

DELAWARE COUNTY AGRICULTURAL SOCIETY

BOARD MEETING

JULY 19, 2022 –Ag. Hall of Fame

ATTENDANCE

Present-Jeff Armentrout, Jennifer Brown, Jackie Colflesh, Adam Demarco, Mark Fisher, Patricia Gladman, Mike Harter, Michael Knapp, Bryan Mellen, Jon Melvin, Tiffany Rankin, Colleen Smith, Chris Welker, Benjamin Wenner, Diane Winters, Tom Wright, Laryssa Hook (Ex Officio)

Dan Huffman arrived just before the Treasurer's Report

Absent- Don Howard, Chip Thomson

GUESTS – Jennifer McGowan, T. Thomson, Tisha Hilliker, Zac Fuller

CALL TO ORDER AND ROLL CALL

Tiffany Rankin called the meeting to order. The pledge was recited and Roll call was taken by Jennifer McGowan

PUBLIC COMMENT

Zak introduced himself from Newsforce in Marion and explained what they do for events and expressed an interest in working with the Delaware County Fair on some broadcasting and promotional ideas.

MINUTES

Mark Fisher moved and Jeff Armentrout second a motion to approve the June 21, 2022 board meeting minutes. Motion carried

PRESIDENT'S REPORT

Tiffany Rankin mentioned that a client of hers called from Madison Co. Fair to give her a heads up that their number of rides are down this year. Dan Huffman said that ride companies are reducing the number of rides due to fuel costs. We will need to check with our ride company and ask about that.

SECRETARY'S REPORT

Jennifer McGowan reported that we have secured advertising with IHeart media and WDLR and the Gazette. T. Thomson is working on advertising in the OHHA county fair races. We eliminated a couple of radio stations to focus more on social media advertising.

Souvenirs are starting to come in and we have a nice selection so far from Keith Hamilton.

Trash Boxes have been ordered from Kroger.

The ODA forms have been submitted for the Jr. Fair.

The liquor permits have been mailed in for approval to the Department of liquor control.

The sign on 23 is up and working and we are able to get things out there now.

Jen reported that she will have a rain insurance quote put together for the next board meeting and asked all the board members if there is anything that they can think of that needs to be done please let her know.

Colleen Smith asked about the Reaganomics and would they do better on Pavilion Hill the first Sat. Everyone agreed that we want them on the hill.

Benjamin Wenner asked how ticket sales were going. Jen said they are going steady and will usually pick up in August and September.

T. Thomson went over his sponsorship report and said he had a new sponsor renting the tent on Pavilion hill. Benjamin Wenner asked him about some of the contacted dates that weren't listed in the report and T. said that they are listed on the contracts.

T. is working on getting the Salesforce software and mentioned there may be additional costs. Colleen Smith said that the software is a blessing in disguise but you don't learn it overnight. As soon as it is up and running T. will let the board know.

#### TREASURER'S REPORT

Dan reported that Worly had paid for their tickets this year which is a \$12k ticket order. He said that most all the bills are paid in accounts payable. The financial report is as of June. He mentioned that Lehner's money is in the bank and we are still holding Marker's and will talk about that in Old Business.

Dan mentioned that we are in full fair mode. Lifts are committed and will be here the 1<sup>st</sup> of August thru the fair. Colleen asked about a lift for the hill and Dan said we would need to share them.

Benjamin Wenner approved and Mark Fisher second the motion to approve the treasurer's report. Motion carried.

#### EXECUTIVE COMMITTEE

Tiffany Rankin brought up some accidents that have happened over the last few weeks and mentioned that another one happened yesterday. We had a horse that went down in the ditch and we had a loose horse on the track that clipped a teacher helping with landscaping in the infield.

She reported that we have people trapping varmints in the infield.

Tiffany mentioned that we have had meetings with the City and the County and will likely go into Exec with these updates later.

#### GENERAL & ADMINISTRATIVE COMMITTEE

No Report

#### FINANCE

No Report

#### FAIR ADVISORY COMMITTEE

Benjamin Wenner reported that they haven't met but have been working on the fairbook. It is a special project and is a tremendous amount of work. Chris Welker, Kennedy Daub, and Jen McGowan are working on getting that together.

Benjamin asked about Bev Tidd's pay raise. We just need to decide on an amount and make it retroactive.

Benjamin asked the board to approve the quote of \$25,200 for new wash racks in the dairy barn with the Bed Tax. Benjamin Wenner moved and Bryan Mellen second the approval of the renovations to the wash racks. Motion carried.

Benjamin mentioned that we have a lot of animals dying from the heat every year and we would like to get fans put in the pig & lamb barn and the rabbit & poultry barn. The cost is \$62,000 and includes everything but that the permit is contingent on bed tax. We will discuss further in New Business. Tiffany advised that we did not get the grant money for that project.

#### ADVERTISING COMMITTEE

No Report

#### SAFETY COMMITTEE

Mike Harter addressed the campers on turn 2 that build the platforms along the fence and needing to have them sign a waiver of liability. We have a draft ready and will have an attorney look at it to have it ready to go by August 1. We need to get sizes and contracts on those lots.

Mike reported that the committee is going to take sections of the grounds and assign board members who are already in those areas to be responsible for getting EMS and other emergency vehicles in the areas in a timely manner.

He discussed parking, using the area where the old fair office was for parking of the Sheriff's office personal cars etc. The command center will be newly located at the east end of the Ag. Center. We will need electricity for them. Dan Huffman said that we can get them electricity and to just let him know how many amps they need. Jon Melvin thinks that it is 50 amps.

Chris Welker mentioned that he talked to Signature Sound about getting sound to the Ag. Center for fair and for the command center.

Mike Harter mentioned parking in the 4-H area and instead of parking trailers along the fence we will move them to the unused arenas.

Mike asked that if anyone had private security needs to let him know as he will be meeting with them in the next couple weeks. He spoke briefly with Captain Vance about possibly needing to increase our security a little this year.

Mike gave an update regarding the Caribbean Festival. We do have a warrant out for Trish Wright's arrest and he is following up to make sure an arrest is made.

#### MOTORSPORTS COMMITTEE

No Report

#### FACILITIES AND MAINTENANCE COMMITTEE

Mark Fisher announced that he would like to have all projects on the fairgrounds completed by Sept. 1.

The Horsemen's restroom is looking a lot better and Barn 30 is done and we have moved Chris Page to one side of it.

Dan Huffman mentioned that we need to get electric to the concession area and pavilion hill. We will need to run permanent electric to the box outside of the Coliseum with cable covers. We had borrowed these from OWU in the past but they are not available this year and we may have to rent them.

Mark Fisher mentioned that this is Moreco Electric's first year here and that if we know of something that needs done to write it down and get it to him. We have only received 2 lists from Jr. Fair committees so please get them in. Mark said the carpentry crew and the plumbers are all working hard.

Mike Harter said that we need to make sure there is electric by the camping spots at the Track Restroom because those people are paying for electric.

Mark and Jeff Armentrout did a walk thru in the rain and discovered there are 2 leaks in the Performance barn and the exterior lighting is bad. We need more lighting for the sale.

Mark said that the work we have done on barns 30, 35 and the parimutual building has been between \$20-30k each.

Jennifer Brown expressed a concern about the water heaters freezing in the winter on the barns. Mark said we will need to get some insulated boxes for those.

Mark said we are trying to repurpose as much as possible, and we need to be good landlords and get things back in shape.

Diane Winters asked if equal amounts of money would be spent of the 4-H horse barns. Patty Gladman asked where the horse show money goes and why some of it isn't going back into the Jr. Fair. Dan Huffman mentioned that we had just built the 4-H a brand new building and bought a tractor for that area as well. Patty said we need to get the barns up to safe standards before the fair. Mark Fisher said they will look at the list and do what we can get done.

Mike Harter said we are putting lipstick on a pig and we know that. There are safety issues and we need to make it as safe as we can. Patty Gladman said they have walls that move inside the barns. If you get a large horse in there and it falls, you have a big chance of other horses getting pinned in.

Colleen Smith asked if there is money being set aside for repairs. Dan said that it is not a money issue but a matter of people and time to get it done. There is a budget for repairs but right now we don't have the people to get it done.

Mark Fisher said we have repaired 2 barns in 4 months and it takes time. Patty said that we aren't seeing anything being done and that there is years of neglect.

Tom Wright said that it came up in the last Bed Tax meeting that we need a plan and we do not have one that maps out where we need to go with the Bed Tax money. Originally we were tearing down every building on the grounds, but with costs now it is not a reality. We need to map out what we want to do, what buildings can be restructured and which ones will need to be

knocked down. Tom said that what this maintenance committee has done in 3 months hasn't been done in 10 years.

#### RACING COMMITTEE

Tom Wright reported that at the Meadowlands Pace last week they had 10 in the final and 6 eligible and we are hoping for 2 nice big fields this year. Tom said there hasn't really been a favorite so far. He said there is not much else to report, just getting ourselves ready to race.

Jennifer Brown mentioned that Bob Colley passed away this week.

#### HOSPITALITY COMMITTEE

Colleen Smith reported that the original plan was to come back to the board today and approve an additional \$2,500 for Burwick to cater the hill. However she said that she just received another bid today at 2:30pm. She mentioned a concern with not preparing the food on site and mentioned Burwick is willing to do a 13k sponsorship and All Occasions was not.

She said the committee met this evening to review the new bid. Chris Welker asked who the caterer was and what the bid amount was. Colleen said that it was All Occasions and \$97k.

Benjamin asked how long this has been going on and Colleen said they have been working on these bids since the beginning of March. She said it started with 5 caterers and ended up down to 2.

Mark asked why the late bid from All Occasions, had we not reached out to them? Colleen said that in year's past they have not wanted to do it.

Benjamin Wenner said that the tent lost money last year correct? Tiffany said not necessarily. Colleen said that the money is derived from ticket sales and sponsorship dollars. Benjamin said sponsorships are not up, ticket sales are not up but catering is up \$40k and we barely broke even last year. It is not responsible to spend that much more money.

Discussion was held on the menu from All Occasions for Jug Day

Dan Huffman moved and Bryan Mellen second the motion to go with All Occasions for a 1 year contract. Benjamin Wenner asked to table this to Old Business, second by Jon Melvin. Motion carried. Colleen Smith and Diane Winters abstained.

#### BED TAX COMMITTEE

Tom Wright reported that the minutes from the Bed Tax meeting were sent to everyone. He said we will probably end up in arbitration at some point with Marker in the future.

Tom said the Grandstand project is moving forward. The new paving is fantastic and thanked Dan for working on that at half the cost we had budgeted.

We will start working on a Master Plan.

#### ALL HORSE PARADE

Diane Winters reported we are looking forward to having the parade. She mentioned the possibility of stepping up our security and police presence.

## HALL OF FAME/MUSEUM

No Report

Tom Wright mentioned that the Wall of Fame 2022 Honoree is Dick Stillings who had won 3 Jugs. The Neville award will go to Randy Waples, and the Lady Pace will go to Janet Terhune. He said invites for the Tuesday night party should be going out soon and that it takes place at the cabin about an hour after the races.

## OLD BUSINESS

Benjamin Wenner motioned to approve pending approval from an attorney and 2 changes made to the waiver for the the platform camping area regarding flags. Mark Fisher second. Motion carried.

Dan Huffman updated on Marker and that they hired Taft which he thinks is a conflict of interest. Tiffany Rankin said that they would have done a conflict check. Dan said they are meeting with them again, but marker is still claiming that it is a design problem.

Dan mentioned that we will want to give the TV guy a heads up that with the storms ripping out a bunch of his cable he will need to come up and get them replaced. Dan said he wanted a directional bore line and Jeff Armentrout said he might be able to get that done. Mark Fisher said they will get some pricing to see if we can handle it.

Benjamin Wenner motioned to approve up to \$62k for new fans for the barns pending bed tax approval. Jon Melvin second. Motion carried.

Dan brought up talking to PEP and they are concerned that our insurance doesn't cover employees working for other people on the grounds. OHHA says their insurance only covers them during racing and this could be an issue.

## NEW BUSINESS

Tom Wright reported that we are up for our trademark renewal and we currently have 2, Little Brown Jug and Delaware County Fair. He mentioned the All Horse Parade and registering that one as well. Reregistering is \$350, a new one is \$500 and the attorney fee is about \$1000 so we are looking at around \$2000 total. Diane said that she will go back to her committee and discuss trademarking the All Horse Parade.

Benjamin Wenner untabled the motion for All Occasions.

Colleen Smith went over the comparison details between Burwick and All Occasions.

Benjamin asked when we got all of Hal's stuff. Colleen said today at 2:30

Dan Huffman moved to accept All Occasion's bid for catering the hill. Bryan Mellen second.

Colleen interjected that it was not fair that All Occasions knew the bid number to come in under. Hal was told to come in under \$100k and he did.

Colleen abstained. Motion carried.

Benjamin Wenner moved to go into Executive Session. Jeff Armentrout second. Motion carried.

Benjamin Wenner moved to come out of Executive Session. Jackie Colflesh second. Motion carried.

Benjamin Wenner moved to approve a letter written to the city minus covid and financial information. Chris Welker second. Motion carried.

Mark Fisher moved to adjourn. Chris Welker second. Motion carried.

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Tiffany Rankin, President

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Jennifer McGowan