

Ohio Fair Managers Association Inc.

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ohiofairs@att.net Minutes May 10, 2019 Max and Irma's Basement Conference room, Columbus, Ohio

Approved by the Board: September 17, 2019

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, ED Howard Call, Richard King, Tom Higbie, Wade Flory, Brad Cosenza, Tom Stocksdale, Roger Smith, John Ackerman, Stanley Strode, Paul Lease, Bev Fisher CFE, Liz Lafferty, Greta Gray, Past Presidents, Tim Massie, Paul Oechsle, Darrel Cubbison, Jon Overmyer and IPP Robert Buxton.

Guests: Virgil Strickler CFE, Theresa Call, Amanda Sines, Renee Mancino, Mike Vartorella, Tim Derickson ODA Deputy Director, Brandy Daniels, David Drake, Kirk Bloir.

The Board broke into the following committees, Spouse Programing and Fair Queen program, Junior Fair, Sponsorship, Tradeshow and Communications/Hall of Fame. Each committee met for 45 minutes.

Correspondence: none

Board Minutes: Tom Stocksdale moved to accept the January 3, 2019 Board meeting minutes, 2nd, Wade Flory, 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, 2019. On hand balance checking and investments \$146,955.55 as of March 31, 2019 reporting. Richard King moved to accept the financial report, 2nd Tom Higbie, motion approved.

Budget: Treasure Robert Dawson presented the 2019-2020 budgets after a short discussion and explanations, Tom Stocksdale moved to approve, Second Bev Fisher CFE motion carried.

OFMA Audit Review: Tom Stocksdale presented the May 9, 2019 Audit committee report, found all records to be in excellent condition accurate and balanced. Committee reviewed the investments, and savings vehicles. Motion by Tom Stocksdale and second by Bev Fisher to approve the audit committee report, Motion Approved. Motion to continue with Bob Dawson and Howard Call to sign checks was made by Bev Fisher CFE and Wade Flory, motion approved. Discussion on eligible expenses and the time lines for reimbursing was held and this item was assigned to long range planning for review and report back. Motion by Tom Stocksdale and second Paul Lease, motion approved.

Convention Program Results: Program committee meet between the spring meetings and Rod will build the base program and get it out. Speakers were hired for the Thursday and Friday education sessions.

Hotels: Staff changes have occurred at the Convention Center and the Hyatt with new Sales Managers. Howard brought forward the space rental for the 1st flor B&C rooms for the 3 days \$999 total. This will cover the space needed for the tradeshow expansion using the 2 Union Rooms. Paul Harris moved to accept, second Stanley Strode.

Meals and Banquets: No report

Logistics: Richard No report

Spouse and Guest, No report

Long Range Planning: Paul Harris Redbook review will be the focus, high level issues are the amount of money that a fair can borrow portions of the law and other portions that are outdated, met with ODA staff and had good participation and agreement on needed changes. Also looking at the annual report and streamlining that.

Queen Program: Bev Fisher CFE: Good committee meeting and lots of ideas.

Junior Fair: Roger Smith reported: Good committee meeting and lots of ideas.

Communication and Hall of Fame Awards: Richard King reported good meeting and will go over changes with Theresa for the communications awards and will get those finalized by the end of June.

Trade Show: Tom Higbie: Fire Marshall not allowing booths both sides of the hallways which eliminated 22 spaces. so will need to move into the Union A & B rooms, all snacks will be in this room for the hallways and Delaware rooms. Hospitality will be listed as Franklin and Union Rooms. Committee wants to bring beer into the tradeshow after 2pm since most of the Junior Fair will be departing. The poker chip game will continue.

Talent Showcase: Bob Dawson, good as it is.

Auction-Gala: Jon Overmyer: the loss of higher value items has hurt, Jon to see if we can access Tressel and Myer signed helmets as a possible boost to the auction. Discussion on do we need a band or would a DJ work better. Discussion included who donated and who purchased.

Registration: Tom Stocksdale: No report

Promotions/Sponsors: No report

OFMA Tour: Darrel Cubbison: Tour in jeopardy only 18 people on board, Howard will make a decision shortly and if cancel, Bob Dawson will adjust the budget.

Harness Racing: Wade Flory reports that he is continuing his conversation in regard to the Ohio Fairs Fund tax program numbers continuing to slide down but believes we have little support to change. Wade has in his travels has stressed the importance of the fairs fund based on wagering.

2019 Resolutions and recommendations: The two recommendations from the 2019 Annual Meeting were reviewed and discussed. There were no resolutions, No action taken

1. 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 statute.
2. Now it is recommended that the OFMA Board of Directors work with Ohio Department of Agriculture to review the Redbook including section 1711.24 (*1711.24 Insurance on county society's buildings*. The board of county commissioners of a county in which there is a county agricultural society shall insure the buildings on the grounds of such society for the benefit of such society)

YPI/CFE Development Program: no report

Legislative: Amanda Sines handed out and reviewed the report. Keeping eyes on the House bills on energy and budget.

Old Business: Surveys from the spring meeting were passed out for review.

New Business: Executive Director Contract : The agreement between the OFMA and Fairway Electric expires June 30, 2019. Discussion included the time frame to be July 1, 2019 to June 30, 2022, 3 year agreement with compensation to be \$31,000 year 1 and \$32,000 years 2 and 3. Bob Dawson moved to accept the above terms, second Bev Fisher CFE. Motion approved

Web Portal Expansion and web site redesign: Executive Director Howard Call presented 3 companies proposals

1. Website production & development: \$4600, Form development:\$18500, Annual licensing:\$450/yr
2. Total fees max \$17,000 Fees Monthly licensing \$400 per month =\$4800 a year
3. Vendor will provide the above mentioned work at a price not to exceed \$12,000. We anticipate a budget of \$8,400 - \$10,500. No yearly Leasing cost. Discussion on the merits of all three #1 the OFMA staff would have to learn the software for all data adjustments. Discussion on yearly leasing costs for a system that does work for mainly 4 months. Brad Cosenza moved to accept bid with a max cost of \$12,000. Second Richard King, Motion carried.

ODA: Mike Vartorella attending detailed issues with Hamilton County Fair not filing a series of 990's and the books being un-auditable per the state auditor, The Director of Agriculture is traveling around the state addressing water issues and other topics

Greater Ohio Showman: David Drake, President and Randy Kissel VP attended. David reviewed the upcoming fair season.

Ohio State Extension: Kirk Bloir attended, reporting extension continues to hire extension staff and urban outreach program for Mahoning County ages 5-18, trying to reach out to grow programing and interest. Looking to partner with fairs to get the message out on new programing and interests. There are currently 140 extension specialist in Ohio with 60,000 in the youth program, 16,000 volunteers currently, looking at food programs for eligible kids so they have a healthy meal.

OHHA: Renee Mancino reported out the state of the Ohio Harness breeding programs, the intended higher level races for 2019. Working on a capital funds matching grant program that should be out in June. Fairs will receive their support a month prior to the county fair starting. The spreadsheet for the racing program was in the last OFMA newsletter.

Meeting adjourned by Wade Flory and second Bev Fisher CFE, Motion approved

Minutes Authenticated by Executive Director Howard Call Ohio Fair Managers Association FEB
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