

Greater Ohio Showmen's Association

Board Meeting April 4, 2017 Rhodes Center

- I. **Call to order at 10:00 a.m. by Jo Ellen Albanese, President.**
Pledge of Allegiance delivered by Al Bozich.
- II. **Members present:** Jo Ellen Albanese, David Drake, Randy Kissel, Bill Sterling, Jeff Otterbacher, Al Bozich, Louie Pilati, Tim Lisko, Lori Freiling, Doug Guinsler, Jasmine Otterbacher, Russell Clements, Carmi Kissel-Engler, Brandy Daniels. Absent: Mike Tedrick.
Motion to approve minutes of the March 2017 meeting by David Drake.
Second: Doug Guinsler. Motion passes.
- III. **Correspondence:** None.
- IV. **Financial Report:** Secretary/treasurer updated the financials through current deposits and bills paid to date (attached).
Motion to approve current financial reports by Al Bozich.
Second: Jasmine Otterbacher. Motion passes.
- V. **New Members:** None.
- VI. **Legislative Report:** None.
- VII. **Committee Reports**
 - A. **Budget & Audit:** See Old Business, Item C regarding CD's.
 - B. **Convention:** David Drake reported that he is keeping his hand on the pulse of planning for the 2018 convention. Doug Guinsler added some comments on ideas that are being generated, especially for the gala on Saturday evening.
 - C. **Events & Outings:** Carmi Kissel-Engler reported that the Hit the Road party wasn't highly attended, but a good event for the organization, and she encourages people to donate and make an effort to attend in the future.
Carmi also noted that jamborees for summer and fall are scheduled.
Randy Kissel & Jasmine Otterbacher reported that this year's Calliff Youth Event will be an Indian's game on June 28, 2017 in Cleveland. JoEllen Albanese added that Kevin Pope has some sponsors and is working on more for this event each year.
 - D. **Health & Sanitation:** David Drake spoke with Mike Tedrick on a new issue expected to be implemented statewide regarding bodily fluid clean up. Mike will also be publishing an article in the next newsletter on foodborne illness policy.
 - E. **Membership:** Lori Freiling reported that she will still attempt to do a survival kit at the IX still this spring.
Carnival has removed some cabins from the GOSA block due to pricing and demand for the chosen dates. There are some room still available, but Lori encourages anyone interested to consider putting the deposit down ASAP. Deposits of \$250 per person are fully refundable until September 30, 2017.
 - F. **Nominating & Awards:** Randy Kissel reported that the OFMA spring dinner award presentations went well. Jo Ellen Albanese discussed presentation of awards at spring meetings in future years. She also shared an email from Paul Harris regarding award presentations, and cooperation between GOSA and OFMA/fairs.
 - G. **Ohio State Fair Communications Committee:** Jo Ellen Albanese shared that the committee is meeting later this month as well as some new rules at the state fair.

H. Publications & Media

1. **Newsletter:** One more newsletter will be published before summer.
 2. **Yearbook:** Al Bozich reported that the yearbook is shipping soon.
 3. **Website:** The secretary shared a new website demo with the board.
- I. **Ride Safety:** Randy Kissel noted that the committee was watching licensing rules, especially for inflatables, and would like the board to wait on more feedback from the Dept of Ag and the state before adopting a position.
- J. **Sponsorships:** Bill Sterling and Randy Kissel are finalizing the packages for the sponsorships, and a list to send the applications. They would like to include a small plaque to present to sponsors.

VIII. Old Business

- A. **Budget:** Doug Guinsler referred the board again to the new budget reported created by the secretary as a tool to manage GOSA finances. This item is CLOSED.
- B. **Clarification to Constitution:** Jasmine Otterbacher further shared her thoughts articles 4 and 11 as were discussed at the March meeting.
Motion to decrease fee for associate members to \$75 due to the lesser benefits of the membership compared to regular members by Jeff Otterbacher.
Second: Randy Kissel. Motion passes with a majority with one abstaining (Lori Freiling) and one no vote (Bill Sterling).
This item to be voted on as a constitution change at the 2018 annual meeting and be in force beginning dues collection in the fall of 2018, for 2019 memberships.
- C. **Disposition of Remaining CD's at Community Bank:** Al Bozich reported that Glenn Strong has been out of the country so he has been unable to discuss investments with him.
- D. **Branding & Marketing:** Jeff Otterbacher summarized the "I'm in the Book" marketing plan he presented at the March 2017 meeting. Al Bozich will work with Jeff to present more information and financials at the May 2017 meeting.
- E. **Membership Perks & Benefits:** The secretary shared information on a couple of perk benefit programs. However, she shared that she felt that none of the financially feasible options were really fitting the GOSA. She recommended creating a member referral program wherein current members would receive a discount on their dues for referring new members. The board agreed with this offering.

IX. New Business

- A. **Goals:** Jeff Otterbacher encouraged the board to submit short and long term goals to leverage the talent and experience of the trustees. He shared a list of goals that were discussed in 2007 and discussed how some of those items have been met in the last ten years. Jeff collected the goal sheets and will aggregate them to present at the May 2017 meeting.
- B. **Mileage Forms:** The secretary presented mileage forms to be returned in May.

X. Adjournment

Next Meeting: May 2, 2017 10 a.m. Rhodes Center.

Motion to adjourn meeting at 2:25 p.m. by David Drake.

Second: Louie Pilati. Motion passes.

4:30 PM

04/03/17

Cash Basis

Greater Ohio Showmen's Association

Balance Sheet

As of April 3, 2017

	<u>Apr 3, 17</u>
ASSETS	
Current Assets	
Checking/Savings	
General Fund	38,237.84
Legislative Fund	12,819.93
PayPal	492.69
Savings & Designated Funds	
General Funds Holding	15,624.80
GOSA 75th Anniversary	1,500.00
Life Memberships	16,500.00
Mike Callif Youth Fund	1,000.00
Outings & Events	794.65
Total Savings & Designated Funds	<u>35,419.45</u>
Scholarship Money Market Accts.	
Rupert Otterbacher Memorial	39,876.21
Sonny Kissel Memorial	44,658.61
Total Scholarship Money Market Accts.	<u>84,534.82</u>
Total Checking/Savings	<u>171,504.73</u>
Total Current Assets	171,504.73
Other Assets	
CD - Horse Scholarship (Vinton)	11,000.00
CD - Lifetime Membership (Comm)	52,500.00
CD - Memorial Fund (Comm)	25,000.00
CD - Scholarship Fund (Comm)	25,000.00
Total Other Assets	<u>113,500.00</u>
TOTAL ASSETS	<u><u>285,004.73</u></u>
LIABILITIES & EQUITY	285,004.73

Greater Ohio Showmen's Association

04/03/17

Profit & Loss Detail

Cash Basis

March 2017

Type	Date	Num	Name	Memo	Paid Amount
Ordinary Income/Expense					
Income					
General Income					
Interest Income					
Deposit	03/31/2017			Savings, 1st Quarter 2017	1.35
Total Interest Income					1.35
Membership Dues					
Sales Receipt	03/15/2017	2016-330	Wright, James		100.00
Sales Receipt	03/15/2017	2016-331	Martin, Kevin		100.00
Sales Receipt	03/15/2017	2016-332	Crumpler, Dean		100.00
Sales Receipt	03/15/2017	2016-333	Dailey, Dave		100.00
Sales Receipt	03/24/2017	2016-335	Kolar, Chad		100.00
Total Membership Dues					500.00
Total General Income					501.35
Program Services Income					
Gala 50/50 Raffle (Legislative)					
Deposit	03/01/2017	\$50 Cash		Deposit	50.00
Total Gala 50/50 Raffle (Legislative)					50.00
Gala Super Raffle (OFMA)					
Deposit	03/01/2017	\$700 Cash		Jo Ellen Albanese	700.00
Total Gala Super Raffle (OFMA)					700.00
Interest (Kissel Scholarship)					
Deposit	03/31/2017			Interest	15.16
Total Interest (Kissel Scholarship)					15.16
Interest (Otterbacher Scholar)					
Deposit	03/31/2017			Interest	13.53
Total Interest (Otterbacher Scholar)					13.53
Super Bowl (Scholarship)					
Deposit	03/01/2017			Deposit	1,075.00
Deposit	03/01/2017			Deposit	1,075.00
Total Super Bowl (Scholarship)					2,150.00
Yearbook					
Sales Receipt	03/15/2017	2016-329	Murray, Paul		200.00
Sales Receipt	03/15/2017	2016-329	Murray, Paul		9.00
Credit Memo	03/15/2017	2017-026	Murray, Paul		-9.00
Sales Receipt	03/15/2017	2016-331	Martin, Kevin		6.00
Credit Memo	03/15/2017	2017-027	Martin, Kevin		-6.00
Total Yearbook					200.00
Total Program Services Income					3,128.69
Total Income					3,630.04
Gross Profit					3,630.04

Greater Ohio Showmen's Association
Profit & Loss Detail
March 2017

Type	Date	Num	Name	Memo	Paid Amount
Expense					
General Expenses					
Administrative Expenses					
Accounting Services					
Check	03/15/2017	BP	HWOM	1099 Preparation	37.50
	Total Accounting Services				37.50
Bank Service Charges					
Check	03/24/2017		Square	Square Fee 2/24/17	3.65
	Total Bank Service Charges				3.65
Cellular Phone Service					
Bill	03/10/2017		Verizon	Current Month	56.63
	Total Cellular Phone Service				56.63
Computer Software					
Bill	03/10/2017		Microsoft	Office 365	8.85
	Total Computer Software				8.85
Office Supplies					
Check	03/21/2017	Card	OfficeMax	Storage Tote	6.00
	Total Office Supplies				6.00
Postage & Mailing					
Check	03/23/2017	Card	Post Office	Newsletter Shipping	21.91
	Total Postage & Mailing				21.91
Secretary & Treasurer Services					
Bill	03/05/2017		Brandy Daniels	Previous Month	1,000.00
	Total Secretary & Treasurer Services				1,000.00
	Total Administrative Expenses				1,134.54
Operational Expenses					
Board Meetings					
Check	03/15/2017	BP	Ohio Expo Center	April 2017 Meeting Space	185.00
Check	03/23/2017	BP	Catering by Cox	March Lunch	334.80
	Total Board Meetings				519.80
Storage & Preservation					
Bill	03/10/2017		Public Storage	Monthly Rent & Insurance	104.53
	Total Storage & Preservation				104.53
	Total Operational Expenses				624.33
	Total General Expenses				1,758.87
Program Services Expenses					
Awards & Recognition					
Check	03/15/2017	BP	Gino's Awards	2017 Spring Dinner Awards	1,650.00
Check	03/23/2017	BP	Gino's Awards	2017 Spring Dinner Awards	35.75
	Total Awards & Recognition				1,685.75
Lobbying Services					
Bill	03/15/2017		Government Advantage Group	Current Month	800.00
	Total Lobbying Services				800.00
Newsletter					
Check	03/21/2017	Card	OfficeMax	February March 2017 Newsletter	348.00
	Total Newsletter				348.00
	Total Program Services Expenses				2,833.75
	Total Expense				4,592.62
	Net Ordinary Income				-962.58
	Net Income				-962.58

Greater Ohio Showmen's Association
Profit & Loss Budget vs. Actual
 November 1, 2016 through April 3, 2017

	Nov 1, '16 - Apr 3, 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
General Income				
Board Mileage Donation	0.00	8,000.00	-8,000.00	0.0%
Cruise	2,500.00	2,500.00	0.00	100.0%
Gala 50/50 Raffle	2,220.00	2,500.00	-280.00	88.8%
Individual Donations	41.00	0.00	41.00	100.0%
Interest Income	23.44	200.00	-176.56	11.7%
Membership Dues	23,200.00	45,000.00	-21,800.00	51.6%
Product Sales	60.00	0.00	60.00	100.0%
Sponsorships	0.00	500.00	-500.00	0.0%
Vacation Raffle	-310.00	0.00	-310.00	100.0%
Total General Income	27,734.44	58,700.00	-30,965.56	47.2%
Program Services Income				
CD Interest	463.55	0.00	463.55	100.0%
Fall Round Up (Scholarship)	-368.00	15,000.00	-15,368.00	-2.5%
Gala 50/50 Raffle (Legislative)	50.00	2,500.00	-2,450.00	2.0%
Gala Super Raffle (OFMA)	-292.00	15,000.00	-15,292.00	-1.9%
Interest (Kissel Scholarship)	41.93	120.00	-78.07	34.9%
Interest (Otterbacher Scholar)	30.91	120.00	-89.09	25.8%
Jamboree Events	0.00	18,000.00	-18,000.00	0.0%
Memorial Donations	1,000.00	1,000.00	0.00	100.0%
Newsletter Advertising	1,324.50	2,000.00	-675.50	66.2%
Scholarship Donations	1,930.00	2,500.00	-570.00	77.2%
Super Bowl (Scholarship)	2,350.00	2,400.00	-50.00	97.9%
Survival Kits (Legislative)	4,957.75	10,000.00	-5,042.25	49.6%
Trade Show Sponsorships	0.00	500.00	-500.00	0.0%
Yankee Candle (Events/Outings)	1,341.34	250.00	1,091.34	536.5%
Yearbook	13,456.00	22,000.00	-8,544.00	61.2%
Total Program Services Income	26,285.98	91,390.00	-65,104.02	28.8%
Total Income	54,020.42	150,090.00	-96,069.58	36.0%
Gross Profit	54,020.42	150,090.00	-96,069.58	36.0%
Expense				
General Expenses				
Administrative Expenses				
Accounting Services	692.50	750.00	-57.50	92.3%
Bank Service Charges	73.04	150.00	-76.96	48.7%
Cellular Phone Service	283.22	500.00	-216.78	56.6%
Computer Software	737.89	150.00	587.89	491.9%
Office Supplies	440.37	150.00	290.37	293.6%
Postage & Mailing	547.72	1,000.00	-452.28	54.8%
Printing Services	0.00	200.00	-200.00	0.0%
Secretary & Treasurer Services	5,000.00	12,000.00	-7,000.00	41.7%
Total Administrative Expenses	7,774.74	14,900.00	-7,125.26	52.2%
Operational Expenses				
Advertising	126.25	1,000.00	-873.75	12.6%
Board Meetings	2,800.99	5,500.00	-2,699.01	50.9%
Board Mileage	0.00	9,500.00	-9,500.00	0.0%
Business Fees & Taxes	100.00	0.00	100.00	100.0%
Insurance	2,060.00	3,800.00	-1,740.00	54.2%
Storage & Preservation	522.65	1,200.00	-677.35	43.6%
Total Operational Expenses	5,609.89	21,000.00	-15,390.11	26.7%
Total General Expenses	13,384.63	35,900.00	-22,515.37	37.3%
Program Services Expenses				
Awards & Recognition	3,566.75	4,000.00	-433.25	89.2%
Convention (OFMA)	9,182.71	12,000.00	-2,817.29	76.5%
Death Benefits	2,000.00	5,000.00	-3,000.00	40.0%
Donations	0.00	500.00	-500.00	0.0%
Events & Outings	1,721.20	15,000.00	-13,278.80	11.5%
Legislative Issues	0.00	2,000.00	-2,000.00	0.0%
Life Event (Sunshine Fund)	141.43	500.00	-358.57	28.3%
Lobbying Services	4,000.00	10,000.00	-6,000.00	40.0%
Newsletter	1,836.76	3,500.00	-1,663.24	52.5%
Scholarships	16,500.00	20,000.00	-3,500.00	82.5%
Spring Dinners (OFMA)	486.00	500.00	-14.00	97.2%
Trade Show Booth	210.22	250.00	-39.78	84.1%
Yearbook	0.00	14,000.00	-14,000.00	0.0%
Total Program Services Expenses	39,645.07	87,250.00	-47,604.93	45.4%
Total Expense	53,029.70	123,150.00	-70,120.30	43.1%
Net Ordinary Income	990.72	26,940.00	-25,949.28	3.7%
Net Income	990.72	26,940.00	-25,949.28	3.7%