



THE DEFIANCE COUNTY FAIR AGRICULTURAL SOCIETY, INC  
P. O. BOX 184  
HICKSVILLE, OHIO 43526

John Fifer  
President

Carol Sines  
Vice President

Paula Fairchild  
Secretary

Alliance Tax Services  
Treasurer

July 9, 2013 Meeting Minutes

President John Fifer called the July director's meeting to order at approximately 7:30 pm. The Pledge of Allegiance was recited by those in attendance.

**Roll call was taken, those present:**

Ann Beach, Mary Bishop, Yvonne Blosser, David Ferguson, John Fifer, Earl Klepper, Corey Maassel, Doug Moog, Don Retcher, Larry Retcher, Jeff Rohlf, Francis Schindler, Carol Sines, Joe Stotler and Lavon Wiles

**Not present:**

Debra Cocke (W), Rusty Detray (E), Angie Etchen (E), Paula Fairchild (E), Dave Fine (W), Mitch Troyer (E) and Brian Chittenden.

**Secretary's Report:**

John called for the Secretary's Report. Larry Retcher made a motion to abstain from reading the report after a couple small corrections be made; second by Don Retcher, all in favor.

Corrections: President John Fifer called the **June** director's meeting.

Fireman's convention to take place in **June**

As noted correctly to match Mrs. Metz \$2000 roof donation before motion; motion was made to purchase \$2000 (not \$200) of roofing to match Mrs. Metz.

**Guest attending meeting:**

Commissioners: No  
Teresa-OSU Ext: No

**Treasure Report:**

Most of the fair checks for the demo derby and truck pulls are written but are not reflected in the following figures. We have about \$123,507 of which \$11,000 is sale committee. The Finance committee met and the came up with a few questions. The committee asked for detailed information regarding the \$39,000 that it takes to start up a fair. This amount consists of expenses that would need to be paid out whether the fair made money or not; Sheriff's security, gates, pay outs for events such as the Demo Derby and advertising. Another question was regarding the money market and designated funds. These were established before Alliance Tax was contracted. Denise provided handouts with designated accounts highlighted in orange. These accounts cannot be touched unless we literally cannot function without it, such as the Beef Barn designated account of \$3,960.00. These accounts were established as a lock in mechanism; the money is easily visible and tracked. The other accounts as listed are considered fluid accounts. These accounts can also be visibly tracked as you know what is coming in or going out; anything remaining, stays in there. The money market also has a higher interest rate for the funds that remain. There was a concern from the Finance Committee regarding annual cost that cannot be avoided such as utilities and what money that is spent before the fair takes place. Just a reminder that all it takes is a rainy week at the fair to set us back. Denise covered the annual report that is reviewed and notarized by the Fairboard before it is sent off. This report shows the annual expenses and allows you to see the breakdown of each utility such as water and electric. A profit and loss statement is provided to board members at every meeting. The current utility expense to date is \$17,618. According to the report, we spend about \$35,000 on average for a year; so we know that we are at least half way to the annual average of \$35,000.

Denise is proposing to pay \$6,132.67 in checks; requesting authorization to pay. With reviewing the trending report, Denise is a little concerned.

	FISCAL YEAR			
To 7/5	2010	2011	2012	2013
<b>Concessions</b>	5716	5876	4157	2241
<b>Merch/ag</b>	2315	3530	2835	3360
<b>OA/OM</b>	810	477	859	2722
<b>Cheer Entries</b>	0	0	0	120
<b>SPONSORSHIPS</b>				
<b>Cheer</b>				800
<b>Sr/Vet</b>		500	100	500
<b>Ent/Ads</b>		850	2440	11651
<b>Demo</b>	625	500	250	1475

Truck			1000
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Concessions: With adding \$600 tonight, we are at \$3000; we really need concessionaires

Merch/Ag: Denise and Lavon have been on top of invoices.

Cheer: So far we have 4 entries to date compared to zero in the past.

Sponsorships: Hard to describe from the previous years. The committee chairman last year would accumulate all the sponsorships and not turn them in until the end of the fair. The committee chairman this year is constantly pushing for checks now or to invoice right away.

Entertainment: We already have \$11,000 in the bank.

Denise stressed it is very important to constantly monitor these accounts along with monitoring spending. Denise covered the question about bank sponsorships towards the fair. Farmers and Merchants came in with a great sponsorship. Denise requested past sponsorship from First Federal. Any sponsorship to livestock goes to the kids. They are the highest bank in Hicksville for livestock auction donations. Their donation to the Defiance County Ag Society is \$2323. It is nice that they support our kids.

Doug Moog made a motion to accept treasurer's report; second by Don Retcher, all in favor

Doug Mood made a motion to pay bills; second by Don Retcher, all in favor

### **E-Board Report**

The E-Board discussed the cost for the rental of the fairgrounds to the Fireman's Convention. John received some figures from Denise, as he thought \$4000 was a little high. John reviewed the utility cost from the Ball Fest; also including their rental cost of \$2000. Another consideration of not charging \$4000 is the support we receive from the Fire Departments during the fair. Conclusion of rental cost for the Fireman's Convention, the E-Boards recommendation: \$2000 in which \$400 of that is considered deposit that will be returned if grounds are cleaned up.

Motion made by Doug Moog to accept the recommendation of the E-Board to rent fairgrounds to the Fireman's Convention in 2015 at a cost of \$2000 in which \$400 is considered deposit and will be returned once grounds are cleaned up; second by Joe Stotler, all in favor

Springboard rental to Williams Co Fair: E-Board recommended to increase the rental fee of the springboard from \$200 to \$350.

Motion was made by Joe Stotler to increase springboard rental fee from \$200 to \$350; second by Lavon Wiles, all in favor.

**Finance Committee:** Paula Fairchild and Dave Fine were not present at the meeting. Paula has provided several reports for the board to review. The Finance committee reviewed the budget and trending reports from 2011, 2012 and 2013 to date. Also included is a list of sponsorships to date for various areas, events and those who will be sponsoring the newly purchased picnic tables. Please review and bring any questions you may have to the next meeting.

Mary Bishop read the names of board member positions that will be up for re-election in 2013:

Deb Cocks, Angie Etchen, John Fifer, Earl Klepper, Corey Maassel, Jeff Rohlf and Francis Schindler.

### **Committee Reports:**

Ag Hall, Mary Bishop: We need some more judges. We have 4 new classes.

Camp Ground, Larry Retcher: No cancellations, still full

Concessions, Carol Sines: Coming along, waiting to hear from a few that we have had in the past.

Demo, Lavon Wiles: \$10,000, we actually do not payout this entire amount, payout depends on entries.

Fair Tabs, Larry Retcher: They are done and available. There are also more mini tabs available. There were some issues of information not printed in tab. Some have not met the dead line and waited until the last minute to turn in. Larry suggested committee members review changes with Mark at Crescent.

Merchant Bld, John Fifer: Building is full

Building and Grounds, Lavon Wiles: Lavon wants a work day Saturday, July 13. 8-noon.

Car Show, Lavon is concerned about the grounds if it should rain. Lavon requested permission to fix the approach onto the infield area, 12ft x 84ft long, requesting \$2400.

Motion made by Jerry Sanders to proceed; second by Dave Ferguson, all in favor

Livestock, Jerry Sanders: Everything is coming together. Receiving funds for new Hog Barn. Jerry asked if anyone would be interesting splitting a beef, hog or lamb; this livestock goes to be butchered after the fair. If interested, please see Jerry Sanders.

Security, Joe Stotler: received the contract with the Sheriff's Office. Price may go up next year.

Kid's Day, Doug Moog: Contacting Spangler's for suckers. Doug working with Dave Fine on sponsors and games.

Sr. Day, Carol Sines: Received some good donations and may be able to provide the seniors supper with \$3-\$4 care bucks that can be redeemed with the concessionaires on the midway. Denise informed Carol that our new ticket machine can print out the fair bucks instead of the utilizing the computer.

Fair Shuttle, Earl Klepper: John asked Earl if they could work on a schedule. Rusty Detray has a couple of volunteers.

Mary Bishop confirmed those who wanted to rent golf carts

Veterans Day, Carol Sines: Working with Tanya Brunner; will have bean soup and beef & noodles. Jerry offered canned beef if needed.

Outside Ag, Lavon Wiles: 9 signed up.

Gallagher ticket sales: To date: VIP-159 / General Admission - 89

**Old Business:**

The old trailer did not make it to the June 29<sup>th</sup> auction. John and Lavon thought of removing the wood and sell the rest for scrap. One of the board members knows who owns the trailer. It was decided to send a letter to inform the owner the Fair Board no longer is in need of trailer.

Carol expressed that she was unhappy the board chose the janitorial bid that was \$1000 more and not the lower bid with recommendations. John also commented his concern of the lowest bid that came in; wondering if the bid packet was misleading to where they thought they would only have to come in and clean in the morning. John understands that Carol did call and explained the job in great detail and they verbally agreed. If they agreed to the job description and would perform the duties for the same amount, they should have sent it to us in writing. We are taking a chance by just going by their word. It was commented that our bid packets need to be rewritten with a better description of the job.

**New Business:**

Fish Fry at Lavon's on Sunday, August 4, noon. For Director's and their family, please RSVP by July 20<sup>th</sup>. Bring a covered dish to pass. John and Lavon has been fishing and caught quite a bit of fish; Joe also contributed to two fish. Rick Small and Josh Bush have also been invited.

A price needs to be discussed for Marty to run Beer Garden. Last year he was paid \$500 plus 10% (\$270). Carol made a motion to continue with the same pay of \$500 plus 10%; second by Doug Moog, all in favor

Reminder: Next meeting will be on Monday, August 5<sup>th</sup>  
Ticket people will be at fair office 6pm.

At 9:30 pm (estimated time), motion made to adjourn meeting by Dave Ferguson; second by Doug Moog, all in favor.

Next Fairboard Meeting: Monday August 5, 2013  
Secretary's Building 7:30