



Pickaway County Agricultural Society
Monthly Meeting Minutes
November 12, 2018
****immediately following annual meeting***

- I. Call to order by Von at 7:12pm
- II. Roll Call – Directors not present: Craig Weiler
- III. Special Guests
 - a) Tim Wilson – Pickaway County Visitor’s Bureau (PCVB)
 - Brad Lutz shared a written proposal of PCVB’s offer to do the event marketing for Pickaway Agriculture & Event Center (PAEC) at October meeting
 - Tim Wilson expressed his excitement for the new fairgrounds & facilities and stressed the importance of the use of the new facilities for not only our county but the region and state-wide. PCVB is already getting a lot calls and interest about what is available in the county for 2019.
 - PCVB is offering promotional services to Pickaway County Ag Society (PCAS) in anticipation of a high volume of larger events like conferences coming to the county interested in PAEC. PCVB would be the official marketing arm actively marketing, promoting and scheduling events for PAEC
 - Tim and his staff are expanding their resources and networks by attending meeting and event tradeshows. Going to join Meeting Planners International.
 - Building relationships important for successful event marketing. PCVB dedicated to doing so.
 - PCVB is staffed Monday-Friday with full-time staff, looking to hire another full-time person that will be dedicated to PAEC promoting, marketing, event planning. Staff will be readily available and can immediately answer questions for anyone who inquires.
 - All final grounds/facilities decisions will be through PCAS
 - Jay Wippel and county commissioners supportive of arrangement. Commissioners approved \$400/week and will pay first 6 months to help get it started
 - 2-year contract between PCVB and PCAS. Can be re-evaluated after contract expires to decide future coverage. First 3-4 months will entail a lot of set up work, designing printed marketing materials, enhance PCVB website with tab for meeting

planner/rental. Length of contract (2 years) non-negotiable because of amount of investment by PCVB and logistics/timeline of completion of facilities

- PCAS needs to set rental rates ASAP.
- Intent to focus on marketing to ag exhibitors.
- With this level of marketing/promotion PAEC can compete with other counties like Ross and Delaware that are doing many events like what we're seeking.
- PCVB works the contracts/agreements from start to finish and partners with PCAS for scheduled events.
- Any decisions on fairgrounds staffing/coverage for duties not related to marketing/promotional/rental is decided and voted upon by PCAS.

IV. Secretary Report – Brad Lutz moved to accept October meeting minutes. Carl Myers seconded. Motion passed.

V. Treasurer Report –
GAP...

- Total funds in bank \$29,745
- Expenses: donation to revitalization fund \$89,236.01
- Minimal expenses still out to be paid
- Brad Lutz moved to accept. Scott Pritchard seconded. Motion passed.

PCAS...

- Checking - \$44,189.54
- Savings - \$102,073.95
- Petty Cash - \$100
- Total funds in bank - \$146,363.49
- Camping rentals from Pumpkin Show \$7,010. Down slightly from around \$10k in 2017.
- Flea Market funds of \$2,280 from October & November combined.
- Horse Barn rental \$4,052.34
- Income \$13,966.26
- Electric bill \$2,388.19
- Expense \$14,221.17
- Loss for month \$254.91
- Loss for year \$33,101.49
- Brad Lutz moved to accept. Darin Myers seconded. Motion passed.

VI. Committee Reports

a) Jr. Fair Board – Joy Sharp

- had first meeting last night (Sun 11/11). Senior Fair Board members always welcome to attend meetings (2nd Sunday each month). Von Cremeans encouraged everyone to attend as many meetings as they can to show SFB support, encourage their participation, and form a partnership.

- Up to 37 members for 2019!
 - Scheduled holiday activity for Fri 12/14 and discussed junior fair convention
 - Animal Science update from ODA/Dr. Forshee and Ohio State Fair - in the past there was an option for livestock to enter via paper or online. Starting in 2019 all market animals are required to be entered online and late entries will not be accepted.
- b) Livestock & Sale Committee – Jeff Wippel
- committee has been working to update livestock rules. (SFB received a copy of livestock rules via email and hard copy at meeting).
 - Asking board for approval:
 - Hog Weight – L&SC proposed raising hog weight range to 220 (min) to 300 (max) lbs (currently 280 max). Industry standards have evolved and this will align us. Mark List suggested the Swine Committee discuss and counter the recommendation. There was discussion that lower weight needs to be considered being lowered if higher weight being increased.
 - Beef and Dairy Breeder Projects – L&SC proposed exempting beef and dairy breeder projects from 5 animal limit rule in an attempt to fill the cattle barn. Can bring as many beef and dairy breeding projects as they'd like.
 - steer weigh-in is Dec 22 at Ross County 10am-noon.
 - 2019 Membership for L&SC - wants SFB to consider providing each L&S committee member a membership 2019/week pass to fair (approximately 25). Duties and responsibility increasing. Several members do not have children or grandchildren that are exhibitors.
- c) Building & Equipment Rental Rates – Mark List will have finalized to present at next month's meeting for approval
- d) GAP – Chris Pence suggested to start meetings to take advantage of winter sales, etc. Looking for additional members to join committee.

VII. Old Business

- a) Event Marketing & Building Rental Management
- Tim Wilson proposed contract.
 - Commissioners paying for first 6 months of service.
 - Von Cremeans shared that surrounding counties pay \$40k-\$100k for fair managers. Important to success of events being scheduled year-round as envisioned
 - Clark County fair manager makes \$180k including commission.
 - Fairfield County fair manager made \$60k on salary.
 - Brad Lutz suggested a small committee be set to help guide decisions and springboard this effort for efficient communications.
 - Chris Pence stated that this is important because the event marketing and planning is well above and beyond expectations of current office staff, and very necessary to assure grounds are utilized for what they are being built for. A focused effort and

time will need to be dedicated to making it a success. PCVB's proposed role will be critical.

- Tracey Rittinger inquired on what other current income PCAS/fairgrounds has besides horse rentals. Sean Mayhugh can produce outstanding balances. Current income is horse rentals and several people's rent not caught up. Sean Mayhugh can produce outstanding balances for board's review. Some monthly, some "as they can pay" based on mutual agreement. Lessees are invoiced monthly and late fees are applied. Tracey requested for that information to be produced and reviewed at next meeting.
- Jim Arledge moved to approve PCVB's proposal/contract to do PAEC marketing, scheduling and event planning. Darin Myers seconded. Motion carried.

VIII. New business

a) Livestock Exhibition/Show Rules

- Von Cremeans proposed voting on beef & dairy decision tonight since weigh-in coming up.
- There are many rules to consider. Document was sent to Sr. Fair Board via email by Christy Pence. Von Cremeans requested Sr. Fair Board to read entire document presented and vote at Dec mtg. Some things will need changed, added and/or deleted. Punishments/consequences for rules broken have been added. Megan Moorman was instrumental in editing proposed changes into document for consideration.
- Von Cremeans emphasized to board that all rules approved need to be applied/enforced.
- Von Cremeans suggested that anything not a rule be removed to simplify. (i.e. recommendations like "goats recommended to be sheared").
- Von Cremeans suggested that the board consider increasing or not limiting "5 animal limit" rule in effort to fill buildings.
- Brad Lutz moved to approve L&SC proposal for exempting beef and dairy breeder projects from "5 animal limit" rule. Carlee Stewart & Scott Pritchard seconded. Mark List opposed. Motion carried.
- Chris Pence moved to amend L&SC proposal to include all species for unlimited number of breeding projects. Mark List seconded.
 - Sean Mayhugh countered to move to table consideration of amended proposal until December meeting. Carlee Stewart seconded. Chris Pence & Brad Lutz opposed. Motion to table decision to December meeting carried.
- Carlee Stewart moved to change weight range for hogs to 215 lbs (from 220 lbs) to 300 lbs (from 280 lbs) for hogs. Mark List seconded. Several board members opposed upon voting. Roll call vote was taken.
 - Yes (8) – Arledge, List, Lutz, C. Myers, Chris Pence, Reisinger, Shannon, Stewart
 - No (7) – Barthelmas, Black, Justus, Lear, D. Myers, Pritchard, Rittinger
 - Abstain (3) – Mayhugh, Pontious, Smith

- Motion passed
 - L&S Committee requested that Sr. Fair Board consider approving PCAS memberships for each committee member (approximately 25). After discussion among board no motion was made to further consider or approve request.
- b) Revitalization Leadership Sponsored Event – “Farewell to Coliseum” Event
- Hosting “Flapjack Farewell to Coliseum Event” Sat 12/1 9am-noon, during flea market. To give community one last opportunity to visit and say their goodbyes before the coliseum comes down in January. Get photo with steer. Corky Ques providing food for \$5 (pancakes & sausage). Important for as many sr. fair board members to attend as possible to be visible to community, show support and solidarity. Please promote event as well.
- c) Move Date of December Meeting
- Sean Mayhugh requested to move December meeting to the 3rd Monday (12/17) to allow more time to finalize year-end financials.
 - Brad Lutz moved to change Dec meeting to 12/17. Carl Myers seconded. Motion carried.
- d) OFMA Convention
- Th 1/3, Fri 1/4, Sat 1/5
 - Von Cremeans strongly encouraged all board members and livestock & sale committee members to attend as possible. There is a lot to learn. Great networking with and learning from other fairs.
 - RSVP to Christy Pence no later than Sunday, Nov25
 - Anyone that commits to attending and cancels/doesn’t show will be responsible for reimbursing fair board for any costs incurred.
 - All board members received a document with the following expense/cost break down for attending OFMA convention to review for consideration:

2019 OFMA Convention

Directors, Secretary, Livestock & Sale Committee & Spouses:

- Convention Pre-Registration (before 12/14) \$50 per attendee
- Queen Luncheon/Th \$36 per attendee
- ODA Luncheon/Fr \$34 per attendee
- President’s Showcase/Fr \$100 per table (10 per table/\$10 ea)
- Extravaganza/Sat \$100 per table (10 per table/\$10 ea)
- Awards Breakfast \$22 ea per attendee
- Misc Expense Reimbursement (parking, meal(s), gas, hotel, etc) up to \$100 per attending director

2019 OFMA Membership

- 2019 OFMA Annual Membership \$200

Queen (1):

- Application fee (approved at 8/13/18 mtg) \$100 (already paid)
- Hotel room allowance \$100

Jr. Fair Board + JFB Adult Drivers:

- Lunch/Sat \$15 per attendee
- Misc Expense Reimbursement (parking, meal(s), gas) up to \$20 per adult driver (approximately 4)

- Mark List moved to approve as listed \$200 be paid for OFMA membership, and costs per sr. fair board director, livestock & sale committee members, secretary & spouses per attendee to attend OFMA convention registrations and events: \$50/registration, \$36/Queen Luncheon, \$34/ODA Luncheon, \$100 (table)/President's Showcase, \$100 (table)/Extravaganza, \$22/Awards Breakfast, up to \$100/expense reimbursement (receipts required – alcohol non-reimbursable). Darin Myers seconded. Motion carried.
 - Randy Smith moved to approve hotel reimbursement to fair queen of \$100. Darin Myers seconded. Motion carried.
 - Randy Smith moved to approve costs per jr. fair board member/\$15 and reimburse up to \$20 per adult driver (receipts required – alcohol non-reimbursable). Carlee Stewart seconded. Motion carried.
- e) Circleville Christmas Parade
- Sat 12/1 at 1pm (same day as Flapjack Farewell to Coliseum event). Fair parade will be included. There will be a sleigh on float placed behind steer. All board members encouraged to attend and ride float. Line up by CVS around 12:40.
- f) Ohio Small Town Museum Fundraiser/Scott
- Jim Bob Welsh interested in some wood from bleachers in coliseum to make ink pens as a fundraiser for PCAS. OSTM currently doing as a fundraiser selling pens for \$40/each, with wood from old covered bridge in Lockbourne. Artisan will make for free. OSTM will market for free (may possible give some of proceeds per pen to OSTM and a portion to artisan).
 - Brad Lutz moved to approve request for Jim Bob to remove wood from bleachers in Coliseum to be utilized as ink pen fundraiser for PCAS. Carl Myers seconded. Motion carried.
- g) Secretary & Treasurer Compensation
- Scott Pritchard proposed to board that a discussion of monetary compensation for Secretary & Treasurer needs to be considered by board. Many hours and a lot of effort is being invested.
 - Von Cremeans informed board that according to Redbook law the Treasurer and Secretary can be compensated and that most fairs do so. Can be by meeting, monthly, etc.
 - Ross County pays \$1k/month for treasurer.
 - Brad Lutz suggested a personnel committee be formed to dedicate some thought into this effort to come up with proposal to be presented to board. Tabled until committee is formed, meets, discusses, and brings to board in future meeting.

- h) “Performance Against Standard” (PAS) Horse Show
- State qualifying event for horses
 - was approved by sr. fair board to have during 2019 fair
 - Need to consider paying judge. what is charged to exhibitors for classes (\$10 max per class to try out), want it to be valuable to encourage kids to participate. Try out in 4-6 classes, approximately 20 kids per class.
 - \$400-\$450 per PAS judge approximate cost paid by Sr. Fair Board.
 - Parking is a challenge for “trailer in”. Can make it for fair participants only.
 - Jennifer Pontious moved to charge exhibitors for \$5 per class, 6 class max, must show at fair. Brad Lutz seconded. Motion carried.
- i) Holiday Party – Th 11/29 @ 6:30pm, includes catered meal. RSVP to Christy Pence by Sun 11/25. Includes all PCAS directors and Livestock & Sale Committee and spouses.

IX. Correspondence

- Thank you note from Connie Tootle, Pumpkin Show for Trustee for all help and support she received with accommodating float decorating contest and float storage
- Kayla Kolesar sent a thank you note to PCAS for buying her market hog at fair.
- Darby Minor send thank you note for PCAS buying chicken at fair.
- Thanks from Westfall for donation to education fund

- X. Adjournment – Chris Pence moved to adjourn. Darin Myers seconded. Adjourned at 8:49pm.

Minutes submitted by PCAS Secretary, Christy Pence

NEXT MEETING: Monday, December 17, 2018 @ 7:00pm

**Next Livestock & Sale Committee Meeting: Monday, November 19, 2018 @ 7:00pm*

**Senior Fair Board Holiday Celebration, Thursday, November 29 @ 6:30pm*

**Flapjack Farewell to the Coliseum: pancake breakfast – Sat, Dec 1 @ 9am-noon*

**Circleville Christmas Parade: Saturday, December 1 @ 1:00 – parade float*

**OFMA Convention January Th 3- Sun 6*