

Greater Ohio Showmen's Association

Board Meeting November 16, 2018 Kalahari Resorts, Sandusky

- I. **Call to order at 11:00 a.m. by David Drake, President.**
Pledge of Allegiance delivered by Karen Chicketti.
- II. **Members present:** David Drake, Bill Sterling, Mike Tedrick, Jasmine Otterbacher, Randy Kissel, Al Bozich, Mike Tedrick, Drew Kissel, Brian Linville, Russell Clements, Doug Guinsler, Tim Lisko, Karen Chicketti, and Brandy Daniels. **Guests:** Eric German, German Group
Absent: Lori Freiling, Mike Ray.
Motion to approve minutes of the October 2018 meeting by Bill Sterling.
Second: Brian Linville. Motion passes.
- III. **Correspondence:** None.
- IV. **Remarks from Past Presidents:** None.
- V. **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.
The secretary proposed that the GOSA change accounting policy and procedure to recognize revenue (and expenses, if necessary) in the proper accounting years. The GOSA fiscal year falls November 1 to October 31. This gives time to prepare financials to report at each annual meeting in January. Currently dues, yearbook advertising, and gala ticket sales collected in late summer and early fall for the following membership year appear on the current fiscal year report. Recognizing revenue in the year earned helps the board and membership evaluate how changes in income and expense affect the GOSA's overall financial health.
In order to correct this process, the fiscal report that will be presented at the annual meeting in January of 2020 will appear slightly different. After adjusting the first year, the reports will be side by side comparable again in 2021. The secretary would like to have this change approved so that it can be presented at the 2019 annual meeting to the general membership.
Motion to amend accounting procedure and process to recognize revenue and expenses in the proper accounting year by Doug Guinsler. Second: Karen Chicketti. Motion passes.
- VI. **New Members: Motion to approve Valerie Winterfield, Tyler Lisko, Doreen Miller, Hardin County Fair by Doug Guinsler Second: Jasmine Otterbacher. Motion passes.**
- VII. **Legislative Report:** David Drake presented a new contract from Government Advantage Group beginning January 1, 2019 through December 31, 2020 (first payment due January 1, 2018): \$1000 per month. The current rate is \$800 per month and has been in force for over a decade. The board instructed David to discuss raising the price per month to \$900.
- VIII. **Department of Agriculture:** Mike Vartorella (via David Drake) encourages attendance at the training sessions November 29 and December 6, 2019 at 10 a.m. at the Ohio Department of Agriculture in Reynoldsburg.

- IX. Ohio Fair Managers Association:** No report.
- X. Public Relations Campaign Update:** Eric German presented a recap of the Moving Forward Safely Campaign presented in the 2018 fair and festival season. He has also created a template Media Crisis Communications Plan that all fairs and festivals can use to develop their own program. It will be available on the GOSA website. This topic will also be presented in session at the 2018 OFEA convention and the 2019 OFMA Convention. Lake County Fair has implemented this template into their own emergency management program. Eric also recommends that the GOSA as an organization walk through the program to create a media response plan. Russell Clements stated that while there was media presence, it wasn't as he anticipated. Eric believes this is due to the proactive response by the GOSA and other sponsors of this program. Bill Sterling addressed several concerns for consideration by the GOSA relating to potential passage of Tyler's Law.
- XI. Investment Update:** Al Bozich shared an investment report from Glen Strong. Attached. He reminded everyone that investing in the stock market is a long term strategy.
- XII. Committee Reports**
- A. Budget & Audit:** Doug Guinsler referred to the financial reports to highlight the over/under and percentages on the actual vs. budget report. The budget will remain an internal financial monitoring tool for the board to use and won't be included in the fiscal reports presented to the membership at the annual meeting.
- B. Events & Outings:** Jasmine Otterbacher reported that the Mike Callif bowling party will be moved to Mansfield with Snow Trails on Saturday. She is looking for blocks of hotel rooms in the area. She proposes a family outing at Kalahari during the OFEA convention next fall and will do some research to put together a weekend event for GOSA families. She has already secured sponsors for a cabana. Randy Kissel would like to secure tickets for the Indians outing next summer. He can get this year's ticket prices for next season if he pays a \$200 down payment.
Motion to approve this \$200 expense to secure Indians tickets at early bird pricing by Randy Kissel. Second: Russell Clements. Motion passes.
- C. Fall Round Up:** David Drake reported that this event had a good turnout. He counted 125 dinner tickets sold. The event raised \$6190 for each of the scholarship accounts. He encourages the board to work on securing donations for the auction as that portion of the proceeds were down this year, although the 50/50 did well.
- D. Games:** No report.
- E. Membership:** No report.
- F. Publications & Media:**
- 1. Newsletter:** Katie Linville will present some new ideas in December.
 - 2. Yearbook:** Al Bozich received a lot of pictures this summer to include in the yearbook. He anticipates the process will go very smoothly with the new printer after the first year set up and organization.
 - 3. Website:** The secretary is exploring some other site design and update changes.
- G. Scholarship:** Doug Guinsler reported that some students were moving off the scholarships while some new students had applied. Scholarship checks are presented at the annual meeting.

Motion to approve recommendations of the scholarship committee to spend \$12,000 from the Otterbacher Scholarship Fund and \$4500 from the Kissel Scholarship Fund for 11 applicants by Mike Tedrick.

Second: Drew Kissel. Bill Sterling abstained. Motion passes.

- H. Sponsorship:** Bill Sterling reported that he will work to review the sponsorship and advertising packages with Katie Linville and the secretary to approach businesses early after the first of the year about these opportunities.
- I. Trade Show:** Drew Kissel reported that the trade show booth was up and running at the OFEA convention.
- J. Tickets:** Russell Clements reported that 143 tickets are sold as of today.

XIII. Old Business

- A. Clarification to Constitution:** This item is tabled to the December meeting.
- B. Branding & Marketing:** BookOhio logo will be used for marketing at convention.
- C. Goals:** Tabled to a meeting post-convention.
- D. Fire Code Changes:** We were successful in this effort. A presentation will be made at the 2020 OFMA convention. **THIS ITEM IS CLOSED.**
- E. Meeting, Convention Attendance:** David Drake reiterated previous statements. **THIS ITEM IS CLOSED.**
- F. Yankee Candle Sale:** Jo Ellen Albanese will be taking this project over and direct proceeds to the scholarship fund. **THIS ITEM IS CLOSED.**

XIV. New Business

- A. ARILS Training:** See Department of Ag report above.
- B. Health Code PIC Changes:** Mike Tedrick reported that this was still in hearings and has not been implemented.
- C. Convention Preparations:**
 - 1. Presentation topics:
 - a. Eric German - Emergency Management Planning
 - b. Pat Allen, Tom Cornwell - Electrical Roundtable
 - c. Chief Allen Smith of Fire Marshall's Office - Fire Code Review
 - d. Mike Tedrick - Person In Charge Training
 - e. Mike Vartorella - ARILS
 - 2. Drew Kissel inquired about the gala ticket program to ensure that tickets were entered and updated so that the program could be tested.
 - 3. The board would like to create some promotional materials that list out the accomplishments of the GOSA as an organization on behalf of this industry in Ohio, as well as make the "Moving Forward, Safely" campaign materials and the Media Crisis Communication Plan template provided by German Group available on a branded jump drive.
- D. Annual Award Nominations:** Recipients of rewards to be presented at the annual meeting were selected.

XV. Adjournment

Next Meeting: Thursday, December 13, 2018 10 a.m. Rhodes Center

Motion to adjourn meeting at 4:03 p.m. by Drew Kissel.

Second: Brian Linville. Motion passes.