judy Harper, NSF Superintendent; Sharon Dreher, Double locked security; Chris Kotulak, Fonner Park;

Kircher announced the meeting had been properly advertised as an open meeting and informed those in attendance of the posting location of the Open Meetings Act.

Minutes of October 26, 2018

There being no corrections:

Motion made by Lukassen to approve the minutes of October 26, 2018 as printed.

Haag seconded the motion. Upon voice vote, motion passed unanimously.

Executive Director's Report

Cox reported on attending the Grand Island Chamber Board of Directors Luncheon with Greg Harder. Sponsorship one- on- one meetings have begun. Arrow Bus Lines is asking to decrease their support, and increase their contracted rates, which may lead us to seek a different provider.

Aksarben Report

Harder reported that Aksarben is finishing up on their 2018 financials and should have a completed pro forma by the next Board meeting. Aksarben is going to a junior stock show model for 2019, and working on a new premium book. Additions for 2019 include: bringing back British breeds; swine reimplementaion breeding gilt show; goat and sheep breeding yearlings; showmanship finals with a callback pen; and adding four more states; Arkansas, Indiana, Wisconsin, and Montana.

After those four states were added, Pennsylvania, Utah, Michigan, and Tennessee all called wanting to join as well.

Financial Report

Koepke introduced Lori Arterburn, Financial Controller. Kopke reported total current assets of \$1,334,945; total current liabilities \$713,266; total current operating revenues \$4,407,885; total current operating expenses \$7,922,009.

Motion made by Rolf to approve the Financial Report.

Hoch seconded the motion. Upon voice vote, motion passed unanimously.

Presentation by Jaime Parr

Parr introduced Janna Kuklis and Judy Harper. These two ladies are being recognized for their long time service and dedication to the entry and award process for IAFE. Parr shared two awards received at the IAFE Convention in November 2018.

2019 Fair Hours

Cox revisited the discussion from October about changing fair hours, noting that labor, morning audit, and daily reporting would benefit from a later open time. It was decided to have a 10am start every day. Livestock gates would continue to be open 24 hours daily. Kopke reported that 2018 hourly gate readings had consistent traffic beginning at the 10am hour. Parr appreciated having this conversation as her vendors/ concessionaires want this flexibility. Kircher expressed concern about getting the word out for this change. Cox replied that we are already working on early implementation of this information on many platforms.

Gate Prices

Cox asked for discussion on a daily senior rate, which could be tied to a sponsorship. \$5 & \$6 rates were discussed; \$5 was confirmed. Work is being explored to restructure the \$2 & \$3 days into presale opportunities including County Fairs. A complete revamp of the mega pass is also in the works for Fair admission and carnival. Hoch would like a list of all the different discounts; will be offered at the next meeting.

Board Meeting Frequency

Kircher opened the floor for discussion of bypassing some of the monthly Board meetings. He commented that this conversation has been talked about for a long time. Kopke said there is a cost average of \$8300 for each board meeting. Hoffman suggested staggering months, getting down to 10 meetings annually. Brodine commented The Board bylaws would need to be amended and sufficient time to publish meeting dates.

Motion made by Wehrbein to table this discussion.

Brodine seconded the motion. Upon voice vote, motion passed unanimously.

Committee Reports

- a. Facility Planning
Rolf reported that they are working on several campus upgrades; hard surfaces in front of the barns, and barn lighting. A conversation with partners is needed regarding cleaning the facilities.
- b. Finance
Hoch reiterated what Kopke already reported, continuing to look for ways to cut costs.
- c. Public Affairs and Outreach
No report.

d. Livestock

Shane reported there may be increases in premiums and dues. Angell and Yound are working on capital updates for the swine barn. Planning has begun to move on a small animal facility for 2020. Work has started to adjust the Fair rules concerning drug testing.

e. Events

Wehrbein reported there have been a number of ideas generated from their meetings regarding the 150th celebration.

f. Executive

Kircher reported they had a productive meeting with the 1868 Foundation executive board. They were given direction to work on an endowment, and to set a goal of raising \$150,000 at their Blue Ribbon Rollout. Transparency and partnership are priority.

Future Nebraska State Fair Board Meeting Dates, Locations and Other Events

January 18, 2019 – Board Meeting, Ramada Conference Center, Kearney, NE.

Other Business

No other business.

Executive Session

Kircher asked for a motion to go into executive session.

Motion made by Hoch to go into executive session.

Rolf seconded the motion. Upon voice vote, motion passed unanimously.

Motion by Hoch to borrow a \$500,000 line of credit from Five Points Bank.

Brodine seconded the motion. Upon voice vote, motion passed unanimously

Adjourn

Motion made by Lukassen to adjourn.

Haag seconded the motion. Upon voice vote, motion passed unanimously.

Time adjourned: 1:10 p.m.