

DELAWARE COUNTY AGRICULTURAL SOCIETY
BOARD MEETING
DECEMBER 13, 2016

ATTENDANCE

Present – Pat Allen, Jackie Colflesh, Lindsay Hope, Don Howard, Dan Huffman, Brad Jolliff (late), Joe McLead (late), Larry Moreland, Pat Paykoff, Tiffany Rankin, Frank Reinhard, Chip Thomson, T. Thomson, Kirt Trimble, Diane Winters, Tom Wright and Laryssa Hook.

Absent – Carolyn Kay Riggle, Aaron Roll, Tom Roll, Colleen Smith and P.J. Terry.

General Manager – Sandy Kuhn present.

GUESTS

None

MINUTES

Chip Thomson moved and Diane Winters second the motion to approve the November 15 board minutes. The motion carried.

PUBLIC COMMENT

None

PRESIDENT'S REPORT

None

MANAGER'S REPORT

General Manager, Sandy Kuhn discussed her activities over the past month which included meeting with Brian Gould to conduct an energy audit, meeting with Tiffany Rankin, Ferzan Ahmed and Seiji Kille regarding how the bed tax money should be recognized for accounting purposes, meeting with Kristie Linard from Candlewood Suites regarding sponsorship opportunities, attending numerous committee meetings, working on the employee policy manual which should be ready by January 1, 2017, participating in the Chamber of Commerce HR Committee, attending the December Leadership Delaware session on education, attending the OSU College of Food, Agricultural, and Environmental Sciences Alumni board meeting (where she serves as a board member) and participating in a very successful open house at the log cabin.

TREASURER'S REPORT

Treasurer, Dan Huffman gave the report. He said that things are going well. There are still a few simulcast and sponsorship checks to come in but the majority are in. There are

very few bills left to pay from the fair. He said that all new committee chairs should have received their 2016 budgets. He would like the committee to go over them and if they need more information to request it from him or Quita Hines. He would like a first draft of your 2017 budget at the January meeting. Discussion was held about that as well as about the bed tax money being collected. Frank Reinhard moved to approve the financial report, Jackie Colflesh second and motion carried.

PERSONNEL COMMITTEE

Don Howard reported that the committee met twice since the last board meeting. Don Howard moved that the job description for the Facilities and Grounds Manager job that Sandy sent out be approved so we can move forward in posting and recruiting for the position. Lindsay Hope second the motion and motion carried. Discussion was held on rekeying locks. This was referred to the Facilities Committee to further investigate cost. Don Howard reported that the personnel committee approved Sandy Kuhn's incentive at the last committee meeting.

EXECUTIVE COMMITTEE

No meeting. Pat Paykoff reported that money was spent with Bailey Cavalieri to get an opinion on some bed tax issues regarding potential upcoming legislation. There will be a meeting scheduled after the first of the year.

BUDGET & FINANCE COMMITTEE

Dan Huffman would like to move the January committee meeting to January 9 at 6:30 p.m. at the fair office and for it to be a joint meeting with the Executive Committee. This was agreeable to both committees.

AGRICULTURAL/EXHIBITS/EDUCATION/FAC COMMITTEE

No report

COMMUNITY/MEDIA/ADVERTISING COMMITTEE

Diane Winters reported that they had a meeting Tuesday night. They will be cutting back in some areas, potentially the ValPak and possibly radio advertising. They would like to explore a second billboard – the one on 23 north by Waldo. The committee will be meeting with Robert Klegg to explore some additional Facebook and online advertising. Chip Thomson asked if the race program could be separated out from this committee's budget. Joe McLead would like to explore working with the zoo on some type of fair advertising. The committee will also look at the equine magazine advertising as well.

SECURITY/MEDICAL/EMPLOYMENT TRAILER/GATES COMMITTEE

No report

MOTOR SPORTS COMMITTEE

No report

FACILITY/FACILITY PLANNING COMMITTEE

Larry Moreland reported that the committee had a meeting and is working with the Just Do It Bed Tax subcommittee to help with that list and the prioritization of the list. Don Howard shared the Just Do It list with the board. Dan Huffman relayed the importance of defining projects versus items and the ability to capitalize projects for bed tax money purposes.

Sandy Kuhn presented the energy proposals that she received for electricity contracts to start spring/summer 2017. They were from IGS Energy, Muirfield Energy and The Commercial Energy Group Worldwide. IGS Energy had the best rate by far. Frank Reinhard moved and Jackie Colflesh second the motion to sign a 30 month contract with IGS Energy. Motion carried.

The truck that was used to haul the manure dumpsters died due to lack of proper maintenance so they will need to get the forks from the old truck off and put onto the other truck the county gave the fairgrounds. Larry Moreland moved to allow up to \$1,500 to get this done. Don Howard second the motion and motion carried. The employees will need to let the horse people know where to dump manure until the truck is fixed.

RACING COMMITTEE

Tom Wright thanked the board for allowing him the opportunity to attend the Race Secretary's meeting that was held in Florida in early December. It was well attended. Discussion was held at the conference on the fact that the Little Brown Jug loses horses to the New York Sires Stakes and several spoke out against them not racing on top of the Jug. He thinks they will move their dates so this is no longer a conflict. He reported that they were offered some Aged Sire Stakes but he declined as it was too expensive. He is exploring other opportunities to add some races.

Joe McLead reported that he spent the day at the State House talking to legislators. With term limits it changes the dynamics of the legislature and it is important for the horse people to stay on top of this and be proactive in meeting the new legislators and educating them about the importance of the harness racing industry to Ohio. He reminded the board that in July 2018, it is a budget year, and they will look at Video Lottery Terminals (VLTs) and the Ag Society might want to be proactive in working with the horse industry to develop some type of economic impact piece to share with the legislators leading into that budget year.

SPONSORSHIP COMMITTEE

Frank Reinhard reported that he and Tom Wright would be meeting with Phil Terry in the next couple of weeks to firm up the 2016 sponsorship list.

HOSPITALITY/ENTERTAINMENT/SPECIAL EVENTS

No meeting. It was reported that the veteran's dinner will be co-chaired by Carolyn Kay Riggle and Diane Winters. A letter will be sent to the Delaware County Veteran's Association, the Delaware County Vietnam Veteran's Association and the County Commissioners letting them know we are willing to host the event at the fairgrounds during the fair like we have in the past.

ALL HORSE PARADE

No report.

WALL OF FAME

No report.

VETERANS/FAIR BOOK/EXHIBITORS HANDBOOK

Sandy Kuhn reported that she met with the Delaware Area Career Center design instructors about doing the design set up for the fair book and they are very excited to work with us. They will come up with some pricing quotes and Sandy will try to get some ideas on what other fairs pay to have their book designed.

TECHNOLOGY COMMITTEE

T. Thomson reported that the committee met. The top two priorities are a video surveillance/security system and the phone system. They will meet again and move things forward. They did discuss the possibility of hiring Dave Winters to serve as a liaison with the county as we move these projects forward. They will have their budget at the next meeting.

BED TAX COMMITTEE

Tom Wright reported that both subcommittees have met and things are moving forward towards a strategic plan. Tom passed out a handout from the Strategy Development subcommittee and went over it with the board. Defining the capitalization policy is key for the committee to get the commissioners' approval so it will be easier to get the bed tax money approved. The capitalization policy was reviewed and discussed.

Chip Thomson handed out proposals for the siding of the log cabin as well as some quotes for restroom renovations so board members could get an idea on some of the potential projects.

Kirt Trimble reviewed our insurance policy and said the current policy has no board member fiduciary liability as part of it. It was recommended that Kirt work with Sandy Kuhn to explore this. Also, the Little Brown Jug Society needs to be listed as an insured for the fair. Kirt will explore this, also.

OLD BUSINESS

Sandy Kuhn reported that Charlie Miley returned the scales and they will be stored on the fairgrounds from now on.

Pat Paykoff asked that all board members turn in their completed Conflict of Interest Statement to Sandy Kuhn to have on file at the office.

Pat Paykoff also asked that all board members turn in their OFMA Convention registration sheets to Sandy Kuhn so she can get the registration in by the early deadline of Dec. 15.

Pamela Williams, Don Howard, Elizabeth Harp, Megan Bell, Laura Bail, Suzy Schupp and Beth Wenner were nominated for Lifetime Passes for serving as 4-H advisors for 20 years. Chip Thomson moved they be awarded Lifetime Passes in 2017. Don Howard second and motion carried.

All board members need to sign up to be Ag Society members if they have not yet done so.

NEW BUSINESS

Tom Wright presented a contract for Kurt Dieck to serve as a consultant through the strategic planning process at an up-front cost of \$300 per hour and an additional \$300 per hour based on results. The total contract is not to exceed \$25,000. If more money is needed it will need to be brought back to the board. Tom Wright moved to accept the contract. Joe McLead second and motion carried.

The Signature Sound contract was presented to the board for a two year extension. Larry Moreland moved to extend the contract for the 2017 and 2018 Delaware County Fair at the same price as the 2016 fair. Jackie Colflesh second the motion and it carried.

The Buckeye Valley Contract was presented to the board for a three year extension with a few minor revisions. Discussion was held. T. Thomson moved to accept the contract as presented tonight. Pat Allen second the motion and motion carried.

Frank Reinhard moved to donate an 8 person box and a Little Brown Jug souvenir for the Delaware County Chamber of Commerce Annual Meeting and Auction. Larry Moreland second and motion carried.

Larry Moreland moved to donate a pair of tickets for Pavilion Hill for both Wednesday and Thursday for the OFMA Convention auction. Don Howard second the motion and motion carried.

ANNOUNCEMENTS

Announcements were made by members.

Chip Thomson moved to adjourn. Diane Winters second the motion. Motion carried.

Patrick D. Paykoff, President

Sandy Kuhn, General Manager