

Ohio Fair Managers Association Inc.
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ohiofairs@att.net Minutes May 10, 2018 Crowne Plaza Hotel, Columbus, Ohio
Approved by the Board September 6, 2018

President Dan Bullen called the meeting to order at 9:30 am. Booklets of information were presented to all attending. In attendance were: Dan Bullen, President, VP Rodney Arter, Vp Paul Harris, Treasurer Robert Dawson, Richard King, Wade Flory, Stanley Strode, Tom Stocksdale, Roger Smith, Paul Lease, Cara Muhlenkamp, Past Presidents, Tim Massie, Darrel Cubbison, Doug Guinsler and Past President Robert Buxton... Not presented and noted: Tom Higbie, Bev Fisher, Steve Cronebaugh, Gary Prater, Keith Sheridan, Fred Arnold and Harold Crowe & Dan Kimmet.

Guests: Theresa Call, Amanda Sines, David Drake, Brandy Daniels, Eric German, Tom Archer,

Correspondence: Thank you note from Queen Morgan for the arrangements and hospitality spring meetings, thank you for Lori Hart, IAFE for participation and presentations at the IAFE Federation Summit in Springfield, MO.

Board Minutes: Tom Stocksdale moved to accept the February 28, 2018 Board meeting minutes, 2nd, Stanley Strode, motion carried, approved.

Financial report: Treasurer Robert Dawson reviewed the quarterly report in great detail including a check register of all checks written up to March 31, 2018. Robert reviewed the Investments as well. On hand balance checking and investments \$131,771.82 as of March 31 reporting. Wade Flory moved to accept the financial report, 2nd Stanley Strode, motion approved.

Convention Program: Chairman Rod Arter reviewed the base program that was reviewed at Millersburg, Ohio prior to the spring meeting. Discussion on 1st time attendees programing, President Dan wants to do something like a Friday reception, talk about convention, give them a Red Book, Dan asked all to consider an evaluation sessions process. Discussion on hiring a professional speaker Lori Firsdon for the Thursday educational programing training 21 sessions for \$1500. Richard King moved to contract for this speaker, second Bob Buxton, motion approved. President Bullen considering Kevin Wangzer from Indiana for the Key not cost is \$4500 plus expenses. The OFMA office will seek a contract with our speaker contractor Pro Speak.

Lead Reports:

Hotels: Executive Director and Hotel Lead Howard Call reviewed the new agreements with the Drury for 2022 at a \$2 increase and added 10 more rooms on the Friday evening check in and the Crowne 2022 agreement for a \$2 increase on these rooms with adding 10 room nights on Friday evening. Stanley Strode moved to accept the contracts for the Drury and Crowne for 2022, second Wade Flory, motion approved.

Meals and Banquets: Howard Call reported in Paul's absence that the meeting with the chief went pretty well, the meals for 2019 will be chicken for the queen's event dinner, Bone ion Pork chop for the ODA luncheon and Sausage, eggs and waffle for the Awards Breakfast. Slight price increases on these meals was worked out.

Logistics: Richard King reported nothing to report

Spouse and Guest, Lead Cara Muhlenkamp reported that after consultation with the committee she is recommending the following, wine and paint will be a sign type project, a craft beer program and 1 wine program. Idea is to get a program for female directors spouses the Craft Beer Tasting.

Long Range Planning: Chairman Paul Harris reported on the Review of Hotel Convention locations around Ohio are beginning. Paul stated that during the spring meetings he had not feedback about moving out of Columbus. Education Coordinator postion draft was reviewed and much discussion and methods to train travel verses cyber training. Discussion included time of 20-30 hours a month, reviewing issue areas such as the audit reports to create training scopes. Possibility of billing fairs for mileage, Bob Dawson moved to create the postion funded \$6,000 per year salary with \$2000 expenses. . Stanley Strode second motion approved.

Queen Program: Bev Fisher reported to Hoard Call that the team was looking over the queen application and a reviewed copy would be forth coming with the help of past queens and the committee.

Junior Fair: Roger Smith has communicated with Lisa and they will start the planning after the school year ends.

Communication and Hall of Fame Awards: John Ackerman: Nothing to report

Trade Show: Tom Higbie was not present; Dan Bullen reported that Tom said to proceed.

Talent Showcase: Bob Dawson, Bob reported that video presentation form nonmusical act will be allowed for consideration 3 minutes in length.

Auction-Gala: Nothing to report, Theresa has tickets.

Registration: Tom Stocksdale, nothing to report presently.

Promotions/Sponsors: Rod Arter reports that if any knowledge of a potential sponsor to get it to him or Howard. Rod will contact Virgil about terminology for the support value.

Guest Speakers: None

OFMA Tour: Darrel Cubbison reports 30 plus more inbound, 1 bus only Great trip planned

Harness Racing: Wade Flory reports: Ohio Fair Fund continuing to be effected by non-track wagering, fund has lost 50% in 10 years, racing wagering tax 2008 \$1,563,798.21 and in 2017 \$767,582.71. This greatly affects the fairs support.

OHHA General Manger Renee Mancino forward the distribution of the Racino Funds grants.

VLT Discretionary Support Total Distributed		OH Fairs Fund Total Distributed	
9.	Overnight Purse Support	\$0	\$3,715.86 - Up to \$3,000.00 (\$500 each for 6 of the 8 divisions) can be used by each society as its portion of the match That leaves \$715.86 for overnight race purses. Total for 67 Racing Fairs = \$248,962.62
10.	Fair Expenses Support	\$12,000 (9.1% increase)	\$928 (Track Maintenance and Racing Expenses) + \$896.44 (General Operation) Expenses to go to each of the 67 Fairs = \$122,237.48
	Total OHHA Fair Support Per Racing Fair x 67 Racing Fairs	\$63,200* \$4,234,000 (4.3% increase)	\$896.44 to 29 Non-Racing Fairs Total to 29 = \$25,996.76
11.	Total OHHA Fair Support Per 29 Non-Racing Fairs	\$2,000 \$58,000	
12.	On-Track Insurance Support, Up-to 2 days per Racing Fair [\$189 per day total 126 days]	\$23,814	
13.	Signature Fair Race Support Grants from \$1,500 to \$200,000	\$328,800 (14.5% increase)	
14.	Ohio Breeder's Championships	\$475,000 (11.8% increase)	
15.	Ohio State Fair	\$475,000 (11.8% increase)	
Total OHHA VLT Monies Fair Support x 67 Racing Fairs and 29 Non-Racing Fairs		\$5,594,614	Total OH Fairs Fund Distribution \$670,150.75**
2017 Total =5,279,164		(6% Increase)	**Add \$111,475.79 to OH State Fair Total to Distribute from OH Fairs Fund \$757,635.27
\$5,594,614 + \$757,635.27= \$ 6,355,249.27			
Total Fair Support for 2018 = \$ 6,355,249.27 (96 Fairs Racing and Non-Racing)			

Wade stated that funds distribution will be June 1, and he will verify to ensure Paulding gets there funds in time for their fair racing program.

YPI/CFE Development Program: Cara Muhlenkamp reports she has been speaking with Alicia Shoults CFE Ohio State Fair about what programing to look at in Ohio. Possible convention mentoring, a Saturday Program to meet and greet, \$2400 available for sponsorship for these programs made available by OHHA.

Legislative: Amanda Sines handed out and reviewed the report and election results.

Spring meetings were reviewed for 2018 and planning for 2019. All letters will be out by weeks end. Redbook printing of 200 books will be approximately \$325.00. Tom Stocksdale moved to allow the purchase and distribution to the fairs at the spring meetings, second Stanley Strode. Motion approved

New Business: Amusement Education Proposal. Eric German, German Group, Beachwood Ohio reviewed his proposal on a plan to educate the media and well as give each and every fair a tool box of communication tools to use for communicating to the media in regard to ride safety. A video is part of the package. Greater Ohio Showmen's will take the lead on processing payments. GOSA has committed \$15,000, Ohio Festivals has committed 10% of total cost. One condition was that this video has no mention of the operating company who had the accident summer of 2017. Details of the agreement will be in addendum form with these minutes. In the poling from the district directors District 1 are in favor of the support, District 2 unavailable, District 3 Yes, District 4 seems favorable; District 5 Majority in favor, District 6 Yes, District 7 Stanley had e-mail issues but he thinks its good program for his fairs, District 8 yes all fairs interested,

District 9 Yes those that responded as long as no cost to their programs. Bob Dawson moved to support the effort with 50% of the net cost minus Festivals 10% contribution. Stanley Strode second, motion approved. Letter of concern from Lorain County Fair was discussed. The ED has taken action in posting the desired information on the OFMA website and will speak with the author on his concerns

Old Business: Recommendations:

1. Now be it recommended that the OFMA Board of Directors support the Ohio Department of Agriculture position to require all swine show to be terminal or swine to be on the fairgrounds for no more than seventy-two (72) hours. **OFMA has this under discussion**
2. Now be it recommended that the OFMA Board of Directors review changing the constitution so that resolutions be submitted by the annual meeting and then voted on at the Spring District Meetings. **May 10 discussion:** involved around the continued concern by the fair delegate that he or she cannot get with their board once these are presented Friday afternoon of the convention with the resolutions and be able to gain a consensus position to vote on resolution. *Concept of presenting the resolutions and recommendations at the annual meeting, presenting the discussion on the resolution pros and cons as well mailing an official ballot to each fair in January with the Pros and cons to the resolution to be voted on. The Fair board would return the ballot in a sealed envelope, sign and print on an official fair registration sheet their return of the sealed ballot to the OFMA at the spring meeting. Then the credentials committee would tally at the conclusion of the spring meetings and the results communicated out to each member fair. Stanley Strode moved to place this on the Annual meeting ballot, second Bob Dawson. Approved*
3. Now be it recommended that the OFMA Board of Directors review the Constitution of the appointment of the Director-At-Large position, that the maximum term be six (6) years, and each newly elected President appoint at less one (1) director at large. Anyone maybe reappointed after being off the Board for two (2) years, **May 10 discussion:** Discussion on the process and that in the past 6 years 1 person has asked to be considered (the same person all 6 years. Fair board officers, directors or managers are not stepping forward to ask about these opportunities. Richard King moved to take no further action on this item, second Paul Lease, motion carried, 1 dissenting vote.
4. Now it is recommended that the OFMA Board of Directors work with Ohio Department of Agriculture that Fair dates be established for a four (4) period as per statue. **ODA will accept the 4 years but will not change the rule.**
5. Now it is recommended that the OFMA Board of Directors work with the Ohio Department of Agriculture to revisit the possibility of the ODA conduct the Fair audits. **This was addressed to Director Daniels and the State Auditor fall of 2017 and ODA refused with the advice of the Auditor, ODA stands on their statement.** May 10 discussion will look at this with the new Auditor of State.
6. Now be recommended that the OFMA Board of Directors look into the possibility of establishing a Fair King contest. **Assigned to committee February 28, 2018. May 10 nothing to report.**

Amusement Education Proposal. Eric German, German Group, Beachwood Ohio reviewed the video with the board and that Tv 5 in Cincy was in the process of doing another story on Thursday May 10. Eric spoke about the program in total and that he is available to meet and speak with any media or fairs.

Spring 2018 meetings were reviewed and the need for 2 meeting rooms was discussed.

New Business:

Audit Committee, Tom Stocksdale reported on the Audit committee work. All records were accurate, receipts, distributions and reports were reviewed and found accurate on Wednesday May 9, 2018. The 990 filing, investments, liability insurance, salaries were reviewed. The committee recommendation was to increase the treasure salary to \$500 per month for 3 years. Tom Stocksdale moved to increase the treasurer salary to \$500 a month for 3 years, second Stanley Strode, motion approved. The audit committee further recommends the OFMA handbook needs to be reviewed and updated. Tom Stocksdale moved to have this Handbook reviewed, second Stanly, Motion carried. President Dan Bullen assigned this item to Long Range Planning for reviewed

and report out September board meeting.

OFMA 2018-2019 Budget: Treasure Bob Dawson and the committee submitted the following budget, after discussion of financial changes in the meeting today the budget has room for the changes. The committee separated Battelle Hall costs for more transparency in the accounting. Richard King moved to approve the budget second Wade Flory, motion approved.

2019 spring meetings: Discussion centered on Palm Sunday, poling saw 2 concerns out of over 20 fairs. Must have a meeting room space of some kind to have the business meal separate from the dinner meal, will start April 14 a little later to allow those that want to go to church the time to do so. Poor attendance at 1&2 led to decision to try evening meal. Discussion on revising the means of the business meeting and limiting the dinner reports to 3-4 minutes. Place more emphasis on the business meeting. Hand out passes at the end of the meeting during the door prize drawings.

April 6 Muskingum County Fairgrounds Districts 7&8 Dinner Hall reserved

April 7 Washington Courthouse Fayette County Fairgrounds District 3, 4, 6 Lunch hall reserved

April 13 1&2 evening meal Wood County Fair Grounds

April 14 5&9 Kent, Ohio VFW Hall 1945 Mogadore Road Kent, Ohio 44240

Greater Ohio Showman: David Drake and Brandy Daniels attended. David thanked the OFMA for their participation in the Moving Safely Project, reminder to let the German Group do the speaking for the industry on this topic. They are working on sessions for convention. Question was raised on the Letter mailed to the ride operators seeking support for the funding of the project. Some have responded with pledges.

Ohio State Extension: Tom Archer spoke about the Extension job vacancies 3 in the state, filling Hamilton, Fayette and Logan Counties. Moving to BS degree entry criteria has helped seek potential employees from the master's requirement. Hamilton County 4-H program is looking to rejoin the Hamilton County Fair; the Park where the junior fair has been held is changing possible owners and more items to consider. State Food and animal Science position was bid with 22 applications. Reorganization of the extension areas is underway, more to come. Tom spoke about the cross county line movement of youth prohibition, this is being considered on account of changing family dynamics. More to come on this.

Ohio Department of Ag: No report

OHHA: Renee submitted the Harness Racing Financials for 2018 fairs and her letter of interest prior to the meeting, had conflicting meetings today,

Meeting adjourned by Bob Buxton and second Stanley Strode, Motion approved

Minutes Authenticated by Executive Director Howard CallOhioFairManagersAssociationMAY_2018.docofmaminutes