

DELAWARE COUNTY AGRICULTURAL SOCIETY
BOARD MEETING
APRIL 15, 2014

ATTENDANCE

Present – Jackie Colflesh, Dan Huffman, Brad Jolliff, Joe McLead, Larry Moreland, Al Myers, Pat Paykoff, Carolyn Riggle, Aaron Roll, Tom Roll, P.J. Terry, Chip Thomson, Diane Winters, Don Wolf, Harold Wolford and Tom Wright

Absent – Don Howard, Loren Pool, Frank Reinhard, Colleen Smith and D. J. Young

Ex-Officio – Laryssa Hook present

GUESTS

Charles Miley, Randy DeVault, Michael Prickett, Vic Vining and Tim Wood

MINUTES

Tom Wright moved and Diane Winters seconded the minutes of the March 18th board meeting be approved as printed. The motion carried.

TREASURERS REPORT

Dan Huffman reported. He stated that he had paid \$20,000 from excess funds in a checking account. He asked for approval to pay an additional \$20,000 from cash on hand in the general operating account to continue to pay simulcast bills from the 2013 fair. Chip Thomson so moved and Don Wolf seconded. The motion carried. Huffman reported that accounts payable were currently at approximately \$175,000. A Balance Sheet, an Accounts Payable summary and an Accounts Receivable summary were handed out to the directors.

FINANCE COMMITTEE

General Manager Bill Lowe reported for the committee and discussed the minutes of the committee meeting of April 7, a copy of which was handed out to the directors. He stated that the next meeting of the committee would be May 12, 2014 at 5:30PM at the Fair Office. Tom Wright discussed the progress on the loan renewal. Brad Jolliff discussed the desire of the Sale Committee to take over the Junior Fair Sale accounts and the entire sale administration process, which would relieve the Fair Office of a considerable amount of work. Dan Huffman added that he would be consulting with our bank as to any issues surrounding such a move.

ADMINISTRATIVE COMMITTEE

General Manager Bill Lowe reported for the committee and discussed the committee's recent meeting, as directed by the board at the March meeting, to examine and determine the free use of the fairgrounds buildings and/or facilities as requested by various non-profit groups. The committee arrived at the following conclusions in regard to those requests: The use of electricity and restrooms must be charged for and a liability insurance certificate must be provided to the fair. A request by a youth athletic club to use the west field was denied as the committee felt that requested area was not an athletic field, but rather was used as a parking lot during the fair and during other non-fair events. The close proximity of Hayes High School and Dempsey Middle School athletic fields, as well as Smith Park on Troy Road would serve as viable alternatives. Discussion followed regarding the extent of the fair's responsibility to contribute to the civic betterment of Delaware by providing the buildings/facilities at no charge or at a discount. The finances of the fair and the costs involved with these groups was a part of the discussion.

EXECUTIVE COMMITTEE

No report

AGRICULTURAL & EXHIBITS COMMITTEE

Aaron Roll reported and informed the board that a majority of the changes to the exhibitor's handbook were in and in Harold Wolford's hands to change in the Exhibitors Handbook. He also reported that Diane Winters had agreed to work on changes in the Arts & Crafts Department.

COMMUNITY/MEDIA/ADVERTISING COMMITTEE

Chip Thomson reported and announced that the Columbus Dispatch was not going to renew their sponsorship with the fair. Diane Winters discussed the possibility of the fair having a float in the Red White and Boom parade in Columbus on July 3rd, the cost of which is a \$100 entry fee.

SECURITY/MEDICAL/STAFFING/TRANSPORTATION COMMITTEE

No report

MOTOR SPORTS COMMITTEE

Larry Moreland reported that the KOI drag racing contract had been signed and that he would need a \$250 deposit for the mini-modified tractor event.

FACILITY AND FACILITY PLANNING COMMITTEE

Pat Paykoff reported for the committee and discussed the recent meeting with AEP on April 3rd, at which it was discovered that the fair could get some rebates from AEP for electrical work done on the fairgrounds in the last 3 years as part of the company's green program. He also discussed at length the recent water tile blow out in the east parking lot. He also discussed a water leak discovered resulting in a loss of 175,000 gallons. He further talked about the deteriorating condition of many buildings on the grounds due to age and lack of maintenance. Paykoff announced that the motor that operates the pump on the track water truck was shot and a new motor was needed at a cost approaching \$1,400. Paykoff then discussed the need to replace urinals in the various restrooms with non-flush urinals as time and money would allow. He reported that stalls were being built in the Hoop Barn. He also reported that the Administrative Committee had decided not to rent buildings that are heated (Coliseum, Merchants and Log Cabin) from November 1st thru April 30th, due to the excessive cost of heating those buildings, except in the case of the Blooded Horse Sale Company with whom the Fair has along term contract.

In a related issue Chip Thomson reported on the progress of efforts for the fair to get a 3% bed tax. He discussed the politicians he had met with regarding the tax and the encouragement and support he had received from the vast majority. He discussed how the proposal apparently got sidetracked at the legislative level as the result of efforts by the hotel lobby and State Senator Chris Jordan. Thomson discussed his belief that this was a necessary measure for the fair to undertake as the current business model was not sustainable and asked the board for its support to continue the bed tax effort by means of a resolution by the board to move forward by going to Delaware City Council, the Delaware County Commissioners and other groups to seek their support. Tom Roll so moved and Diane Winters seconded. A roll call vote was taken. A unanimous vote passed the resolution with Carolyn Riggle abstaining as she is a member of City Council and would be asked for her support in that role.

RACING COMMITTEE

Tom Wright reported for the committee and stated that the number of horses staked looked to be increased. He also discussed the proposed national telecast on CBS Sports Network of the 2014 Jug. It would be a 90 minute program from 5PM to 6:30PM. The production costs would be absorbed by a primary sponsor, restaurant chain, Fazolis, as well as several other secondary sponsors. The fair would be in a position to not have to pay for any expenses connected with the broadcast. Benefits to the fair include national exposure, potential additional seats/tickets sold, the enhancement in value of our current sponsors and the opportunity for the fair to sell ten 30 second advertising spots on the telecast. Wright then discussed

simulcasting and the idea of setting aside betting receipts so there would be funds available to pay simulcasting outlets owed from the fair. He floated the idea of trying to reach an agreement with all outlets, whereby the fair would pay all outlets it owed by October 31st of each year, and those outlets that owed the fair would in turn pay the fair by October 31st of each year. Don Wolf suggested the agreement date be moved out to November 30th of each year, which would allow for adequate time to arrive at the appropriate amounts owed in each direction. Following additional discussion, Tom Wright moved and Chip Thomson seconded a restricted account be created for simulcast dollars to be held in. The motion carried. Wright talked about a discussion with OWU regarding an intern to assist with additional racing press releases that he would like to see being sent out. He would be interviewing two potential candidates very soon and had applied for a grant to help absorb some or all of the intern's potential expense.

HALL OF FAME

No report

HOSPITALITY/ENTERTAINMENT & SPECIAL EVENTS COMMITTEE

Carolyn Riggle reported for the committee and handed out to each board member a listing of all entertainers contracted thus far for the fair. She then discussed a proposal the committee has been discussing with Dave Whinham, the President of Team Sports Entertainment about renting the grandstand to Whinham's company for \$1 so that Whinham could promote a concert during the 2014 fair. The fair's advantage in this situation would be the \$6 admission that concert goers would have to pay to get in the fair. Following further discussion, Chip Thomson moved and Joe McLead seconded the committee proceed with Team Sports and execute an agreement for the concert. The motion carried.

HORSE PARADE

No report

FIBER OPTIC COMMITTEE

No report

NEW BUSINESS

No report

There being no further business, Chip Thomson moved and Diane Winters seconded the meeting be adjourned. The motion carried.

Al Myers, President

Bill Lowe, General Manager