

DELAWARE COUNTY AGRICULTURAL SOCIETY
BOARD MEETING
January 21, 2020

ATTENDANCE

Present – Pat Allen, Jackie Colflesh, Mike Conklin, Mark Fisher, Mick Fisher, Mike Harter, Dan Huffman(6:08 p.m.), Bryan Mellen, Jon Melvin, Larry Moreland, Pat Paykoff, Tiffany Rankin, Aaron Roll, Tom Roll, Colleen Smith, Chip Thomson, Benjamin Wenner(6:27 p.m.), Diane Winters, Laryssa Hook (Ex-Officio-6:53 p.m.) and Sandy Kuhn (General Manager/Secretary)

Absent – Don Howard, Joe McLead and Tom Wright.

GUESTS

Kevin Hoffman and Laura McFarland

CALL TO ORDER AND ROLL CALL

Tiffany Rankin, Vice President, called the meeting to order in the absence of President Tom Wright. The Pledge was recited. Roll call was taken.

PUBLIC COMMENT

Laura McFarland, representing Delaware Pride Now, spoke to the board regarding a Pride Festival they would like to rent the grounds for on June 27. Discussion was had and questions were asked.

MINUTES

Jon Melvin moved and Jackie Colfesh second the motion to approve the December 17, 2019 board minutes. Motion carried.

PRESIDENT'S REPORT – Chip Thomson reported that he had talked to Tom Wright about the board retreat. The retreat will be held the first Saturday in March, March 7. Time and place is yet to be determined.

SECRETARY'S REPORT

General Manager, Sandy Kuhn reported the following activities:

- Working on renewing sponsorships that are up for renewal. A couple of sponsors, Richwood Bank and Nationwide Children's Hospital want to explore new options so she will work with them on those.
- DCAS will have a table at the Delaware Chamber of Commerce Annual Dinner which will be held February 6. The theme will be the 75th Little Brown Jug.
- DCAS was well represented at the OFMA Conference the first week in January.
- The internship is posted and we hope to get some good applicants to interview.
- Attended numerous committee meetings.

TREASURER'S REPORT

Dan Huffman went over the financials that were e-mailed to the board. He reported that payables are up-to-date and receivables are good. He reported that we have not had to use any of the line of credit so far this year. He asked if there were any questions. Tom Roll moved to accept the treasurer's report and Jon Melvin second. Motion carried.

EXECUTIVE COMMITTEE

No report.

PERSONNEL & ADMINISTRATION COMMITTEE

Don Howard reported on the meeting held January 6, 2020. (Full minutes in board folder) Board members received the minutes in their board packet. Discussion was held on the following topics 1) Status of updating constitution and bylaw changes on the website for 2020 as a result of the changes at the 2019 annual meeting. 2) Follow up regarding utilizing the board of elections for the 2020 annual election. 3) Begin discussion of contracts that will be awarded in 2020 as well as reviewing other contracts we use. 4) Forward contracts to

specific committees where they fit to be vetted by the appropriate committee before coming to the board. Try to standardize wording of contracts. 5) Discuss details of new manure hauling process. 6) Review hourly wage survey and current wages for maintenance staff. 7) Evaluation of employees discussed. 8) Goals and objectives for 2020. 8) Discussion addition of an outside source for HR expertise.

FINANCE COMMITTEE

Dan Huffman reported that the annual financial report was sent to all board members. It was submitted to ODA on time at the OFMA Convention but we need it approved by the board. Jon Melvin moved to accept the Annual Financial Report of the Delaware County Agricultural Society for the Ohio Department of Agriculture. Bryan Mellen second the motion and motion carried. Tiffany Rankin abstained from voting. Chip Thomson moved to keep all tickets the same price as 2019 for 2020. Diane Winters second the motion. Discussion was held. By hand vote, motion failed 8-9. Jackie Colflesh moved to keep all race related tickets the same in 2020 as 2019. Benjamin Wenner second the motion and motion passed.

Dan Huffman reported there would be a finance committee meeting held Monday, January 27 at 5:30 p.m. in the cabin. At that time, there will be a discussion on daily and weekly ticket pricing for 2020.

FAIR ADVISORY COMMITTEE

No report.

ADVERTISING COMMITTEE

Chip Thomson reported on the meetings that were held December 30, 2019 and January 15, 2020. (Full minutes in board folder) Board members received the minutes in their board packet. Discussion was held on the following items: Magnets for OHHA banquet and other events; Possible giveaway items to promote the 75th LBJ; getting Delaware engaged; exploration of additional billboards; giveaways at key county fairs where they have strong harness racing; banner ads on racing sites with costs provided by Jay Wolf; offering \$75 packages; a commemorative ticket; 75th commemorative book; social media campaign; updating the booth at the Hall of Fame; giveaways for the Dan Patch Memorial; partnering with racinos to advertise; decorating a table at the Delaware Chamber of Commerce dinner; logo finalization; renaming Pennsylvania Avenue – “Little Brown Jug Way”; launching big advertising campaign mid to late May; and inviting previous Jug winners (trainers, drivers and horses) back for the celebration and arranging autograph sessions.

Chip Thomson moved to increase the advertising budget for 2020 to \$55,000. Jon Melvin second and motion carried.

SAFETY COMMITTEE

No report.

MOTOR SPORTS COMMITTEE

Larry Moreland reported on the meeting held January 15, 2020. (Full minutes in board folder) Board members received the minutes in their board packet. Larry reported that the committee wants to explore having Monster Trucks in place of one of the current events. They currently have two Monster Truck proposals. Additional fencing is needed, the concrete pad location may be moved and additional lighting is needed.

FACILITIES/MAINTENANCE COMMITTEE

Pat Paykoff reported on the meeting held January 15, 2020. (Full minutes in board folder) Board members received the minutes in their board packet. Discussion was held on the following items: the Kubota tractor has 5,200 hours so they are exploring options on what to do with it and the need to start getting rid of old equipment, either selling or scrapping it. It was questioned as to why areas were not being salted when there was ice and snow and Sandy Kuhn reported this was the first she had heard of this. Discussion was held and it was determined that when there are issues with maintenance items that need addressed the board member should contact the general manager instead of the employees.

RACING

No report.

HOSPITALITY

Colleen Smith moved to approve the contract with Hamburg Fireworks for the 2020 Delaware County Fair. Mick Fisher second and motion carried.

Colleen Smith reported that there would be a Hospitality Committee meeting Wednesday, January 29 at 5:30 p.m. in the cabin.

She also reported that she will have information on the revenue and expenses for the hospitality tents out before the next meeting.

BED TAX COMMITTEE

Kevin Hoffman from Harper Architectural Studio reviewed the revisions for the Ag Center with board. Discussion was held. The site work package is out for bid. There were five companies represented at the pre-bid meeting held January 16 at the log cabin. The bids will be opened on February 5. Harper is still working on the new drawings to get the Ag Center building bid package out. He anticipates this to be out to bid by mid-February. The bid will be out six weeks. There is still hope that the shell of the building will be up and a temporary occupancy permit will be obtained to have the Junior Fair portion of the building functioning for the 2020 fair.

Pat Paykoff moved to approve getting the building bid package out to bid with a range of \$4.7-\$5 million dollars on it. Chip Thomson second and motion carried.

COMMITTEE 51

No report.

OLD BUSINESS

The OFMA Convention was held January 2-6 with good representation from DCAS and all agreed it was a good conference.

Chip Thomson reported that all DCAS members who attended the OHHA banquet has a good time and that there is a great deal of respect for the Little Brown Jug in the harness racing industry.

Chip Thomson moved and Jackie Colflesh second a motion to approve up to \$50,000 for the ODA matching grant that is due May 30, 2020. Motion carried.

NEW BUSINESS

Sandy Kuhn reported that DCAS will have a table promoting the 75th Little Brown Jug at the Delaware Chamber of Commerce annual dinner. They will also donate a six person box for the auction .

Sandy Kuhn reminded DCAS board members to please fill out a Conflict of Interest form and turn it back in to her.

Sandy Kuhn reported to mark your calendars for the regional district meeting that will be held April 6 at Washington Court House.

Tom Roll moved and Colleen Smith second to spend up to \$5,000 on the city zoning application. Motion carried.

EXECUTIVE SESSION

Jon Melvin moved and Mike Harter second a motion to go into Executive Session to discuss security matters. Colleen Smith moved to return to regular session, noting that no decisions were made. Pat Allen second the motion. Motion carried.

The Security Committee requested additional information regarding holding the Pride Festival on the fairgrounds, including a meeting with city police and fire as well as a date change so they can use the Merchant's Building which is adjacent to the midway for their event. Sandy Kuhn will follow up with Laura McFarland on these items and report back to the board after the meeting takes place.

ANNOUNCEMENTS

Diane Winters wanted to have in the minutes that the All Horse Parade will be held September 13, 2020 at 3 p.m. through downtown Delaware, Ohio. She reported that the Budweiser Clydesdales have been invited to the 75th Little Brown Jug.

Tom Roll moved to adjourn. Mike Harter second the motion. Motion carried.

Tom Wright, President

Sandy Kuhn, Secretary/General Manager