

DELAWARE COUNTY AGRICULTURAL SOCIETY
BOARD MEETING
MAY 16, 2017

ATTENDANCE

Present – Pat Allen, Jackie Colflesh, Don Howard, Dan Huffman, Brad Jolliff, Larry Moreland, Pat Paykoff, Tiffany Rankin, Frank Reinhard, Carolyn Kay Riggle, Aaron Roll, Tom Roll, Colleen Smith, Chip Thomson, Diane Winters and Tom Wright.

Absent – Joe McLead, P.J. Terry and Laryssa Hook (Ex-Officio).

General Manager – Sandy Kuhn present.

GUESTS

Mike Harter, T. Thomson, Debbie Jackson, Linda Warner, Andy Pocock, Michael Albanese, Kevin Pope and Penny Downs.

MINUTES

Tom Roll moved and Diane Winters second the motion to approve the April 18, 2017 board minutes. Motion carried. Carolyn Kay Riggle abstained from voting.

PUBLIC COMMENT

Michael Albanese, Andy Pocock and Kevin Pope spoke on behalf of Albanese Entertainment regarding being the games provider for the 2017 Delaware County Fair. They have been the game provider for the past 15 years and also subcontract with other people to bring games. Board members asked them a variety of questions regarding games, employees, background checks and sub-contractors. The board let Michael Albanese know that Sandy Kuhn, general manager would let them know of the decision of who was providing the games by June 1, 2017.

After the Albanese representatives left, discussion was held regarding the two game companies that presented to the board. Tom Roll moved that we award the games contract to Albanese. Discussion was held. Tom Roll withdrew his motion. Frank Reinhard moved to refer this is to the Executive Committee, second by Jackie Colflesh and motion carried.

PRESIDENT'S REPORT

Pat Paykoff reported that some board members visited the Ohio Expo Center's new Cardinal Hall and got some good information from Virgil Strickler and his staff. There have been numerous individuals interested in the three board openings and he has been collecting names and contact information. No decision has been made on if and when the positions will be filled. In general, things are moving forward in all areas to get ready for the 2017 fair.

SECRETARY'S REPORT

General Manager, Sandy Kuhn discussed her activities over the past month which included: participating in Leadership Delaware for economic development day with graduation from the program on May 17; participating in Human Resources class through the Delaware Chamber of Commerce; working with T. Thomson on a sponsorship plan of work; having a staff meeting; continuing to work with companies on bids for bed tax projects and attending committee meetings. She reported that the Big Walnut DACC FFA Agricultural Issues team placed second in the state on their bed tax presentation and they presented a certificate of appreciation to the Delaware County Agricultural Society at their annual

FFA banquet for their help with preparing for the competition. Kuhn attended both the state contest and the FFA banquet.

TREASURER'S REPORT

Treasurer, Dan Huffman gave the report. He reported that money is coming in through ticket sales and vendor payments. We are running ahead of last year's ticket sales numbers. He went over the Balance Sheet, Accounts Payable and Accounts Receivable. The transition from Delaware County Bank to First Commonwealth will occur later in the week so he has been working with the bank and fair staff on this. Starting with the June meeting, financials will be emailed to board members a week in advance so they can review and have questions for the meeting. Please let Dan Huffman or Sandy Kuhn know if you want a hard copy for the meeting. Tom Roll moved to approve the monthly financial report, second by Tom Wright and motion carried.

PERSONNEL COMMITTEE

No report.

EXECUTIVE COMMITTEE

No report.

BUDGET & FINANCE

No report. Dan Huffman will plan a meeting before the June board meeting.

AGRICULTURAL/EXHIBITS/EDUCATION/FAC COMMITTEE

Brad Jolliff reported that there was no meeting in May. He will plan to have a meeting in June. The Sales Committee has requested a link on the fair's website. The board decided this was a good idea so Sandy Kuhn will work with Cheryl Hagerty on the committee to get the information for the website and get it to Bobby Oliver.

COMMUNITY/MEDIA/MEDIA/ADVERTISING COMMITTEE

Diane Winters reported that a committee meeting was held May 10. Updates were given on the media and advertising plan. Tom Roll moved to approve Iheart Media (WCOL, WNCI, WTVN) contract - \$9,480. Colleen Smith second and motion carried.

Aaron Roll moved to approve moving forward with Dave Kay with iFocus Marketing for up to \$3,000. Don Howard second and motion carried.

Tom Roll moved and Colleen Smith second a motion to pay Delaware Area Career Center Design Program up to \$1,500 for designing the fair book and postcard. Motion carried.

Tom Roll moved to purchase bumper stickers and window clings to advertise the fair. Colleen Smith second and motion carried.

DCAS is signed up for display at the Powell Festival June 24-25 and August and Sept. First Friday's in downtown Delaware. Intern Morgan Jolliff is coordinating these events and will be reaching out to board members to sign up for a shift. Morgan Jolliff is going to Rosecrans Elementary School in Sunbury tomorrow to talk about the fair to 250+ 3rd and 4th graders.

SECURITY/MEDICAL/EMPLOYMENT TRAILER/GATES COMMITTEE

Jackie Colflesh asked that any board members needing security during the fair to let her know when and where they needed it so she could start to develop her security needs. Jackie Colflesh moved and Colleen Smith second a motion to award Kevin's Towing a three year contract for the fair at a rate of \$850 per year. Motion carried.

MOTOR SPORTS COMMITTEE

No report.

FACILITY/FACILITY PLANNING

Larry Moreland reported that we will be purchasing a tractor from the county for \$2,000, a water truck for the track from Paykoff Water Hauling LLC for \$12,500 and a new mower from Green and Sons for \$14,000. We will be using the remainder of the OFMA grant to pay for half of this. The matching funds were approved at a previous meeting. The rollers on the track conditioner have been replaced. They are currently working on getting water and fiber into the infield.

RACING

Tom Wright reported that he has heard back from OHHA on the presentation he did April 27 and he will probably receive somewhere around \$700,000 for purse money.

He also reported that on April 19 he hosted Bob Schmitz with the Ohio Racing Commission and Rick Carfagna, the new state representative for Delaware, at the cabin to educate him on harness racing. He also took them out to Sugar Valley Farm for a tour.

John Cross is still ill with cancer and is not working right now. Amy Wildman is also sick so he is trying to get the staking done as best he can. He also reported that neither Jim Baker nor Carol Cramer are coming back to work at the log cabin this year so he will be looking for people to replace them.

SPONSORSHIP

T. reported he is keeping busy going through old proposals and making contacts with both existing and potential sponsors. He reminded board members that he sent out a request for a list of at least three potential new sponsors with contact names and information and has only heard back from two board members.

Frank Reinhard reported that there will be a Sponsorship Committee meeting Wednesday, May 24 at 5:30 p.m. at the fair office to discuss the New Vocations Pre Jug Party proposal.

Frank Reinhard moved to nominate T. Thomson for the Delaware Leadership Program and pay up to \$850 of his sponsorship. Carolyn Kay Riggle second the motion and motion carried.

HOSPITALITY/ENTERTAINMENT/SPECIAL EVENTS

No report. Carolyn Kay Riggle reported that she will get a meeting set up soon.

Tom Roll moved to approve the contract for Professor Bubblemaker for four days at \$325 per day for a total of \$1,300. He will perform Wednesday through Saturday. Pat Allen second motion and motion carried.

All Horse Parade – Diane Winters reported that the parade is September 10 starting at 3 p.m.

Wall of Fame – Chip Thomson reported that Sam McKee will be given the Joe Neville Award. He reported that the Honoree will be named soon.

Veterans – The Community Enhancement grant for \$6,000 was approved by the county commissioners for the Forever Grateful Veteran’s dinner. The request has been sent in for the money. Any money not spent for the dinner will have to be returned to the county.

Fair Book/Exhibitor Handbook – Don Howard reported that he should have the Exhibitor’s Book done by June 1 and Sandy Kuhn reported that the fair book should be ready to go to print by June 15.

TECHNOLOGY COMMITTEE

Pat Allen reported that the security camera installation is moving forward. It should be done by the end of the month. Dave Winters is working on both pre-camera installation work and on phone work.

Tom Roll moved to approve Dave Winters contract for \$50/hour up to \$7,500 on Phase I of cameras and phones for fair. Jackie Colflesh second and motion carried. Diane Winters and Pat Allen abstained from voting.

Frank Reinhard moved and Colleen Smith second to accept the IT agreement with the county for another year of service. No change from 2016 agreement. Motion carried.

Pat Allen reported that he is working with United Tote to move the tote projects ahead.

Larry Moreland moved that the Technology Committee become a sub-committee of the Facilities Committee. Don Howard second and motion carried.

BED TAX COMMITTEE

Chip Thomson reported on the bed tax revenue for the year. Chip Thomson brought up the following projects to be considered for completion before the 2017 fair. Perry Beechy giving an estimate for both the stairs in the grandstand and building the two totes. Getting quotes for the fencing around the racetrack. Jim Clarke developing architectural plans for redoing the bathrooms under the grandstand.

Plans for the Ag Center will be moving forward soon. The committee will discuss ideas on the building at the next board meeting. It was brought up that it would be good to have a ground breaking for it on the last day of the fair.

Tom Wright reported that at the April meeting David Shipps from TranSystems did a wants overview and then provided a drawing of the fairgrounds at the next meeting with the majority of our suggestions on the map.

The work on the exterior of the log cabin should be done by May 26 and the heating and cooling will start May 22 and should be completed by May 26, also.

Chip Thomson presented a proposal from Restoration Log Home Builders for \$12,000 for three sets of doors for the log cabin. Discussion was held and it was decided additional bids need to be obtained.

TICKETING & PRICING COMMITTEE

No report.

OLD BUSINESS

None.

NEW BUSINESS

Discussion was held on whether or not to hold a concert at the Motor Sports Complex this summer. It was brought up that there should probably be a concert there prior to the fair to work out the logistics if there was going to be one held there during the fair. Tom Roll moved and Carolyn Kay Riggle second a motion to refer this to the Entertainment Committee for further review.

Sandy Kuhn brought up that Scott Cubberly had been willing to coordinate a day of service here at the fairgrounds on June 24 to paint the wooden bleachers in the grandstand. It was discussed and decided that the concrete needs sealed more than the bleachers. Sandy Kuhn will follow up with Scott Cubberly to see if he is still interested.

Sandy Kuhn reported that she is working with Bill Cashman regarding radios for the 2017 fair.

ANNOUNCEMENTS

None.

Frank Reinhard moved to adjourn. Brad Jolliff second the motion. Motion carried.

Patrick D. Paykoff, President

Sandy Kuhn, General Manager