

DELAWARE COUNTY AGRICULTURAL SOCIETY
BOARD MEETING
JULY 21, 2015

ATTENDANCE

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

Absent – Joe McLead and Colleen Smith

Ex-Officio – Laryssa Hook present

General Manager – Bill Lowe present

GUESTS

Lindsay Hope, Phil Terry, Vic Vining, Randy DeVault, David Stadge, Mark Wood, Earl Lehner and Sarah Lehner

Frank Reinhard started the meeting by introducing David Stadge who has accepted the position of Treasurer for Friends of Delaware County Fair and its efforts to get the Hotel/Motel bed tax passed.

MINUTES

Tom Roll moved and Diane Winters seconded the minutes of the June 16th, board meeting be approved as printed. The motion carried. Tom Wright moved and Jackie Colflesh seconded the minutes of the special board meeting held on July 1st, be approved as printed. The motion carried.

PRESIDENT'S REPORT

President Chip Thomson began his report by reminding the board of the resignation of Loren Pool as a board member. He announced that he was appointing Mark Wood to the board to fill that board spot for the rest of this fiscal year. Wood would then have to run for the remaining one year left on the term. Wood, an employee in the Racing Department for 10 years is from Powell, Ohio and is the former owner of an assisted living facility. Wood took the oath of office as administered by Vice President Frank Reinhard. Thomson reviewed the protocol of the bed tax issue from a timeline standpoint. He announced that the Prosecutor's Office had determined that the tax issue was not eligible to go on the

November ballot and would have to wait until May. After various county offices had given varying opinions on that eligibility, the Secretary Of State was reviewing the issue and will make a determination.

MANAGER'S REPORT

General Manager Bill Lowe presented a quote for a 3 year contract with Eagle Golf Cart Company for \$8,795 per year. Following a short discussion on the number of carts ordered, P.J. Terry moved and Carolyn Riggle seconded the contract be accepted. The motion carried.

Lowe then brought up the issue of rain insurance and presented a couple of examples of the cost and the coverage limits. After determining that the coverage did not have to be purchased right away, Al Myers moved and P.J. Terry seconded the subject be referred to the Finance Committee for a recommendation as to whether to buy the coverage or not and if there was to be a purchase, how much coverage to buy. The motion carried.

TREASURERS REPORT

Dan Huffman presented the report. He passed out a Balance Sheet, a Profit & Loss Statement, an Accounts Payable Statement and Accounts Payable Statement and discussed each report. Tom Wright moved and Frank Reinhard seconded the report be approved. The motion carried. Huffman announced that the board had \$302,000 in the bank to date. Discussion followed on how much or even whether to borrow money necessary to open the fair. Following that a short discussion took place on water bills.

PERSONEL COMMITTEE

No report

FINANCE COMMITTEE

D.J. Young reported and presented the Committee's recommendation that the board approve the TV contract with CBS Sports Network to televise the Little Brown Jug. Tom Wright discussed his dealings with the various entities involved in the TV broadcast (USTA, OHHA, Fazoli's and CBS Sports), and who pays for what. After a long discussion, Harold Wolford moved and Tom Roll seconded the contract with CBS be approved. The motion carried with Al Myers voting against the motion. Tom Wright then moved that a contract with the USTA be approved outlining how all items are paid for. P.J. Terry seconded and the motion carried.

Wright discussed the proposed contract with Paul Pollard Productions to provide

sound for the races. Pollard had requested a five year contract and Wright had offered a three year contract. Wright moved and Larry Moreland seconded that a three year contract be approved and offered to Pollard. The motion carried.

Next was a discussion that Phil Terry be allotted a certain number of tickets to solves problems and issues that might occur on Jug Day at the Hospitality Pavilion. Al Myers moved and Frank Reinhard seconded that Terry be given the authority. The motion carried.

RACING COMMITTEE

Tom Wright reported and presented a proposed contract from Arlington Video for the in-house TV broadcast. The rate would be the same per day with an increase coming from adding racing on Monday. Wright discussed anticipated revenues from Monday racing that would more than offset the additional cost. Wright moved and P.J. Terry seconded the contract be approved. The motion carried.

Wright discussed his meeting with Delmar Distributing regarding their participation in promoting Monday racing. They will produce posters that will be placed in various outlets in Central Ohio. There will be special pricing in the Grandstand that day with \$1.00 beer, hot dogs, ice cream, candy and soft drinks. He also reported that judges for the race meet had been approved by the Executive Director of the Ohio Racing commission. Wright informed the board that the race track would be scarified beginning July 25th and hopefully reopened July 29th . Wright presented a one year contract with Am Tote for a flat rate of \$40,000 to provide the betting machines and computers to conduct wagering during the races. There was no increase from prior years even though there is an extra day of racing. Wright moved the contract be approved and Carolyn Riggle seconded. The motion carried.

AGRICULTURAL & EXHIBITS COMMITTEE

Aaron Roll reported and informed the board that the Steer Committee wants permission to sell a sponsorship to raise funds for the committee's use in putting on the Steer Show. Extensive discussion followed regarding what such a sponsorship would entail, basically being signage in the Steer Barn and at the Steer Show. It was decided that it would be tried on a one day basis on the day of the show for trial period on one year. Aaron Roll so moved and Tom Roll seconded. The motion carried. The next topic was the Open Goat Show and the request to drop the 3 + 3 requirement on a one year trial basis. Following a short discussion, Aaron Roll moved and Don Howard seconded the requirement be dropped on a one year trial basis. The motion carried. Aaron Roll next reported that the Horse Committee had requested that fresh sand be put on the riding arena surface. Aaron

Roll so moved and Jackie Colflesh seconded and the motion carried. Roll updated the board regarding the chicken situation as far as the Department of Agriculture was concerned and the plans the committee had as to how 4H entrants would be able to participate in the category since no poultry would be allowed on the grounds. Diane Winters commented on the recent tour of the grounds given to Junior Fair kids and how well received it was.

COMMUNITY/MEDIA/ADVERTISING COMMITTEE

Diane Winters reported that the General Manager was proceeding with scheduling the various types of advertising approved by the committee.

ENTERTAINMENT/HOSPITALITY COMMITTEE

No report

SECURITY/MEDICAL/STAFFING/TRANSPORTATION COMMITTEE

No report

MOTOR SPORTS COMMITTEE

Tom Roll reported that he had reached an agreement with the owner of an auto parts chain of about a dozen stores to put flyers promoting the fair's motorsports events in those stores. The General Manager is having the flyers designed and printed.

FACILITY AND FACILITY PLANNING COMMITTEE

Pat Paykoff reported and gave the board a short update on the progress of work being done on the grounds.

SPONSORSHIP COMMITTEE

Marketing Director Phil Terry reported on his trip to Goshen New York and that while there he was able to pick up a new sponsor for our Wall Of Fame Ceremony. He also reported on his trip to the Meadowlands in New Jersey for the Meadowlands Pace and discussions he had there with some potential new sponsors. He announced that a sponsor, Express Bet that earlier had dropped as a sponsor was now back as a sponsor at a larger amount.

Bill Lowe discussed the closing of the AutoMax dealership and how that was going to adversely affect the fair. He would be soon discussing with the new owners the two sponsorships in question.

HORSE PARADE

Diane Winters reported on plans for the parade in general and the Clydesdales in particular. The Clydesdales will arrive on September 9th and be here thru the 13th. There will be a party on the Pavilion Hill on September 12th sponsored by Columbus Distributing/Delmar Distributing. She announced a tentative schedule for the Clydesdales that will be finalized in the coming weeks.

WALL OF FAME

Chip Thomson announced the winner of the Joseph Neville award for this year's Wall of Fame ceremony. It is Charles Coon the founder of the company that has done work on the Delaware County Fair track for many years including transforming the track to a sand based track from a clay based track.

TECHNOLOGY COMMITTEE

No report

NEW BUSINESS

None

OLD BUSINESS

None

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

Chip Thomson, President

Bill Lowe, General Manager