

Sandusky County Commissioners – 622 Croghan Street, Fremont, OH 43420	2023 MEETING
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Meeting: Board Of Commissioners	Location: Commissioners' Board Room	Date: 5/30/2023	Time: 8:30AM – 10:42AM
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Present: Commissioners: Charles Schwochow – President; Russ Zimmerman– Vice President; Scott Miller

Present: Theresa Garcia – County Administrator

Others Present: Alex Boroff, GLCAP Clients and Supervisors (see sign in), Judge Mary Beth Fiser, Beth Tischler

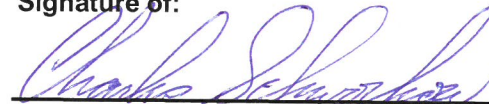
(*action items)				
AGENDA ITEMS	BRIEF DESCRIPTIONS / ACTION STEPS:	PERSON RESPONSIBLE:	DOLLAR AMOUNT:	MOTION / VOTE
Call to Order Pledge of Allegiance (8:30am)		Charles Schwochow, President		
*Review & Approval of Commissioner Meeting Minutes, incoming Mail Review & External Meeting Notices	<p>The 5/23/2023 minutes were reviewed/approved by the Board. The Board reviewed incoming mail and external meeting notices.</p> <p>Commissioner Miller did not have questions on today's bills, however, did have a question on EMS billing consulting. It was noted they have an outside company handle billing. He has some concerns when some of the bills only note "supplies" and it does not have detail of what the supplies are for or what they are.</p>	Charles Schwochow Russ Zimmerman Scott Miller		*Motion: Move to Approve minutes Moved by: Scott Miller 2nd: Russ Zimmerman Yes – 3
Review of External board / Meetings Attended by Commissioners	<p>Commissioners all attended the Crisis Intervention Annual update on May 23, 2023. Dave Olds gave a presentation with statistics on what they have done and where they have gone in the community. The program has been very well accepted by law enforcement. They do want better written communication to verify how many times they have been to a home several times and no reports have been written. Getting individuals support rather than incarcerating them has been very helpful. There was a lot of support for the program at the meeting.</p>	Charles Schwochow Russ Zimmerman Scott Miller		

	Commissioner Schwochow attended the Visitors Bureau meeting on May 24, 2023. They went over Ohio's new logo "Ohio, the heart of it all". Sandusky township is contributing taxes to the Visitors Bureau. In turn, the Visitors Bureau will make sure they receive reports on what the funds are doing for them. The Solar Eclipse event was discussed.	Charles Schwochow		
	Commissioner Zimmerman attended the 911 meeting on May 24, 2023. The new system will go live on July 10, 2023. They will do a dry run in June to make sure everything runs smooth. There were still some issues that some of the fire departments are having with the maps system. They are working on how to update this system. Brian Edwards has been a great asset in getting the system set up the way it needs to be set up. Commissioner Schwochow noted he received a call on the new GIS system and there is no zone mapping. There needs to be another meeting to discuss the mapping and what is needed.	Russ Zimmerman		
	Commissioner Zimmerman attended the LEPC meeting on May 24, 2023. They talked about the MARCS radio system and getting the program and template to meet the needs of all the emergency systems. They will keep working on the template with the Fire Departments and law enforcement.	Russ Zimmerman		
	Commissioners were unable to attend the Mental Health Board Meeting on May 25, 2023.			
Commissioners and Administrator Discussion	Commissioners discussed the GIS mapping system. They do feel like there should be a discussion with the Auditor on how to get the additional layers built into the current mapping so it is all in one place. There are multiple agencies in the county that need to have different maps, such as zoning, in order to do their job.	Charles Schwochow Russ Zimmerman Scott Miller		
	Commissioner Miller noted there is 300 acres of land on South St. Rt. 53 that have water and sewer and could be used for development.	Scott Miller		
	Commissioner Zimmerman received an email from Gary Baty, Solid Waste Director, regarding a senate bill that was being put in front of the House for a vote. There were three points on the Bill that were the main issues. Gary was asking the Commissioners in the OSS Solid Waste District to write a letter of concerns regarding the Bill to be submitted to the House prior to the vote.	Russ Zimmerman		

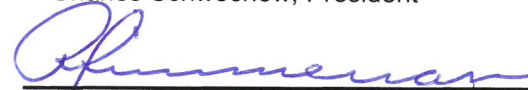
	Commissioner Zimmerman put notes together of thoughts on the Bill to consider sending to Gary to submit to the House.			
* Then /Now Documents	<p>One certificate was presented by JJC. The original PO was opened as an estimate, actual bill was more and second PO had to be opened. One invoice makes up the certificate. David Hirt - \$ 638.50</p> <p>One certificate was presented by the treasurer's office. This replaced PO 0277 for additional cost that wasn't aware of. One invoice makes up this certificate. MNCO - \$262.90</p>	<p>JJC</p> <p>Treasurer</p>	<p>\$638.50</p> <p>\$262.90</p>	<p>*Motion: Move to Approve certificates Moved by: Scott Miller 2nd: Russ Zimmerman Yes – 3</p>
* Personnel	None			
* Travel Requests	None			
GLCAP	Alex Boroff came in to give appreciation to the Commissioners for all the assistance and support given to GLCAP and their program. Alex passed out the 2022 Community report and what they have done. There were many clients and supervisors that were present that shared some of the help they have received from GLCAP. See the attached community report. The Commissioners were glad to hear the support that has been received from housing support, TRIPS, Senior Service's, Family Advocate and Head Start.	Alex Boroff – GLCAP Director of Public Relations		
Judge Mary Beth Fiser	<u>Judge Mary Beth Fiser – Woodville Court Judge.</u> Judge Fiser asked to come in to talk to the Commissioners regarding the decision not to change the March 28th minutes to include more detail of the meeting attended on March 27th. Beth Tischler, County Prosecutor, also attended the meeting. Judge Fiser played a snip it of the March 28th meeting to match to the written minutes. She wanted the recording for the todays meeting. She does not feel that the records reflect that the meeting was on March 27th and it should have been a meeting the public was involved in. She would also like the audio of the meetings to be kept forever. Prosecutor Tischler noted the Commissioners have the decision whether to record or to keep the recordings. Judge Fiser made note that if there would not have been discussion on moving to one Judge for both courts, they would have had an applicant to replace	Mary Beth Fiser – Woodville Court Judge		

	Judge Kolesar, and they would not have to use visiting Judges. The Commissioners agreed to amend the minutes of March 28th to reflect the meeting with Gary Click was held on March 27th.			
* Resolutions	2023 – 152 APPROVING APPROPRIATION TRANSFER FROM CONTRACT SERVICES TO REIMBURSEMENT AND REFUNDS (\$180.00) FOR STAFF REIMBURSEMENT OF BCI CHECKS THAT ARE REQUIRED YEARLY FOR MEDICAID CERTIFICATION	TASC	\$180.00	*Motion: Move to Approve resolution Moved by: Scott Miller 2nd: Russ Zimmerman Yes – 3
Public Open Session	Citizens Attendees – none Media Attendees – none Elected Officials – Judge Fiser, Woodville Court. Beth Tischler, Prosecutor.			
* Adjournment (10:42am)	With business completed for the day the meeting was adjourned.			* Motion: Move to adjourn Moved by: Scott Miller 2nd: Russ Zimmerman

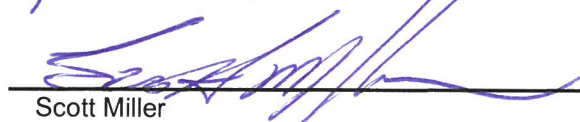
Signature of:



Charles Schwochow, President



Russ Zimmerman, Vice President



Scott Miller

Board of County Commissioners, Sandusky County Ohio

Attest: 
Clerk to the Board / County Administrator

I, the undersigned, Clerk of the Board of Commissioners, Sandusky County, Ohio, do hereby certify that the foregoing is a true and correct copy from the official record of said Board of County Commissioners as recorded in its Journal.

Clerk, Board of County Commissioners, Sandusky County, Ohio

05/10/2023

Ohio Reveals "Ohio, The Heart of it All" as the New Brand

Adequate Funding and Consistency are Key to its Success



Governor Mike DeWine and Ohio Department of Development Lydia Mihalik announced a new brand for Ohio this week at Ohio Tourism Day. "Ohio, The Heart of it All" replaces "Ohio. Find it Here." as the brand.

For some people, this brand may evoke feelings of nostalgia. "Ohio, The Heart of it All" was the state's brand from the mid-1980s to 2001. Below are new TourismOhio social media accounts:

- Instagram: @OhioTheHeartofitAll
- FB: @OhioTheHeartofitAll
- Twitter: OHHeartofitAll
- #OhioTheHeartofitAll

Brand Guidelines and Logos

"A strong brand identifies what sets us apart from our competitors, and it is memorable. A strong Ohio brand can unify key messages and lift economic activity across the state, as it leaves an imprint every time it is seen or heard. This is especially important for Ohio's \$53 billion travel economy, as we compete with other states to capture the attention and spending power of visitors. "Ohio, The Heart of It All" has a proven record for checking all the boxes of an effective brand," said Ohio Travel Association Executive Director Melinda Huntley.

Focus and Funding Needed to Drive Economic ROI

To ensure the brand delivers economic results, adequate funding for visitor attraction messaging must be in place. Campaigns must have focused and strategic messaging to inspire travel to and through Ohio. This is important to not only the businesses in Ohio who depend on a strong travel economy, but also to the state itself. According to the latest economic report, for every \$1 invested in the 2022 TourismOhio advertising campaign, \$73 was generated in direct visitor spending and \$5 was added to Ohio tax coffers.

As travel-related expenditures contribute more than 10% of all tax revenues collected by the state, if there's a dip in an ROI, fewer dollars will be available for education, social services, and all the other priorities important to Ohioans, including the dollars needed to attract workers and business investment.

Expansion of the messaging by the Ohio Department of Development to workforce attraction is smart and important. The Department has created two separate campaigns - one focused on increasing visitation and another focused on increasing awareness of Ohio as a good place to live, earn and visit. We need to ensure media buys are made wisely, with enough frequency in key markets to drive travel and increase visitor expenditures.

Consistency is Key

Brand consistency will also determine whether or not "Ohio, The Heart of it All" is ultimately a success. Generating brand awareness isn't done overnight. It takes patience and investment. Some of the strongest destination brands have been in place for decades. None of them burst out of the starting gate with the same power to move minds and hearts as they have today.

Every time Ohio rebrands, momentum is lost, and we have to start over. Because "Ohio, The Heart of it All" isn't unfamiliar to many, we can continue to build and reinforce its story. But we should also prioritize the way the brand is perceived, received and understood by people outside of Ohio. If analytics show it's well received and working, then we should not change the brand based only on political preferences. For the good of Ohio, future changes should be linked to business metrics.

Stay Informed. Support the Ohio Travel Association through Membership

Representing all businesses who depend on a strong travel economy, the Ohio Travel Association is led by industry professionals to support what is needed to advance the travel economy in Ohio. In addition to professional development opportunities, OTA represents the industry's needs at the local, state and federal levels. Weekly newsletters keep you informed and up to date.

Support Ohio's Travel Economy. Join OTA.

Story Behind "Ohio, The Heart of it All"

Ohio Department of Development explains the rationale behind the new brand:

Ohio is bursting with opportunity, and this logo embodies that optimism. The word Ohio expands beyond our borders with the text leaning forward towards the future. The colors in this logo are classic, and iconic – pulled from our state flag, the Ohio burgee.

This is a flexible and versatile theme that works in many ways. Ohio is the:

Heart of Opportunity

Whether you are starting a business, looking to change careers, or working towards a better future, Ohio brings goals to life.

Heart of Adventure

We're home to 75 free state parks, 5 zoos, 2 amazing amusement parks, Cuyahoga Valley National Park, and thousands of events and festivals.

Heart of Technology

From Intel to Google to Honda's new EV plant and more, we're building on our innovative history and staking our claim as the Silicon Heartland.

Heart of Family

If you're reuniting with your family, starting your own, or finding a community that feels like home, Ohio welcomes you.

Heart of Education

Higher learning is a high priority in Ohio with 14 public universities, 23 community college and technical schools, and more than 50 private colleges and universities.

Heart of Creativity

Inventors, artists, rock stars – all let their creative minds shine in Ohio.

Heart of Prosperity

Ohio boasts the 7th largest economy in the US and is home to 25 Fortune 500 companies.

This is Ohio's time. Companies are investing here and creating countless opportunities. We are a leading state for affordability and quality of life. It's time to tell our story. So, we've built something familiar yet fresh to showcase all that Ohio has to offer as a place of adventure, a place of promise, and the place for you. Ohio is more than just a place on a map. It's a place in people's minds, and in their hearts.

Our brand theme, Ohio, The Heart of it All, speaks to Ohio's central geographic location – we're within a day's drive of 60% of the US and Canadian populations. But just as importantly, it conveys that Ohio is the heart of the heartland. The heart-shaped state. The home of heartwarming stories and heartfelt joy.



712 North Street, Suite 102 – Fremont, OH 43420 – 800-255-8070 – www.sanduskycounty.org

AGENDA

Board of Trustees Meeting
 Wednesday, May 24, 2023

Sandusky County Visitors Bureau, 712 North St., Fremont, OH

Mission: The Mission of the Sandusky County Visitors Bureau is to enhance Sandusky County by marketing the area as a destination to travelers inside and outside of the county.

Members: Bill Brown, Marc Glotzbecker, Joni Hasselbach, Ann Sergeant, Kevin Strecker, Ty Tracy and Commissioner Charlie Schwochow

Welcome

- Approval of Meeting Minutes from March, 2023 board meeting..... 5 minutes
- Approval of Financials from March, 2023 10 minutes
- Board Summary Report 5 minutes
- Agenda Items
 1. Salaries..... 15 minutes
 2. Legislative Day/Ohio Tourism Day..... 10 minutes
 3. Sandusky Township Funding Update 5 minutes
 4. Rescue Recovery Plan Project Update..... 5 minutes
 5. Solar Eclipse Update..... 5 minutes

TOTAL ESTIMATED TIME 60 MINUTES

Our next meeting will be on June 28, 2023. Would we like to do a meeting in the Commissioner’s board room followed by a tour of the Historic Sandusky County Jail and Dungeon?

Sandusky County Visitors Bureau
Meeting Minutes
Board of Trustee Meeting
April 26, 2023

Attendance – Attendees marked with an X

Bill Brown –Chairman X Ann Sargent – Vice-Chairman X
Joni Hasselbach – Treasurer X Marc Glotzbecker – Imm. Past Chairman X
Charlie Schwochow – Comm. Trustee X Kevin Strecker – Trustee _____
Ty Tracy – Trustee X Peggy Courtney – Executive Director X

The meeting was held at the Visitors Bureau office in Fremont. It was called to order at 12:05 p.m.

Minutes

Bill asked if there was any discussion or corrections on the meeting minutes from March. Ann made a motion to approve the minutes. Charlie seconded that motion; motion passed.

Financial Report

Pg. 6: For the month of March, county lodging tax was \$21,019.79 with a budget of \$16,000. Interest of \$17.44 was quarterly interest on our savings accounts. Under Operating Expenses, Rent reflected 2 months with checks being paid Mar. 1 and Mar. 27. Utilities: reflected 2 months with checks on Mar. 1 and Mar. 27. The electric was still high but it was figured out that the auxiliary heat was somehow on. Auxiliary heat has been turned off and the hope is that will reflect in a lower electric bill. Travel Shows: reflected AAA 2023 registration, some expenses from ABA and the cost of video brochures that are used at the shows. Advertising largely reflects an ad with Compass magazine. Visitor Guides reflects visitor guide shipping. Net Loss for the month was \$7,686.53 vs. budget Net Loss of \$8,375.00. 3 Months Ended we are at a Net Loss of \$20,223.23 compared to a budget Net Loss of \$14,695.00. Part of that is because the SCVB is still waiting on the commission check from The Press Newspapers for selling visitor guide ads.

Bill asked for a motion to approve the March financials. Ty motioned to approve the financials. Marc seconded the motion; motion passed.

Board Summary Report

Peggy, Dave and Bill Brown met with Ryan DeLand, Plant Leader at Clyde Whirlpool to discuss group tours. Ryan was receptive to the idea of having groups visit the plant but said it may be a hard sell to those above him. He will get back with us on this. Peggy and Bill discussed with the board how that meeting went. Peggy attended a Canva for Beginners training at the Chamber of Commerce. Canva is the software she uses when creating the newsletter for OACVB. Peggy and Brenda met with Denny Otte about some upcoming Barn Mural Trail group tours. Denny is a step-on guide for those tours. Peggy attended the OACVB board meeting and luncheon in Columbus. Peggy attended an emergency OTA board meeting via Zoom and will explain what that meeting was about later.

Bus tours booked for 2023 were at 60 at the end of March. We have completed 1 tour so far this year and none have cancelled.

Agenda Items

1. Sandusky Township Funding Update: Peggy looked through the Sandusky Twp. Trustee meeting minutes and found where funding to Sandusky County Visitors Bureau was discussed. She read those to the board. The comments of the trustees were very discouraging. Discussion ensued. The board encouraged Peggy to try to stay positive because we are getting SOME funding again. Ty reminded us that we now have four opportunities to answer the questions that the trustees brought up in those meeting minutes. Peggy asked that if any of the board members have the opportunity to talk with the Sandusky Twp. Trustees about the what the Visitors Bureau does for the community, to please advocate for us.
2. Rescue Recovery Plan Project Update: The sign project went to bid and bid openings were Apr. 25. Charlie explained that there was only one bid. Official award will be voted on Apr. 27.
3. Solar Eclipse Update: SCVB continues to meet with various groups on this. The SCVB team and Lisa Kuelling hosted a meeting with the City of Fremont administration to bring them up to speed. The Mayor would like to meet again to come up with a game plan and then have Lisa and Peggy give an update to City Council. Peggy explained that we now have 2 buses and possibly a 3rd scheduled to come in for the solar eclipse. We will schedule a dinner for them the night before and then will have them at Terra State Community College the day of the eclipse, coming in around 10 a.m. and departing for their hotel after dinner. Peggy discussed the events for the day scheduled at Terra for the group tours. Peggy and Brenda also met with Fremont Airport owner Rex Damschroder to discuss the eclipse. Also, thanks to the meeting that the SCVB office initiated with Rep. Gary Click, Lisa Kuelling of the EMA office and our office, The House version of the Ohio Budget now has \$1 million written into it for solar eclipse support. Rep. Click originally asked for \$10 million. This budget will now go into the Senate for consideration. Although \$1 million is not nearly enough, it is at least a starting point.
4. TourismOhio Challenges: ToursimOhio is the state tourism office. The reason for the emergency Zoom meeting with OTA was to discuss the Governor's proposed plan/budget that would change the name "TourismOhio" to the "State Marketing Office". Tourism Ohio has \$10 million to market Ohio as a great place to travel. With the proposed plan/budget, that message would be expanded to include a workforce development message as well. The message would be that Ohio is great for living, working, learning and visiting. If the name of the state tourism office would change from TourismOhio to Sate Marketing Office, tourism in the state of Ohio would lose ground and recognition. The budget is proposed to remain at only \$10 million even though the message would expand. Diluting the message and still allocating just \$10 million is a problem. OACVB, OTA, Ohio Hotel & Lodging Assoc. and Ohio Restaurant Assoc. all had emergency board meetings to discuss the proposed change. The message across the 4 organizations is that we are not opposed to an expanded message but we ARE opposed to getting rid of the name "TourismOhio". Also, the 4 organizations all believe that \$10 million is not enough money to properly manage an expanded message. Conversations between the organizations have happened with Development Director Lydia Mihailik. There is now an amended version of the budge that keeps the name "TourismOhio" but still only allocates \$10 million each fiscal year for 2024 and 2025 for this expanded message. The proposed budget additionally would allocate \$2 million of the \$10 million to do a Trails Economic Impact study, truly only leaving \$8 million for marketing. This will be a big topic of discussion at Legislative Day next week. Peggy will keep the group updated on changes with this situation. Also, the feeling in the tourism world is that the state slogan is going to change or go away completely.

The belief is that an announcement regarding this will be made on the Statehouse steps during Ohio Tourism Day next week.

Bill asked that Peggy put on the agenda next month for the board to discuss salaries, more specifically Peggy's salary.

Bill made a motion to adjourn the meeting. Ty seconded the motion; motion passed. The meeting adjourned at 12:51 p.m. The next board meeting will be at noon on Wednesday, May 24, 2023 at the Sandusky County Visitors Bureau office, located at 712 North St., Fremont, OH.

Approved – Date: _____

Chairman: _____ Executive Director: _____

Sandusky County Convention & Visitors Bureau
Statement of Financial Position
As of April 30, 2023 and 2022

Assets

	2023	2022
Current Assets		
Cash in Bank - CCB	\$ 130,304.27	\$ 122,150.36
Cash in Savings - CCB	5,637.97	5,634.25
Hunt Ckg - Loan Payment Acct	0.00	354.16
Petty Cash	150.00	150.00
CCB Building Fund	40,998.00	40,970.95
CCB - Jail Fund	17,090.66	15,119.05
FNB CD-General Fund	100,000.00	94,926.76
FNB-Jail Fund	503.00	502.00
FNB CD - Savings Fund	0.00	95,524.74
FFCU Member Savings Acct	5.00	0.00
FFCU CD-Savings Fund	95,665.52	0.00
Total Current Assets	390,354.42	375,332.27
Property and Equipment		
Furniture Fixtures	69,642.54	69,642.54
Less Accumulated Depreciation	(65,837.21)	(64,672.46)
Net Property and Equipment	3,805.33	4,970.08
Total Assets	\$ 394,159.75	\$ 380,302.35

**Sandusky County Convention & Visitors Bureau
Statement of Financial Position
As of April 30, 2023 and 2022**

Liabilities and Net Assets

	2023	2022
Current Liabilities		
Withheld State Income Tax	296.42	159.30
Federal Unemp Taxes	128.75	0.68
State Unemp Taxes	274.60	37.62
Withheld School District	110.34	60.70
Withheld Fremont City	201.36	192.23
	<u>1,011.47</u>	<u>450.53</u>
Total Current Liabilities		
Long-Term Liabilities		
Total Long-Term Liabilities	<u>0.00</u>	<u>0.00</u>
Total Liabilities	<u>1,011.47</u>	<u>450.53</u>
Net Assets		
Other Equity	414,427.25	391,943.57
Retained Earnings	(21,278.97)	(12,091.75)
	<u>393,148.28</u>	<u>379,851.82</u>
Total Net Assets		
Total Liabilities and Net Assets	<u>\$ 394,159.75</u>	<u>\$ 380,302.35</u>

**Sandusky County Convention & Visitors Bureau
Income Statement
Actual vs. Budget**

	1 Month Ended April 30, 2023 Actual	1 Month Ended April 30, 2023 Budget	4 Months Ended April 30, 2023 Actual	4 Months Ended April 30, 2023 Budget
Sales				
County Hotel/Motel Tax	18,233.02	17,000.00	77,224.62	67,000.00
Interest	0.00	0.00	206.92	0.00
Fremont City Lodging Tax	3,309.17	3,100.00	7,233.37	7,000.00
Visitor's Guide	0.00	0.00	0.00	5,400.00
Jail Tour Income	245.00	600.00	245.00	600.00
Rock & Awe Holiday Lights	0.00	0.00	6,000.00	6,000.00
Belleuve City Lodging Tax	2,500.00	0.00	2,500.00	2,500.00
Total Sales	<u>24,287.19</u>	<u>20,700.00</u>	<u>93,409.91</u>	<u>88,500.00</u>
Gross Profit	<u>24,287.19</u>	<u>20,700.00</u>	<u>93,409.91</u>	<u>88,500.00</u>
Operating Expenses				
Wages	13,425.41	14,150.00	53,617.92	55,100.00
IRA - Employer Match	398.70	400.00	1,594.80	1,600.00
Payroll Taxes	1,029.21	1,110.00	4,505.12	4,300.00
Employee Insurance	2,313.57	2,180.00	11,281.81	11,255.00
Rent Expense	650.00	650.00	2,600.00	2,600.00
Accounting Legal	200.00	200.00	800.00	800.00
Telephone	799.68	625.00	2,525.57	2,500.00
Repairs	189.80	1,700.00	1,061.69	2,165.00
Bank Service Charges	0.00	50.00	175.70	50.00
Copier Lease/Maintenance	290.68	275.00	1,121.08	1,100.00
Postage	63.55	100.00	327.10	365.00
Office Supplies	115.15	190.00	684.12	650.00
Printing Projects	205.63	800.00	205.63	1,600.00
Utilities	595.43	210.00	2,437.93	1,620.00
Miscellaneous	17.05	100.00	912.05	270.00
Travel Expense	643.22	310.00	1,103.70	790.00
Membership Dues	170.00	230.00	2,285.00	620.00
Jail Tour Expenses	26.00	30.00	26.00	30.00
Travel Shows	1,257.45	500.00	5,923.11	1,070.00
Conferences, Meetings	116.25	200.00	1,003.39	310.00
SCCVB Board Meals	33.84	70.00	192.91	210.00
Rock & Awe Holiday Light Show	3.48	7,500.00	689.30	7,500.00
Advertising	2,250.00	1,000.00	16,213.54	13,000.00
Web Internet Expenses	436.63	200.00	1,269.95	3,500.00
Promotional Expenses	0.00	0.00	141.00	0.00
Visitors Guide	112.20	200.00	1,265.65	1,700.00
Public Relations	0.00	50.00	70.00	120.00
Depreciation Expense	0.00	0.00	654.81	700.00
Total Operating Expenses	<u>25,342.93</u>	<u>33,030.00</u>	<u>114,688.88</u>	<u>115,525.00</u>
Operating Income (Loss)	<u>(1,055.74)</u>	<u>(12,330.00)</u>	<u>(21,278.97)</u>	<u>(27,025.00)</u>
Other Income (Expenses)				
Total Other Income (Expenses)	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Net Income (Loss) Before Taxes	<u>(1,055.74)</u>	<u>(12,330.00)</u>	<u>(21,278.97)</u>	<u>(27,025.00)</u>
Net Income (Loss)	<u>\$ (1,055.74)</u>	<u>\$ (12,330.00)</u>	<u>\$ (21,278.97)</u>	<u>\$ (27,025.00)</u>

**Sandusky County Convention & Visitors Bureau
Income Statement**

	1 Month Ended April 30, 2023	1 Month Ended April 30, 2022	4 Months Ended April 30, 2023	4 Months Ended April 30, 2022
Sales				
County Hotel/Motel Tax	18,233.02	19,946.77	77,224.62	78,515.22
Interest	0.00	0.00	206.92	1.15
Fremont City Lodging Tax	3,309.17	7,345.39	7,233.37	7,345.39
Visitor's Guide	0.00	0.00	0.00	6,600.00
Jail Tour Income	245.00	500.00	245.00	500.00
Rock & Awe Holiday Lights	0.00	0.00	6,000.00	0.00
Bellevue City Lodging Tax	2,500.00	0.00	2,500.00	2,500.00
Total Sales	<u>24,287.19</u>	<u>27,792.16</u>	<u>93,409.91</u>	<u>95,461.76</u>
Gross Profit	<u>24,287.19</u>	<u>27,792.16</u>	<u>93,409.91</u>	<u>95,461.76</u>
Operating Expenses				
Wages	13,425.41	12,817.02	53,617.92	50,696.93
IRA - Employer Match	398.70	381.18	1,594.80	1,505.16
Payroll Taxes	1,029.21	982.37	4,505.12	4,328.30
Employee Insurance	2,313.57	2,031.43	11,281.81	11,119.09
Rent Expense	650.00	650.00	2,600.00	2,600.00
Accounting Legal	200.00	200.00	800.00	1,343.00
Telephone	799.68	624.49	2,525.57	2,410.82
Repairs	189.80	217.66	1,061.69	1,592.96
Bank Service Charges	0.00	0.00	175.70	0.00
Copier Lease/Maintenance	290.68	276.40	1,121.08	1,099.56
Postage	63.55	54.02	327.10	92.76
Office Supplies	115.15	720.00	684.12	1,539.36
Printing Projects	205.63	0.00	205.63	1,455.72
Utilities	595.43	0.00	2,437.93	1,267.11
Miscellaneous	17.05	418.19	912.05	752.59
Travel Expense	643.22	78.96	1,103.70	678.00
Membership Dues	170.00	225.00	2,285.00	600.00
Jail Tour Expenses	26.00	106.74	26.00	638.90
Travel Shows	1,257.45	(3,112.16)	5,923.11	(1,339.70)
Conferences, Meetings	116.25	(193.00)	1,003.39	(101.12)
SCCVB Board Meals	33.84	47.00	192.91	263.06
Rock & Awe Holiday Light Show	3.48	0.00	689.30	0.00
Brochure Racks	0.00	0.00	0.00	1,094.47
Advertising	2,250.00	300.00	16,213.54	18,055.00
Web Internet Expenses	436.63	115.82	1,269.95	3,712.33
Promotional Expenses	0.00	0.00	141.00	0.00
Visitors Guide	112.20	26.85	1,265.65	1,775.35
Public Relations	0.00	43.86	70.00	118.86
Depreciation Expense	0.00	63.75	654.81	255.00
Total Operating Expenses	<u>25,342.93</u>	<u>17,075.58</u>	<u>114,688.88</u>	<u>107,553.51</u>
Operating Income (Loss)	<u>(1,055.74)</u>	<u>10,716.58</u>	<u>(21,278.97)</u>	<u>(12,091.75)</u>
Other Income (Expenses)				
Total Other Income (Expenses)	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Net Income (Loss) Before Taxes	<u>(1,055.74)</u>	<u>10,716.58</u>	<u>(21,278.97)</u>	<u>(12,091.75)</u>
Net Income (Loss)	<u>\$ (1,055.74)</u>	<u>\$ 10,716.58</u>	<u>\$ (21,278.97)</u>	<u>\$ (12,091.75)</u>

2023 Sandusky County

	2023	2022	2021	2020	2019	MTD ('23 vs. '22)	YTD ('23 vs. '22)
January	19,335.97	21,395.93	\$12,454.69	\$19,342.58	\$18,262.20	-\$2,059.96	-\$2,059.96
February	\$18,635.84	\$18,165.19	\$14,744.35	\$15,198.10	\$13,678.52	\$470.65	-\$1,589.31
March	\$21,019.79	\$19,007.33	\$13,109.01	\$15,338.75	\$13,939.84	\$2,012.46	\$423.15
April	\$18,233.02	\$19,946.77	\$12,434.94	\$17,208.45	\$12,413.05	-\$1,713.75	-\$1,290.60
May		\$28,336.58	\$18,649.89	\$14,608.68	\$16,064.19		
June		\$26,955.07	\$20,292.72	\$6,413.85	\$20,500.49		
July		\$31,049.52	\$28,068.56	\$11,279.61	\$28,978.54		
August		\$44,676.68	\$39,523.99	\$16,562.77	\$36,351.79		
September		\$47,416.37	\$44,985.30	\$22,870.52	\$40,423.66		
October		\$40,405.28	\$40,595.37	\$24,664.99	\$36,645.92		
November		\$31,843.32	\$33,073.63	\$18,089.59	\$25,793.23		
December		\$25,647.68	\$30,847.75	\$20,229.47	\$29,399.54		
Total	77,224.62	\$354,845.72	\$308,780.20	\$201,807.36	\$292,450.97		

2023 Lodging Tax Report City of Fremont

(Received Quarterly)

	2023	2022	2021	2020	2019	2018	2017	MTD ('22 vs. '21)
January	\$3,924.20		\$3,322.30	\$3,991.67	\$ 3,683.79	\$4,158.32	4,167.71	\$0.00
February								-\$3,322.30
March	\$3,309.17	\$7,345.39			\$ 2,963.19		3,186.19	\$7,345.39
April			\$3,307.84		\$3,095.34			\$0.00
May						\$3,832.30		-\$7,426.25
June			\$7,426.25	\$4,576.75	\$ 6,864.75	\$5,106.89	5,467.92	\$7,712.82
July		\$7,712.82						
August								
September			\$8,246.53	\$6,479.45	\$ 7,402.88	\$5,995.25	5,969.35	
October		\$7,887.59						
November								
December								
Total	\$7,233.37	\$22,945.80	\$22,302.92	\$18,143.21	\$ 20,914.61	\$19,092.76	\$18,791.17	4,023.09

**2023
Lodging Tax Report
City of Bellevue**

2023

2022

2023

January			
February			
March	\$	2,500.00	
April			\$2,500.00
May			
June			
July			
August			
September			
October			
November			
December			
Total		2,500.00	\$2,500.00

Board Summary Report

April 2023

Strategic Plan #1 – Web Site:

- Dave built a Solar Eclipse page on our website which will be the official county page for eclipse information.

Strategic Plan #2 – Building:

- The new sign for the VB went out for bid and was awarded to Brady Sign Company

Strategic Plan #3 – Experiences:

- Peggy, Dave and Bill Brown met with Whirlpool about Group Tours
- The Experiences Committee and additional board members met with SCVB team to discuss group tour opportunities/new group tours
- Brenda and Bill Brown met with Megan in Clyde about bus tours

Strategic Plan #4 – Understanding of Tourism:

- Peggy and Brenda spoke about the Visitors Bureau at the Eileen Perry Learning Class at Terra State
- Dave and Brenda spoke at the Fremont Area Women’s Connection Luncheon

Other Meetings and Educational Opportunities:

- Peggy attended weekly meetings for Rotary and monthly Rotary Board meeting
- Peggy attended SCPP monthly board meeting
- Peggy and Dave attended the monthly SC Commissioner meeting as well as an extra Commissioner meeting to discuss the corner sign
- Peggy, Brenda and Dave attended a Zoom VNWO meeting
- Peggy attended the OACVB Board Meeting and Luncheon
- Peggy attended the Rotary BBB meeting
- Brenda attended the Hayes Celebration of the Fisk Jubilee Singers
- Peggy, Dave, and Brenda hosted a meeting with Mary Perkins and The Press staff
- Peggy and Brenda met with Rex Damschroder at the Fremont Airport about the 2024 Solar Eclipse
- Peggy read to kids at Pottery Perfection
- Peggy, Dave, and Brenda met with McKenna from ORBS about a Downtown Ghost Walk
- Brenda attended the Soroptomist Monthly meeting
- Peggy and Brenda met with Emily about the upcoming 2024 Solar Eclipse Events at Terra State
- Peggy, Dave, and Brenda attended the Annual Clydescope meeting
- Peggy and Brenda attended the Seneca County Legislative Breakfast
- Peggy and Brenda attended the State of Travel Luncheon for Destination Toledo
- Peggy and Dave participated in the BAS Showcase Tour Kickoff
- Peggy attended the Rotary Dedication and renaming ceremony for Rivercliff Park

Group Tours

- Bus Tours for 2023: **63**
 - Completed YTD 2023: **9**
 - Cancelled YTD 2023: **2**
 - Sports Tournaments: **2**
 - Community Tours 2023: **3**
 - Overnight Bus Tours 2023: **2**
 - Booked YTD for 2024: **2**
-
- Booked in 2022: **79**
 - Completed in 2022: **65**
 - Cancelled in 2022: **14**
 - Community Tours 2022: **12**
 - Overnight Bus tours in 2022: **15**

Groups Welcomed to Sandusky County in April, 2023

Great Day Tours #30

Bianco Tours #54
Great Day Tours #37
Hayes – Pleasant Grove Church of God #15
JKL Tours #52
Vernon Miller Tours #14
Bianco Tours #51
Vactionland Classic for Basketball (Overnight)

Travel Shows/Leisure Shows Attended in 2023

American Bus Association Travel Show – February
Heartland Travel Showcase - March

GLCAP

SANDUSKY COUNTY 2022 community report

257

children enrolled in Head Start, Early Head Start, and Migrant & Seasonal Head Start programs

127

students engaged in After-School and Summer School programs in Sandusky County

195

families provided with housing via homeless assistance programs, including veteran families

426

households helped with utility, mortgage, and rental assistance for COVID-related financial hardships

11

homes provided with roof, electrical, and other needed repairs through Community Housing Impact & Preservation funding

19

homes made safer and more energy-efficient through weatherization services

774

seniors served through education, health, and other county senior center programs

469

seniors provided with daily home-delivered lunches through the Meals on Wheels service

31,852

one-way rides taken through TRIPS Public Transportation demand-response and Fremont Shuttle rides

1,513

households that received energy or water utility assistance, or were set up with affordable payment plans to better manage home utility costs

37

utility customers provided with home energy education through the Electric Partnership Program

47

individuals enrolled in workforce development and Financial Opportunity Center programs to improve job skills, gain employment, and build income

19

local officials trained in topics related to technical, financial, and managerial needs for water and wastewater utilities



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Great Lakes
COMMUNITY ACTION
PARTNERSHIP

GLCAP

2022 ANNUAL REPORT



1,512

Children educated through Early Head Start, Head Start, and Migrant & Seasonal Head Start programs



644

Communities served through the Rural Community Assistance Program (RCAP)

127

Students in Afterschool/Summer School programs at Clyde Middle and Fremont High Schools

3,960

Local government officials, utility personnel, and other participants who took part in RCAP trainings in seven states

76

Rural residents provided with well loans, sewer connections, water well assessments, and other services through RCAP

105

Communities that utilized Geographic Information System (GIS) services to map utility lines and for other needs



378

Participants in international programs offered by the Great Lakes Consortium for International Training & Development

129

Homes made more energy-efficient through the Home Weatherization Assistance Program

118

Homes repaired through Community Housing Impact & Preservation services

336

Home energy assessments and other cost-saving services provided through the Electric Partnership Program



77

People who gained financial literacy skills through the Financial Opportunity Center

198

Young adults enrolled in workforce programs to build career and life skills

167

Businesses, communities, and schools that took part in entrepreneurial programming

2,606

Utility customers set up with affordable payment plans based on income

2,244

Households helped with summer or winter energy utility assistance, as well as homes assisted with water utility expenses

781

Families given housing and utility assistance to help with Covid-related financial hardships

821

Families offered housing assistance to prevent homelessness, including 239 veteran households



774

Seniors assisted through nutrition, education, and other Senior Services programs

469

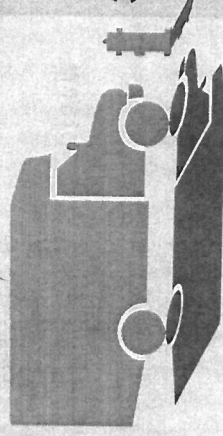
Seniors provided with nutritious home-delivered daily lunches through Meals on Wheels

23

Health and safety-related home repairs provided to seniors through the Senior Helping Hands service

31,852

One-way trips provided to riders by TRIPS Public Transportation demand-response and Fremont Shuttle services



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Great Lakes
COMMUNITY ACTION
PARTNERSHIP

Statement of Financial Position

GLCAP's Statement of Financial Position as of September 30, 2022. A complete financial statement with an auditor's report is available at glcap.org/about.

ASSETS

Current Assets	
Cash and Cash Equivalents	\$6,883,489
Investments	\$2,135,294
Accounts Receivable	\$764,637
Grants Receivable	\$5,109,005
Revolving Loans Receivable — Current	\$44,184
Loans Receivable — Current	\$14,062
Prepaid Expenses	\$685,782
Advance Deposit	\$343,508
Other Assets	\$148,112
Total Current Assets	\$16,128,073

Property and Equipment	\$9,514,279
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Long-term Assets

Revolving Loans Receivable — Long-Term	\$415,466
Loans Receivable — Long-Term	\$133,524
Loans Receivable — Related Parties	\$2,380,122
Total Long-Term Assets	\$2,929,112

TOTAL ASSETS	\$28,571,464
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LIABILITIES AND NET ASSETS

Current Liabilities

Notes Payable — Current Portion	\$125,505
Loans Payable — Current Portion	\$14,062
Accounts Payable	\$1,542,741
Accrued Payroll and Related Expenses	\$1,006,415
Accrued Vacation	\$969,054
Refundable Advance Liability	\$4,097,615
Other Liabilities	\$547,828
Total Current Liabilities	\$8,303,220

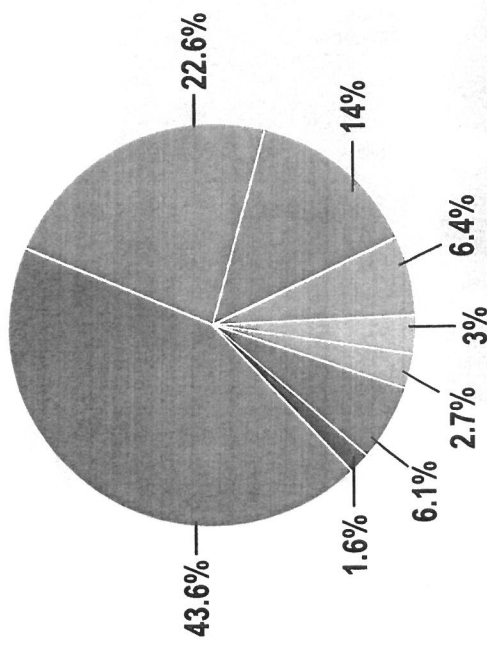
Long-term Liabilities

Notes Payable	\$3,427,621
Loans Payable	\$133,524
Loans Payable — Related Parties	\$2,380,122
Total Long-Term Liabilities	\$5,941,267
Total Liabilities	\$14,244,487

Net Assets

Net Assets Without Donor Restrictions	\$10,919,227
Net Assets Without Donor Restrictions (Designated for Self Insurance)	\$2,106,740
Net Assets Without Donor Restrictions (Board Designated)	\$289,045
Total Net Assets Without Donor Restrictions	\$13,315,012
Net Assets With Donor Restrictions	\$1,011,965
Total Net Assets	\$14,326,977

TOTAL LIABILITIES AND NET ASSETS	\$28,571,464
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Expenses by Program Area

■ Child Development	\$23,197,006
■ Adult and Youth Development	\$12,041,437
■ Community Development	\$7,438,425
■ Housing and Energy	\$3,396,782
■ Seniors	\$1,608,022
■ Transportation	\$1,415,504
■ Management and general	\$3,267,627
■ Corporate programs and fundraising	\$866,786

Total **\$53,231,589**



Great Lakes
COMMUNITY ACTION
P A R T N E R S H I P

Helping Communities Thrive, One Neighbor at a Time



GLCAP Headquarters

127 S. Front St., Fremont, Ohio 43420

1-800-775-9767 | www.glcap.org

5/30/2023

Name	Signature	Contact Information
Robw Richter	Robw Richter	GLCAP
Lori Beers	Lori Beers	GLCAP
Betty Hoffman	Betty Hoffman	
Gail Johnson	Gail Johnson	
Lyn Pettit	Lyn Pettit	GLCAP
Alex Booth	Alex Booth	GLCAP
MATT PETERSON	MATT PETERSON	GLCAP
Vickie Husk	Vickie Husk	GLCAP
Martha Cwick	Martha Cwick	GLCAP
Mae Grier	Mae Grier	CC #2