

DELAWARE COUNTY AGRICULTURAL SOCIETY  
BOARD MEETING  
JANUARY 21, 2014

ATTENDANCE

Present – Jackie Colflesh, Don Howard, Dan Huffman, Brad Jolliff, Larry Moreland, Al Myers, Pat Paykoff, Frank Reinhard, Carolyn Riggle, Aaron Roll, Tom Roll, Colleen Smith, P.J. Terry, Chip Thomson, Diane Winters, Harold Wolford, Tom Wright and D.J. Young

Absent – Joe McLead, Loren Pool, Don Wolf

Ex-Officio – Laryssa Hook present

GUESTS

Charles Miley, Randy DeVault, Phil Terry and John Kidwell

MINUTES

Chip Thomson moved and Diane Winters seconded the minutes of the November board meeting be approved as printed. The motion carried. Tom Wright moved and Colleen Smith seconded the minutes of the December board meeting be approved as printed. The motion carried.

TREASURERS REPORT

Dan Huffman reported. He handed out a number of financial reports, including a Balance Sheet as of 1-21-14, an Accounts Receivable Aging Summary as of 1-12-14 and an Accounts Payable Aging Summary as of 1-21-14. After reviewing the reports Huffman answered several questions about various items in the report. Tom Roll moved and Don Howard seconded the report be approved as presented. The motion carried.

FINANCE COMMITTEE

Frank Reinhard reported and reviewed the draft budget given to the board. The budget numbers were derived from an average in each category for the last 5 years. He discussed why the budget was required explaining that it was required by the Ohio Revised Code and the Department of Agriculture Red book. Following some additional discussion, Tom Roll moved and Harold Wolford seconded the state required budget be approved. The motion carried.

Phil Terry then addressed the board and presented an extensive report on his sponsorship activities for the year 2013. The report included details on cash sponsorships, in-kind sponsorships, benefits received by sponsors and some history of how various sponsorships had evolved. Terry answered questions regarding some expenditures related to certain sponsorships. Frank Reinhard moved and Chip Thomson seconded the board pay Terry the commission owed based on the reviewed report. The motion carried with P.J. Terry abstaining.

#### ADMINISTRATIVE COMMITTEE

Don Howard reported for the committee and discussed two contracts the committee had been working on. The first was the renewal of the North Star Concessions contract. The committee recommended the contract be renewed in its entirety, except for the provision of the fair receiving 25% commission from the food receipts for the Top Of The Stretch Hospitality Tent. Since the fair was paying for the food in the tent, it made no sense to collect a commission basically from itself. Colleen Smith asked why the committee wasn't recommending the food contract for the Top Of The Stretch Tent be put up for bid. Howard stated that the committee felt somewhat obligated to keep the contract with North Star as a result of the company's many years of service to the fairgrounds for both small and large events. Following a short discussion, President Myers called for a motion. Harold Wolford moved and Jackie Colflesh seconded the committee recommendation on the contract be approved. As the result of some nay votes, the President called for vote count. There were 14 in favor and 3 against. The motion carried. The second contract was the Buckeye Valley Joint Boosters contract. Howard discussed the contract and added that the committee recommended only one change, the removal of the 5% commission to the fair for sales in excess of \$50,000. The committee felt that sales for the BV facility had been hurt by new regulations from the Health Department, as well as the development of the fair's hospitality tents. Larry Moreland moved and Tom Wright seconded the contract be approved as recommended. The motion carried. D.J. Young discussed the need for the board to pass a resolution approving the contract form for the stall occupancy lease. Frank Reinhard so moved and Diane Winters seconded. The motion carried. The contract form will now go to the Finance Committee to determine rates.

#### EXECUTIVE COMMITTEE

No report

### AGRICULTURAL & EXHIBITS COMMITTEE

Aaron Roll reported the Fair Advisory Council met for its first meeting of the year. Topics discussed were the need for all changes to the Exhibitors Handbook to be turned in by March 1<sup>st</sup>. He expected there to be some general rule changes, which will be brought to the board for approval. As the result of a major buyer at the Jr. Fair Sale selling his business, there is a potential need to seek out new buyers and the FAC would be encouraging 4H members to do just that.

Al Myers discussed a meeting held with the head of the Dairy Cattle Show to try and solve some issues with that show.

### COMMUNITY/MEDIA/ADVERTISING COMMITTEE

Chip Thomson reported and discussed the three meetings that the committee had. The committee reviewed various advertising expenses involving all aspects of the fair, and recommended that all areas of advertising except #7541 (race program expenses), #7592 (promotion manager expense) and #7593 (fair sponsorship expense) would be reduced by 20% from 2013 levels. All advertising expenses would go through the committee for review and approval. Following a short discussion, Chip Thomson moved and Tom Roll seconded the recommendation for advertising be approved. The motion carried.

### SECURITY/MEDICAL/STAFFING/TRANSPORTATION COMMITTEE

No report

### MOTOR SPORTS COMMITTEE

No report

### FACILITY AND FACILITY PLANNING COMMITTEE

Pat Paykoff reported for the committee and discussed the need to replace cross arms on the electric line that goes across the midway – the committee is looking for funds and/or materials to do the job.

Al Myers discussed the issue of the 3 hospitality tents having been deemed by

authorities as not exempt because of agricultural electrical codes like the permanent buildings on the fairgrounds are exempt. He pointed out that this would result in additional costs to the fair. He also talked about the Ohio Fair Managers Association working on the issue in an attempt to lessen the requirements.

Myers also reported that the County Prosecutor, who had been asked for an opinion by Commissioner Ken O'Brien, ruled that the fair is indeed a quasi-governmental agency. The result of that ruling makes it easier for equipment to be transferred to the fair by various county departments.

### RACING COMMITTEE

Tom Wright reported on attending the Standardbred Development meeting. He stated that it looks favorable that the fair could receive a boost in dollars for the Ohio Breeders Championship races. He also discussed a reduction in the number of payment dates for some races, which should result in a reduction of work hours and also some labor costs. Wright also discussed the recent passing of Chip Noble, a Brown Jug Society Director and 3<sup>rd</sup> in the number of wins for all harness drivers at the fair. He asked for approval from the board to donate 2 tickets for the Thursday Pavilion for an auction at the Ohio Harness Horsemen's Association on January 26<sup>th</sup>, with proceeds going to the Noble family. Wright so moved and Jackie Colflesh seconded. The motion carried.

### HALL OF FAME

No report

### HOSPITALITY/ENTERTAINMENT & SPECIAL EVENTS COMMITTEE

Carolyn Riggle reported for the committee. She talked about the committee's meeting on January 16<sup>th</sup> and the work they were doing on entertainment for the fair. She requested a budget of \$25,000 for the eight days of the fair, with the request for approval at this time due to the need to book acts before the dates are taken. Bill Lowe discussed the commitment from a local businessman to raise and/or donate \$10,000 towards the cost of a Saturday concert on September 13<sup>th</sup>. Following a discussion, Tom Roll moved and Diane Winters seconded the budget be approved. The motion carried.

### HORSE PARADE

No report

## FIBER OPTIC COMMITTEE

Frank Reinhard reported that a county IT person would be on the grounds in the next week to try to lay out a road map for the fiber optic cable to eventually be installed.

## NEW BUSINESS

Bill Lowe presented a report on proposed price decreases for some box seats, grandstand seats, weekly passes and general admission. The details were discussed at length in each area. Following the discussion, Don Howard moved and Larry Moreland seconded that Jug Day General Admission be reduced from \$20 to \$15 for adults until 2 PM and then revert back to the regular price of \$6; kids under the age of 18 be admitted all day on Jug Day for \$6; general admission to the fair on Friday 9/19 and Saturday 9/20 be reduced from \$6 to \$5 all day, each day; the price of a weekly pass to be reduced from \$40 to \$32 with passes available at local Kroger stores for \$30 down from the current availability at \$35. The motion carried. Larry Moreland moved and Harold Wolford seconded that Grandstand Seats currently priced at \$50 for a Wednesday/Thursday combo be uncoupled and there be no reserved Grandstand ticket for Wednesday and the Thursday Grandstand ticket would be \$35. Wednesday seating in the Grandstand seats would be just the normal \$5 admission to the Grandstand. The motion carried. Chip Thomson moved and Tom Roll seconded that East Box Seats be lowered in price into a tiered pricing schedule. All six rows of boxes in the east sections numbered thru 1101 – 1109, 2201 – 2209, 3301 – 3309, 4401 – 4409, 5501 – 5509, 6601 – 6609 be priced at \$60 per seat for the week down from the current price of \$110 per seat for the week. All six rows of boxes in the east section numbered 1110 – 1118, 2210 – 2218, 3310 – 3317, 4410 – 4417, 5510 – 5516, 6610 – 6619 be priced at \$80 per seat for the week down from the current price of \$110 per seat for the week. The motion carried. Following some more discussion on the topic, P.J. Terry moved and Colleen Smith seconded the price changes in the previous motion be amended to exclude first row boxes in the east section from the price reductions, with the price of those first row boxes remain at \$110 per seat for the week. The motion carried.

There being no further business, Tom Wright moved and Larry Moreland seconded the meeting be adjourned. The motion carried.

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Al Myers, President

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Bill Lowe, General Manager

