

**Pickaway County Agricultural Society**  
**Meeting Minutes**

**January 8, 2018**

**7:00pm**

- I. President, Von Cremeans at 7:01pm, called meeting to order.
- II. Pledge of Allegiance
- III. Secretary, Christy Pence, did Roll Call. Directors not in attendance: Jim Arledge, Mike Bennett, TJ Cline, Dustin Hube, Brad Lutz (courtesy of notice given), Tracey Rittinger (courtesy of notice given).
- IV. Secretary Report – No additions or corrections were made. Gerald Loudermilk moved to accept the minutes from 12/27/17. Sean Mayhugh seconded. Motion carried.
- V. Treasurer Report – Checking account currently has \$56,815.23. Savings account currently has \$115, 599.76. \$100 in petty cash. Total income \$6,579.67. Total expenses \$9,642.50. Currently showing loss for year of -\$3,062.83. We are on track to be similar to last year at this time. Von Cremeans clarified that the \$3,479.80 payment to Trego’s Plumbing is for annual maintenance. No additions or corrections were made. Gerald Loudermilk moved to accept the monthly treasurer’s report. Craig Weiler seconded. Motion carried.
- VI. Correspondence –  
  
Jr. Fair requested sponsorship for king/queen contest of \$225 (Joy Sharp clarified this amount goes almost exclusively to just sashes which cost \$256) + junior fair awards \$150 = \$375. This is the amount Sr. Fair Board has given in the past. Tabled for new business later in meeting.  
  
Shirley Lear and her husband created amphitheater funding project prospect/sponsors. Von Cremeans suggested passing it on to the P.A.E.C. Leadership fundraising committee. Next P.A.E.C. Leadership meeting is Thursday, January 11. Christy Pence will pass on the information to the committee on Shirley’s behalf. A cultural and arts grant of \$500k has been applied for by the commissioners for the amphitheater to be included in phase 1 of construction.
- VII. Committee Reports  
  
Jr. Fair Board – representatives Ambrosia Havan, Sue Anne Steele and Maylon Conrad were in attendance. Jr. Fair Board had a meeting last month. Next Jr. Fair Board meeting is this

Sunday, 1/14. It will be a make up holiday party; will have white elephant gift exchange then business meeting after. 10 representatives attended OFMA conference this past Saturday. They thanked Sr. Fair Board for paying for lunch. They all attended the general session. Ambrosia attended sessions with the following topics: “making disabled fair goers participants at the fair” and “how to teach a S.T.E.M. challenge at your fair or to other groups”. Sue Anne attended sessions with the following topics: “making disabled fair goers participants at the fair” and “how to properly promote your fair and agriculture to the media – what to say to reporters and how to talk to the public about your fair”. Sue Anne also represented Pickaway County as Jr. Fair Queen and was selected as 3<sup>rd</sup> runner up for the Ohio Fairs Queen title out of 79 contestants.

Beef Committee – Steve Barthelmas, Mark List and Jeff Wippel said they’re ready to go this Saturday, 1/13 for pre-tagging and weigh-in. Could use some help 10am-noon.

## VIII. Old Business

Phone/internet – Randy Smith reported that they’re ready to write report to transfer main & fax numbers. Moving forward on switching from Frontier as provider to Spectrum. Going to save about \$154/month. Reducing # of lines from 4 to 2. Phone line will be upgraded with voice mail capability. So when people call it goes to an answering machine or rings busy. Horse racing will no longer have a LAN line phone. Wireless Internet will be available all over fair grounds for Directors. The Grange Building will be wired for sale committee to operate. Sean will get a pay as you go phone to use as needed (costs \$40). That number will be published as race office phone number. New phone lines will have voice mail and call waiting and caller id.

Technology/website update – Brad Lutz and Dustin Hube are not present to provide update but Brad did communicate with Von Cremeans on progress of technology. County working on purchasing the equipment. Website progress is unknown at this time.

Train – After 12/27/17 special meeting a phone call was made to notify Allentown, PA on Sr. Fair Board’s decision to not accept their offer of \$22,500 for the train and to donate the train to Hocking Valley/Nelsonville. Allentown, PA said that was fine because they’d just buy the train from Hocking Valley/Nelsonville and move it. Hocking Valley has not yet been notified that Sr. Fair Board voted to choose them for train to be donated to. Von Cremeans clarified to the Sr. Fair Board that either: 1) verbiage is needed in the contract that if Hocking Valley does sell the train P.C.A.S. gets \$22,500 and that we have the right to inspect and make sure it is on their property anytime OR 2) resend the vote and re-vote to take Allentown’s offer and put the money toward grand stands improvement (hand rails/ada compliance improvements, restroom renovation, etc.) and honor Mr. Fissell with name on grandstands with photo/plaque of train honoring his generous contribution. Gerald Loudermilk made motion to resend the vote and re-vote on where train should go. Chris Pence seconded. Voted by roll call. Motion passed 12 votes yay, 2 votes nay.

Chris Pence moved to accept offer from Allentown and apply all money to grandstand renovations, and honor the Fissells with naming. Carlee Stewart seconded. Voted by roll call. 13 votes yay, 1 vote nay. Motion passed.

Randy Smith will notify Allentown tomorrow, Tu 1/9 and request half of the non-refundable payment by made by next regular Sr. Fair Board on Mon 2/12, and the train has to be removed from the grounds by May 1.

#### IX. New business

Rental rates - have not changed since 2015. Rates really cheap for service, equipment, and space being provided. Not charging for things like chair and table set-up, and microphones/sound equipment that Steve Helber is setting up. Tabled indefinitely. Needs to be considered for future.

Gun show – Von Cremeans has been asked by numerous people in the community and other counties to bring the gun show back. Von would like to create a committee to research it further to see how it can be done successfully by Sr. Fair Board. \$90-150k/day revenue potential. 100% transparency with where funds go will be required and done so ethically by the Sr. Fair Board disclosing use of funds publically. Looking to source guns in Ohio. To be held in fall. Many other counties doing their own gun shows. Needs done asap. Shirley Lear offered that she might have some NRA representatives as contacts through her 4H Shooting Club. An option until the Sr. Fair Board learns how to do it well and efficiently is to pay another group/county fair board (like Perry) to run temporarily (a year or two). Contact other fair boards that do this like Perry, Muskingum, Knox, Noble, and other gun shows and dealers. Carlee Stewart moved to construct a committee to research and create a charter with all details/specifics (How much money does it take to start up and continue running? Partner with other fair boards to gather information. Write by-laws of charter. Specify what money will be used for, etc.) to host gun show with money going directly back to fair grounds. Craig Weiler seconded. Motion carried.

Optional fund raising – year-round raffles run by fair board ...monthly gun raffle (\$15-20 tickets). \$500 monthly revenue potential. Each month profit goes to different committee...beef, horse, etc. Can be used for additional judges and other needs to enhance fair experience. Cannot do two weeks before fair, during the fair or two weeks after fair. Shirley Lear said that her small 4H Shooting Club (5-7 members) has had gun raffles that haven't been overwhelmingly successful, but suggested that all Sr. Fair Board members' participation could increase success. Getting right guns to sell is important to consider. Von will run the committee. Craig Weiler moved for the Sr. Fair Board to have a monthly gun raffle. Gerald Loudermilk seconded. Motion carried.

Von Cremeans will be head of gun show committee. Gun show committee: Chris Pence, Tim Woodrow, Shirley Lear, Gerald Loudermilk, Frank Reisinger

Von Cremeans shared that the roof and hot water tank was leaking (pipes were corroded), rotted floor, sub floor had to be removed and replaced in Ankrom Building. \$2,450 bill by Weber's Construction to fix. Gerald Loudermilk moved to approve paying the bill. Tim Woodrow seconded. Motion carried.

Carlee Stewart moved to pay the Jr. Fair King/Queen expenses requested of \$375. Steve Barthelmas seconded. Motion approved.

Gerald Loudermilk moved to destroy P.C.A.S. Director election ballots from October 9, 2017 voting. Ballot count was turned in to ODA. Carlee Stewart seconded. Motion passed.

Hinkle Report/Sean Mayhugh – monthly finances reported through online Hinkle system that has to be submitted to state. Carlee Stewart moved to send Hinkle reports to the Auditor of the State of Ohio . Shirley Lear seconded. Motion passed.

DUNF forms – Von Cremeans reported that our process is compliant and complete according to session attended at OFMA convention.

Von Cremeans reported that Forshee is still recommending terminal for pigs. Recommendation going forward, accepting 72 (at least) hours for pigs. Will vote on at spring district meeting.

Thoughts from OFMA convention:

Randy – memberships...has to be sold by Secretary and/or Treasurer only. Must be done on fairgrounds. Cannot be taken off property. Office Manager (Bev) can sell also. Clarification needs to specified in by-laws.

Craig – fundraiser session...everything must be done by Red Book (raffles especially). Ideas for revenue generation: host cheerleading competitions.

Chris – lots of opportunity and potential with new fairgrounds facilities. Other fairs willing to help with anything...manuals, procedures, entertainment, ideas. Think outside the box. Promotions and marketing so important. We may want to consider a Fair Manager in the future.

Shirley Lear – looked around a lot at the various vendors. Learned a lot. Very interesting.

Steve Barthelmas – always fun to learn, network, get to know, and talk to others

Mark List – every fair board member should go! You don't have to have the same things every year. Do something different that will attract more people. Important to bring in big

entertainment to attract people to your fair. Huge revenue generator. Be willing to change. A lot of fairs have contained beer gardens.

Sean – highly recommends going to convention and any OFMA meetings to help give a good understanding of how we're doing and give us ideas on how to improve, which is important. Networking and relationship building with other fair board members is important. Good to compare notes and trade ideas.

Carlee – social media, how to promote using social media. Get Yeti cooler donated for giveaway to do online to get more interaction and participation. Do scavenger hunt.

Christy – learned more about responsibilities as Secretary. Reoccurring themes were that we should treat this like a business and take ownership of our actions and steps together as a team. Communication to community important, do good things in a public way to help them understand and to be a part of it. "Making money" and revenue are not dirty words. Every cent goes back into our fairgrounds, fair, kids and community, and we should give as much as we can.

Von – how to be a proper board. Have AG's office come talk to us. Run operation like this is our own checkbook. Work together as a team is important.

Golf Carts Rental – same prices as last year, checked with 2 other companies that were about 30% higher. Just rate not number of vehicles. Chris Pence moved to accept prices and for Von to sign and return to lock in rate for 2018. Gerald Loudermilk seconded. Motion carried

John Woodruff left room for personal break @ 8:15pm.

Adjournment – Chris Pence moved to adjourn @ 8:17pm. Gerald Loudermilk seconded. Motion carried.

NEXT MEETING: Special Meeting, Tuesday, January 23 @ 7:00pm