

**OHIO VALLEY KARTING ASSOCIATION
BOARD MEETING MINUTES
TUESDAY, SEPTEMBER 6, 2016**

CALL TO ORDER: President Josh Wagar called the meeting to order at 7:01 p.m. and asked that cell phones be turned down or placed on vibrate and side conversations are taken outside.

SECRETARY'S REPORT: Lynda Coombs made a motion to accept the August 2, 2016 board meeting minutes as published. The motion was seconded by Josh Wagar and passed unanimously.

TREASURER'S REPORT: On behalf of Treasurer Jason Gregg, Josh Wagar provided bank balances.

COMMITTEE REPORTS:

SHOWS & PROMOTIONS: Josh Wagar thanked Ray McKibben for taking the OVKA booth to Full Throttle's five-year anniversary celebration. McKibben said the four hours he spent there was worthwhile. He discussed the need to upgrade the show booth and would like to have a booth that is easier to set up, perhaps a projector screen type that pulls up. Don Boles responded a smaller booth is not better. Wagar said it is time to look at something and suggested checking into what options are available. McKibben offered to be on a team to research this and asked that someone step up to help him. Wagar asked McKibben to find a few options and send an email to the board to which McKibben agreed to do. Lee McCready reported there was a good crowd at the Lebanon Blues Festival and a lot of people stopped at the booth. Wagar thanked everyone who helped with this event.

SPONSORSHIP / PIT SPOTS: Lee McCready explained there is a little more painting that needs to be done on the pit spots. He asked the board to let him know of any comments about how the pit spot process has gone. McCready reported there are eleven or twelve reserved pit spots left. Don Boles responded McCready has done very well. McCready said he is glad everybody stepped up to pay for the ambulance. Lynda Coombs thanked Jeff Roberts for providing the pit spot map and said it is a huge help, especially for new people. Ray McKibben asked if Roberts can make a second map for placement at the gate area to which Roberts agreed.

TRACK IMPROVEMENT COMMITTEE: Josh Wagar explained the track billboards did not survive the recent storm and half of them are down. He said new billboards will be needed. Gary Gregg reported they broke at the top of the ground. Wagar said we had already been discussing the need to repair them before this happened. Ray McKibben discussed sizing options for posts and said he would like to buy new ones. He stated he could obtain a posthole digger through Beaver Creek Rental and pull out the posts with a mini hoe that Rick Coombs can provide. Ken Kuethe raised the question whether we want to make it as big as it had been. Wagar explained billboard space can be rented and is also available for sponsors but many don't use it. Don Boles said we don't promote it very hard. McKibben agreed to obtain pricing for repairs and Wagar said we will go from there. McKibben discussed building up the center section which can be added on to. Boles stated it does not need to be as high as it was. Brent Warren responded it is a cool feature and he does not want to see it go as it makes it look like a race track. He suggested taking a look at it this weekend. Pat Slattery asked if there is any other location where the billboards can be because it seems far away. McKibben offered to get it taken down and prepared before the rainy season. Wagar said we need to take a look at it this weekend. Wagar asked what everyone thinks about having a fall clean-up day on the day after the Charity Race weather permitting. Gregg said big things that need done are treating the deck, pavilion and steps and put away the crash bags. Wagar explained Mark Ferguson

had looked at it last year. Gregg replied the pavilion is pretty nice and he would like to keep it. He suggested painting the posts to make them look nice. Wagar responded we can look at doing that. McKibben said he will need to get a weed torch reserved to which Wagar asked him to move forward with doing this. McKibben and Wagar thanked the Warren boys for helping with the light towers at the last race. Gregg reported the storage trailer has been painted and it is movable. McKibben and Warren discussed electric for it. Wagar said we will look at the location to place the trailer this weekend. Gregg said he would like to place it where it can be used as a billboard and it would be possible to stack two trailers and bolt them together. Rick Coombs stated a small building is still needed for chairs, pop-up canopies and other items. Gregg said if the trailer is placed next to the tower, it could be used for this. McKibben reported he will be meeting with Home Depot and Lowes this week and will obtain pricing and pictures then email Wagar and Lynda Coombs. Warren stated he likes putting a trailer beside a trailer. Wagar said we will figure it out this coming weekend.

OLD BUSINESS:

TRANSPONDERS: Josh Wagar discussed pricing through Aaron Banfield for transponders with chargers that would be coming from Europe. He asked if the board wants to purchase nine or ten more. Ray McKibben expressed concern about how old some of our current transponders are. Brian Schroeder said he would like us to purchase a minimum of nine then we would have a second full set. Brent Warren asked if we would need to purchase nine chargers to which Wagar responded yes. Gary Gregg suggested looking on eBay. Schroeder, seconded by McKibben, made a motion to appropriate \$3,500 to purchase nine transponders and chargers. The motion passed with eleven in favor and one opposed (Slattery). Gregg said chances are we won't need this many the rest of the year. Wagar explained they have already stopped selling them in this county and we don't know how long we will be able to get them. Schroeder suggested it be announced asking if anyone has transponders to sell. Schroeder will work with Banfield to find out if we need to jump on this right now. Pat Slattery expressed concern about spending the money. McKibben responded transponders are revenue generating. Gregg said he will contact WKA to ask if they know of any tracks going out of business. Warren asked Rick Coombs if he is planning to get any transponders for the banquet to which Coombs replied no.

AWAY RACES 2017: Josh Wagar said we have talked a lot the last two to three board meetings and keep arguing in circle. Brian Schroeder asked if we have thought about doing a partnership with other tracks, such as a Champ Race with Circleville or Thomasville in Cleveland. Wagar discussed how ten or twelve years ago we attempted to do this with Circleville and one-and-a-half years ago he talked with Mike Adams at New Castle. At issue has been the rulebooks and class structure don't line up. Wagar further explained in the past we had scheduled two of these events with Circleville and after the first one turning out to be a fiasco, the second one was cancelled. When he talked with Adams, there continued to be the same issues and no matter what we would do, there would be half the people mad at us. Schroeder clarified he is talking about it being a non-points race. Wagar stated he's not saying that somewhere down the line we couldn't find a club and make it work. Brent Warren noted some of the differences, such as weights and pipe. Pat Slattery stated it was a really cool idea but it was a fiasco. Wagar, seconded by Slattery, made a motion we don't travel next year. The motion passed with seven in favor, four opposed and one abstained (Roll call: Coombs-yes, Gregg-no, Kuethe-no, McCready-yes, McKibben-absent at time of vote, Roberts-yes, Schroeder-yes, Slattery-yes, Smith-yes, Warren-no, Boles-no, Calvert-yes).

SWAP MEET: Josh Wagar reported the contract with the Roberts Center has been signed and deposit paid. The change in location has been posted on our website and on Facebook. Wagar said Doug Benson has a guy working on flyers earlier than usual. Benson had sent the board an email asking for ideas of potential vendors to send the flyer to. Wagar reported Lynda Coombs replied with

an enormous list. Wagar said he has been receiving really good feedback about the location change. Pat Slattery asked if we will have all four areas in the auditorium to which Gary Gregg said Benson has spoken for all four but it depends on how many booths are sold. Slattery suggested contacting the Wilmington track to see if they would want any spaces. Brent Warren said he would like to see if we can get some manufacturers to come. Benson explained because the facility is bigger, we have stepped into a whole new area where vendors might want to do more and it could be more like a trade show. He reported one vendor wants to rent a meeting room to have meetings with his distributors. The person mentioned considering extending things on Friday or Saturday and bringing back the auction. Gary Gregg said the last couple of times we held an auction, nobody wanted to bring things. Ray McKibben responded there needs to be reserves. Gregg explained we did have reserves and people did not want to come. McKibben suggested reserving a block of rooms at the motel. Benson responded there is a penalty if we block rooms and don't use them. He reported a vendor from Cincinnati had driven to the facility to check it out. Don Boles said we need to get our flyers out early to the mailing list. Benson agreed and said we need to do everything early. Reid Smith suggested contacting the Clinton County Visitors Center. Rick Coombs asked if there are any other hotels around there to which Benson responded yes. Schroeder noted at the Hara Arena we would rent outside spaces and asked if we will say this is all indoors. Gregg responded we need to have that option. Following further discussion, Wagar said he would be inclined to drop it. Gregg said Boles will be needed to help with parking. Reid Smith reported there is a horse show at the Roberts Equestrian Center on February 2nd to 5th and people will stay in the hotels. Wagar said he and Benson will need to decide on the number of rooms to block. Benson explained the guy he spoke with today wants as many people there so he gets a chance to talk with more people and asked if we would consider lowering the price. Benson informed the person of the increased cost for the building. Wagar responded he thinks the first year we shouldn't change prices and keep it the same all the way around until the guy can show he can bring more people. Benson said he does not think \$2.00 will make a difference and the guy is looking at the family. He further stated he told the guy if \$18 is going to make it or break it, people are in the wrong sport. Benson said he thinks we are going to learn a lot and evolve. Schroeder discussed charging more for the area where people come by the lobby and the covered entrance. Wagar said he has not had a chance to check out the facility yet. Gregg stated it is very nice. Wagar reported so far everything is moving in the right direction and commended Benson for his good work.

NEW BUSINESS: None.

OPEN DISCUSSION:

CONDOLENCES: Ken Kuethe reported on the passing of Steve Boyer. Josh Wagar said once arrangements are known, we will get the word out. Kuethe said Teri Trent's father passed away on Friday. OVKA extends their sympathy to both families.

RACEDAY FORMAT: Don Boles reported he was asked to bring up a situation that occurred when we went from qualifying to racing. The racer had broken and wanted to be able to try the kart before going out for the race. Josh Wagar responded this situation was weather related and he did what he could to get the race in. Boles said the racer will be at the next board meeting.

FUTURE PLANNING: Brian Schroeder said he thinks it would be nice and beneficial for the club to hear how the next person who takes over sees the direction in one, two, three and five years. He said year-round we could grab sponsors and dedicate an area in our booth to them. Schroeder stated if we get more money, it could be for the track and banquet. He said he has heard a lot of quick shooting from the hip and asked what we want the future to be. Schroeder discussed having somebody in charge of that and gave the example of Ray McKibben, who is great for the track,

spearheading that and if he needs more people, he would let us know. He further stated we have no advocates for the classes. Schroeder reported the website still has a schedule from 2011 and needs to be simplified for people coming from other tracks. McKibben responded the class structure used to be three times bigger and it took years to whittle it down to what it is. Schroeder noted other websites are bullet points. Brent Warren said he agrees OVKA's website is not very intuitive to a new karter. Schroeder asked that the board have an open mind and discussed the financial side asking how much money is being allotted for the banquet. He said here we are allotting money for transponders and the Swap Meet. Gregg stated this year has not been a very good year due to buying new vehicles and a speaker system and attendance has been down. He added perhaps we should ask Derek Hughes to help with the website since he is a local racer. Wagar responded Gary Osterholt is back in the Columbus area. Benson said Schroeder is absolutely right; we have no goals and never had goals. He added the President of the club always seems to say he is going to be involved on race day and he would like the President to be more involved in the Swap Meet and website. Benson further stated he would like to see the banquet based on kart count and not the money we have. He stated we come to these meetings and shoot from the hip. Don Boles said the Swap Meet was to pay for the banquet. Benson responded we have Swap Meet money and race day money and we are not-for-profit. Boles said he agrees we need to set goals. Lee McCready said we tried that several years ago. Benson replied nobody is in charge of directing things, we don't operate as a business and he thinks we should. He stated we should have a goal every year of how many new racers we should have, 115, 120, 150, and asked does that mean we need more shows and advertising. Josh Wagar replied for everything you want to do, somebody has to do it. He explained he did not want to be Race Director but nobody stepped up and he would love to do this stuff. Benson replied if you're going to ask for volunteers, you're not going to get any. Ken Kuethe said he wouldn't be Vice President if he had to be Race Director. He added Wagar will have more time than he knows what to do with if he's not race directing. Benson responded don't have the President do it; somebody else will step up and at some point they said the Vice President is in charge of race directing. Wagar added the Vice President is not in charge of race day but has to find a Race Director. Warren cautioned to be careful what you ask for and said he goes to a lot of places that run as a business and people don't like it there. Benson reported he asked the board to send him a list of vendors for the Swap Meet and he only got responses from two people. Kuethe responded he does not know what vendors there are and Arrow is in Australia. Benson said his point is he asked for help and got two responses and if you guys aren't going to care, why should he? Kuethe reported he was in Las Vegas this year and went to SKUSA and there were all of seven vendors. Boles added SKUSA is all TaGs. Schroeder explained what Benson is looking for is help. He said he saw a huge list and didn't think he had to respond. Rick Coombs reported some of the list from Lynda came from the old KMI Show. Benson said if each one gave five names, he will follow up. He explained Tom Fehring is basically saying publications are gone and he has no place to advertise so he is looking at our Swap Meet to get his name out. Rick Coombs said he hopes some of the previous KMI vendors will want to come. McKibben reported Benson is ramping up on Facebook. He said based on search results of who's been clicking, he bets it is the media we need to start putting some effort into and we need to look at how we can use Facebook to grab attention. McKibben reported there is a way now to buy advertising through Facebook that is labor intensive. He added it is usually 10% of the club who does the work. McKibben discussed how during Ted Cradlebaugh's tenure, Benson came up with the idea to put up signs at places such as exit ramps and they were tracked. Benson reported a sign put at Blue Rock Road stayed there for weeks. McKibben said signs were put up in Miamisburg. He stated we need more members to put out signs. Boles discussed being in favor of the club running like a business when it comes to planning and organizing. Schroeder said as Wagar has many hats on race day, that needs to be divided up and we could use an extra person. He noted that right now Benson handles the Swap Meet and Rick Coombs handles the banquet. Schroeder suggested there be less on the next President and lean on board members far more. Lynda Coombs discussed how

in the past there was a Future Planning Committee that included advertising and marketing. She said there were goals established, some of which came to be such as restroom improvements and the track addition. Benson said he is not taking a shot at Wagar, everybody's got a boss. He said we've still got to accomplish something and asked if the board would be happy if we are in the exact same spot five years from now. Kuethe responded he is happy with the club and we are in the same spot. Pat Slattery noted people rotate. Warren said he is not disappointed with how we run and he is happy with the changes we have made. Gregg explained we fluctuate with karters and it depends on the economy. Kuethe asked who our target market is. Benson replied one day he was in the restroom at Willie's and sees Full Throttle is on the wall in the john. He said he thought why aren't we there and discussed how no one has to haul the booth and trailer and all that has to be done is write a check and do some artwork. Gregg responded Full Throttle is different because you pay your money and race but with us you have to have your own kart and so many other things. Wagar reported he and Aaron Banfield have talked about how many have raced at Full Throttle then started with us. They think it's about thirty racers. Warren suggested making an advertisement and place a TV monitor at Full Throttle because that is our target audience. He added there are other tracks such as Tri-City. Gregg stated we need to target shows for gearheads. Reid Smith suggested making a prize at Full Throttle an arrive-and-drive with us. Wagar responded they are doing that this Saturday evening and it was their prize. Smith pointed out there are granddads who have grandkids racing here and Full Throttle seems to be a locust of other folks. Boles noted racing is a lot of money. Smith said we have to look at trends. Schroeder said he opened up a can of worms and everybody's talking about it. He suggested thinking about it the next couple of weeks. Warren said he would like to not be embarrassed when people walk in the restroom and paint is peeling off the walls. Schroeder raised the question if the transponders could be pushed off another year. Jeff Roberts suggested forming a Future Planning Committee.

ADJOURNMENT: Brian Schroeder, seconded by Josh Wagar, motioned to adjourn the meeting at 9:26 p.m. The motion passed unanimously.

UPCOMING MEETINGS / EVENTS:

- OVKA Monthly Board Meeting – 7:00 p.m., Tuesday, October 4, 2016, Hampton Inn, 2880 Towne Boulevard, Middletown, OH, 45044 (west side of Interstate-75)
- Clean-Up Day – 10:00 a.m., Sunday, October 9, 2016, G & J Kartway, Camden, OH

SUMMARY OF COMMITMENTS:

- Rick Coombs – Provide a mini hoe for billboard repairs.
- Gary Gregg – Contact WKA regarding tracks that may be going out of business.
- Ray McKibben – Research show booth options and email information to the board, obtain posthole digger for billboard repairs, obtain pricing for billboard repairs, take down remaining billboards, make arrangements to obtain a weed torch for fall clean-up, obtain pricing for a small storage building.
- Jeff Roberts – Provide a second pit spot map.
- Brian Schroeder – Work with Aaron Banfield regarding purchase of transponders.
- Josh Wagar – Assess billboard repairs.

BOARD MEMBERS PRESENT: D. Boles, J. Calvert, R. Coombs, G. Gregg, K. Kuethe, L. McCready, R. McKibben, J. Roberts, B. Schroeder, P. Slattery, R. Smith, J. Wagar and B. Warren.

MEMBERS / VISITORS PRESENT: M. Cook, L. Coombs and D. Schroeder.

Respectfully submitted by Lynda Coombs, OVKA Secretary, 9/21/16.