

MINUTES OF THE BOARD OF DIRECTORS' MEETING
OF
OHIO VALLEY REGION, INC.

A regular meeting of the Board of Directors of the Ohio Valley Region, Inc. ("Corporation") was held on October 23, 2022, 10:00 AM.

I. QUORUM - The following Board Members were present: Brian Hofman, Tom Kohl, Stephen Donahue, Matt Mihelic, Todd Higginbotham, Jim Hammar, John Paul Case, Chris Bielby, Linnea Wolf, Don Leckey, Angie Shafer and Jeri Helfer.

Board members not present: Brian Hemmelgarn, Bill Zehler, and Diane Hood

Staff Members present: Bob Price, Ron Wyzynski, Glenn Freed, Al Herbert, Dave Chapman, and Randy Cline.

II. CALL TO ORDER – Commissioner Brian Hofman called the meeting to order at 10:10 AM. A quorum of directors was present, and the meeting, having been duly convened, proceeded with business. Commissioner Hofman reviewed the agenda and welcomed everyone to the meeting. The July BOD minutes were approved online. John Paul Case was introduced to the BOD as its newest BOD member.

Introduction of Brian Timm from OHSAA. Mr. Timm gave a brief history of the sponsorship in the OHSAA. The OVR is the first sponsor for the boys' tournament and girls' tournaments for the next three years. He also highlighted that he wanted a partnership with the OVR, not just the OVR as an advertiser at their events.

III. STAFF REPORTS – All reports were emailed to the BOD and staff before the meeting to help create conversation efficiency.

Girl's Program Director (Bill Zehler) – See emailed report

Boys' Program Director (Matt Mihelic) – Updates included some new boys' clubs forming in Kentucky. Trying to promote growth of boys' volleyball. Toledo area is hard, but possible clinics with Premier and Jody Schramm may be in the works. The Mt. Union vs. Trine match game is going to be held to Toledo area to try and generate interest. Matt connected over the summer to various people to try help get start high school teams started in various parts of the state. Some SE Ohio movement and WV clubs possibly forming. Boys' championships is struggling with slow signups and low numbers and it is also the day before high school tryouts.

Discussion followed about challenges of USAV and regions to promote and hold onto boys' clubs, bids, and where boys want to play and give out the bid potentially at regionals. Teams like to get bids early so teams know what they are chasing. For December event 26 courts may

be needed. Bob Price mentioned the OVR cannot just add courts overnight; you need to give people head's up to those involved.

VLA wants to play a tri-match at Holiday Tournament, (OVR will pay for the officials) and Commissioner Hofman discussed it this is a good idea as we need to make our events more event like for those attending (other attractions other than just playing in the event). Matt also talked about little kids league he is trying to encourage throughout the state. Matt asked if the OVR would still offer a grant program for new high school teams forming.

Tournament Director (Tom Kohl) – No new report

Beach Program Director (David Chapman) – Looking at a winter event for a regional event to help kids get ready for a qualifier in Florida. David is looking at consolidate tournaments to make them bigger, offer multiple age groups, and also trying to grow boys' a bit. The girls U19 from the OVR got second at worlds. There is a qualifier in Cincy is the same day at State Championship, as it is tough to fit in many events due to USA nationals continue to be moved up. This past season was a bit of stagnation for growth. Upper-level kids are traveling more for good events.

Safe Sport (Diane Hood) – Commissioner Hofman reported we currently do not have any ongoing SafeSport issues.

Director of All Star Teams (Glen Freed) - Ft Lauderdale is hosting All-Stars in 2023. Glen is seeking looking for approval to help sponsor the Allstars as players last year were spending about \$2200 out of their pocket for flights and hotels. Discussed the future of the OVR hosting in July at some point to reduce costs and Ron is still working on possible Mizuno uniforms. Ron suggested the OVR wait to see Membership numbers and what Mizuno comes back to the region with in terms of support before deciding what the region will do for the All Star program and its teams. This issue will be revisited in January.

Social Media Coordinator (Angie Shafer) – Talked about the QR code on the OHSAA program to track interest and discussion about organic growth versus paid advertising. Mentioned we need a bills of rights video update. Possible ways to engage our clients at our events on social media include a photo booth, adding a snap chat filter, signage for snap chat filter. Asked if Nationwide was accepting toys again as part of the holiday tournament – no word yet. If Nationwide doesn't work out, possibly another charity.

Officials Chair (Brian Hemmelgarn) – No report

Special Events (Al Herbert) – Talked about the needs of girls vs. boys Winterfest courts. We may need to look at court layout, but this also requires looking at our numbers entered and we need to know early enough to adapt. Floor plan needs to be approved by the fire marshal so we need time to get this approval. Bob Price mentioned that local fire departments can possibly help with our setups as they work so many days on and have so many days off and may be looking for extra income on day's off. Mentioned that RVA's can now trade bids and asked if

the OVR would ever want to trade bids. Discussion followed and it was decided the OVR would be willing to take higher level bids. Al also mentioned that the Competition Committee and who chairs this committee is supposed to be a BOD member. Al felt BOD should run committees, not ad hoc committees. Conversation ensued. Al was nominated and voted unanimously approved as the head of Competition Committee.

Financial Manager & Verification Officer (Steve Donahue) - Background screenings – some people are not showing up for reason unknown, but most screenings are showing up on a daily basis. Safe Sport updates come out on Wed & Fri. Steve can enter certificates for certifications as needed. In order for USA Volleyball Insurance to apply parties have to report it to it an official (someone from the OVR and turned in within 90 days), else an exemption has to be asked for. Deductible is \$250 (as secondary insurance) or \$1000 (as primary) with USA Volleyball insurance. Five year non-profit certificate has been renewed. AES needs to stripe accounts. CLA meeting – items of importance. Steve should access to all accounts (user name and access code) so he can print out reports. Moving All-stars to a strip account to reduce transaction fees. Asked Dave to change his stripe account to get reports sooner. Accounts can now be separated for better tracking. CLA also recommended we move accounts to Quick Books. Some issues, but working on resolving them with Becky from CLA, Quick Books, and US Bank. Quick books payroll for independent employees (officials) is probably coming soon. Money would be in bank accounts on the next business day (usually Monday). With everyone using strip accounts we can possibly create sub accounts for tournaments, so we can track our totals better to see which tournaments make or lose money. Three in Cedar Point and two in WV.

Chief Operating Officer (Ron Wyzynski) – Ron is working on 2024 GCCC events. Has a list of dates and hall availability for each year and we adjust tournaments accordingly. We can do all of them, or none of them; 18's and adults are coming to Columbus. Mizuno has new people, Baller TV has all new people – currently 80-20 split so these conversations are taking time. Ron is looking to make a change in the contract with Baller. Some years we didn't make any money, so last year we had them pay upfront \$7K. Molten, is having issues supplying volleyballs, so we may not sell our volleyballs at our events until we know supply chain is okay. We make about \$6k a year on VB's. Members get a great product in one-day volleyballs. Working on GCCC events, and asking for an extra day of set-up for the BID tournament. We get 200 parking passes for GCCC set-up (set-up crew, officials, staff) per weekend. 2024 we will get 150 passes. Room night is key for any event.

Commissioner's Report (Brian Hofman) – Gave a few updates on his impressions from being in Denver for USA Volleyball meetings. There seems to be a disconnect between USA Volleyball and the RVA's. Discussed cashless ticket options between Hometown ticketing and TicketSpice. BOD voted unanimously to go with Hometown ticketing due to their relationship with OHSAA. Brian will inform both groups accordingly. Discussion was also had regarding the possibly use of new logos provided by USA Volleyball to all regions. BOD and staff liked new logos, as well as

keeping the current log, so moving forward the current logo can continue to be used, along with the four new logos provide by USA Volleyball.



New Business

~ Discussion was had on helping Florida region in its support for clubs who lost everything, or were significantly impacted by Hurricane IAN. Florida region will match up to \$10K in gifts received. After some discussion, it was motioned and approved to unanimously by the BOD to give \$5K to the Florida region and its recovery efforts. Part of the support for this was a discussion that the OVR should continue to support our players and teams that go to nationals. What this support looks like will be determined.

~Conversation was had about certain providers sending OVR emails to spam folders that come from the ovr.org email address, as this seems to especially impact our official's ability to get emails. Chris said he will look into the issue.

~A lengthy discussion followed about how the OVR can work making the events we run more than just a volleyball event. Angie talked about things that could be done with social media apps, photo booths, etc.. and Linnea gave a presentation on various types of swag and gifts we could present as well. Things like blow-ups, 360 camera booth, cross net, collegiate or Olympic athlete signing autographs, etc.... are all very popular and things for the OVR to add to our events to help create more memories. Additional signage with the OVR logos and offering to sell clubs signage with their club name and the OVR logo on it, as well as sportsmanship signs are all important as well. Additional conversation was held on the need for the OVR to be in more facilities else they are taken out up by JVA or other outside vendors and what the OVR can do to partner with clubs in running these events to provide a benefit to both our clubs and the OVR.

~The final discussion of the day ended with an Executive Session lead by the Commissioner.

~Motion to adjourn was made at 3:10. The next meeting will be Monday, December 5th at 9:00 p.m. and will be a one-hour GroupMe meeting with the BOD and Staff.