

MINUTES OF THE STATE AUCTIONEERS COMMISSION
OHIO DEPARTMENT OF AGRICULTURE Auditorium
8995 E. MAIN STREET, REYNOLDSBURG, OH 43068
October 7, 2009

PRESENT:

Commissioner James Milleson
Commissioner Gary Cain
Commissioner Steve Remias
Commissioner David Schnaidt

Donna Brinker Potter, Administrative Assistant III

Members of the Public:

Maggie Beckmeyer, OAA

Meeting called to order @ 1:10pm. All members of the commission are present except Commissioner Mike Baker. Commissioner Remias asked that the commission open the meetings with a moment of silence for those who are serving in the military. Commissioner Schnaidt seconded. Motion carried. A moment of silence was held for our military men and women followed by the pledge of allegiance.

The first item on the agenda is the election of the chairman. Commissioner Cain nominated Commissioner Schnaidt. Commissioner Remias seconded. No further discussion. Motion carried by an affirmative vote of all members present.

Chairman Schnaidt asked the commission if they had a moment to review the minutes of the last meeting. Commissioner Cain moved to approve the minutes as written. Commissioner Remias seconded. No further discussion noted. Motion carried by an affirmative vote of all members present.

The next item on the agenda was the 2010 calendar. The commission set the commission meeting and auctioneer exam dates for 2010 for the following dates: January 15th, April 30th, July 23rd and October 29th.

The next item on the agenda was the scheduling of the triennial review of the auction schools. Donna Potter stated that she put together an excel spreadsheet for the commissioners listing all of the schools, the mandatory curriculum, and the schools reported curriculum. She stated that there were three schools that failed to provide all of the requested information. Commissioner Cain moved to table the applications for Mendenhall, Reppert, and the Florida Auction Academy until the January 15th meeting to give them time to provide completed applications. Commissioner Remias seconded. No further discussion noted. Motion carried by an affirmative vote of all members present. Chairman Schnaidt asked if he had a motion to approve the remaining schools that had provided applications (Walton, Dan Stone, K&M, Warren County, World Wide, Nashville, Appalachian, The Ohio Auction School, and Missouri). Commissioner Remias so moved. Commissioner Cain seconded. No further discussion noted. Motion carried by an affirmative vote of all members present.

The next item on the agenda was the Verbal Exam Criteria. Chairman Schnaidt stated that he had asked for it to be placed on the agenda. He wanted to at a minimum check everyone's thoughts on the criteria for the verbal exam so that everyone is on the same page. He stated that he felt that they need to take this more serious than they used to. He felt that in the past the only criteria for the verbal exam was that they ended with the correct final bid amount and if they did not, they were permitted to call again, and if they still failed to call correctly, then they were failed. Commissioner Cain stated that they want to elevate the profession. He stated that over the years

he doubted that he could pick out 10-15 candidates that he thought were really going to excel. Chairman Schnaidt felt that it was the last opportunity to do anything before a person was issued a license. The commission discussed the process for the verbal exam. It was in agreement that they needed to have more time to fill out the score sheet and the commissioners would call up the next person once they were done filling out the form.

The next item on the agenda is the alternative to the apprentice license. Chairman Schnaidt stated that it was talked about at the last meeting. It was discussed that the OAA had done a survey of their membership, but had not received a lot of feedback. The commission decided to send out a survey to all licensees in which there were not many responses. Of the responses received, there was a mixed lot. It seemed as if everyone wants more professionalism but not giving any suggestions. Commissioner Milleson stated from looking at the surveys it seemed that many felt that 12 auctions were not enough and that the proposed language did not require bid calling experience. Commissioner Cain stated that bid calling is important but there are other factors that are more important in determining success. He stated that in real estate auctions and fine art auctions, the chant is not as important. He felt that good bid calling was icing on the cake. Commissioner Milleson stated he was not sure where they were going by wanting more bid calling. He thought maybe they were trying to keep real estate people out. Commissioner Schnaidt stated that at a minimum, they have the auction school to teach the bid calling. Currently, they only need to call at twelve sales, he did not feel that requirement was really providing that much experience. Commissioner Milleson stated that they were still getting instruction in the auction school. It was confirmed that there was a required 20 hours in the auction school and in the proposed language an opportunity for an additional hour in the post licensure education requirements. Chairman Schnaidt stated that he knows what they have now is not great. The question becomes is the draft the answer—he stated that he did not know if it was the end all answer, but that it was a step in the right direction. Chairman Schnaidt stated that they did not want to create loopholes. Maggie Beckmeyer stated that her background is teaching. She stated that they address bid calling, professionalism and laws at the schools. She also stated that there are a lot of real estate people that are not good auctioneers. Chairman Schnaidt stated that the knowing how to work the crowd and working the bidders is a challenge what he enjoys and he stated that it is relationship building that comes from experience. He stated that they need to make sure that it is not making it easier for someone. He stated no matter how you look at it the current system allows people to lock arms and keep people out. Commissioner Cain stated that if you get someone good, you should teach them well and keep them. Commissioner Milleson stated that two meetings ago, they were told that they were going to meet with opposition and no one has shown up. Commissioner Cain stated that it as studied, it was looked at. He stated that it wasn't the department; it was the profession, our peers. Commissioner Milleson stated the he supported it. He stated that he has talked to people there is not that much opposition to it. Some think that it is an end run for continuing education. He stated that he was in full favor of moving forward. Commissioner Remias stated that he thought from day 1, from everyone on the task force—he felt that everything was positive. He felt that the outlook was that they should move forward. If there is opposition then there is opposition. He stated that his feelings are the same. Chairman Schnaidt stated that his feelings are similar. He felt that the task force was positive. Then all of sudden there was information coming back that caught everyone off guard. He stated that the commission gave everyone the opportunity to participate by having meetings and sending surveys. He felt some the opposition was due to a lack of understanding. He stated whatever they do, someone will oppose. He felt that they should move forward that it was a step in the right direction. People were given more than enough opportunity to participate. He stated that in the past people have shown up and expressed their opinion—no one has shown up today. He asked Donna Potter what her thoughts were. Ms. Potter stated that the decision was the commission's that it was not a department initiative. She stated that the commission had formed

a task force, sent out surveys, asked for feedback and she personally had written an article for the OAA Buckeye and posted the language on the department's web page which invited all licensees to come to the meeting to participate and no one showed up. She felt that the response to the survey was disappointing. They sent out over 3,000 surveys and received less than 100 responses and of those responses, few offered any alternative to the language or any suggestions. Chairman Schnaidt stated that opposition is good, if constructive. He asked if heard a motion. Commissioner Cain moved to move forward with the language. Commissioner Remias seconded. Commissioner Milleson asked what the next step meant. Donna Potter stated that they would need to forward the draft to the department's legislative liaison to take it downtown. No further discussion was noted. Motion carried by an affirmative vote by all members present.

The next item on the agenda was other business brought before the commission. Donna Potter stated that the Notice of Hearing letter to Central Ohio Auction School had been sent and that the school had not requested a hearing. The commission signed an order placing the school on probation. The next item under other business was the auction education fund requests. Donna Potter stated that she wanted to remind the commission that in January, they traditionally decide the spring seminar topic. She wanted the commission to start thinking about whether they wanted to have a spring seminar and what speaker etc. She stated that she would need to have a little bit more lead time since they no longer had the ability to print flyers etc in house. She would have to send flyers to State Printing and she was not sure on how long that may take. Maggie Beckmeyer stated that she would like to see a combined spring seminar with the OAA summer seminar rather than 2 long seminars. She stated that the OAA was looking at a tech seminar.

The next item discussed under other business was the education fund request received from the OAA for the Winter Convention. Donna Potter stated that they had received a request for the Winter Convention for \$18,200. She stated that they had selected some top notched speakers but that the cost reflected the speakers. Commissioner Cain stated that he was in favor of the request as submitted. Commissioner Remias seconded. Donna Potter stated that she would like to see more people attend than the projected 200 based on the cost of the seminar. Commissioner Milleson stated that he would think that more than 200 would attend. He wanted to make sure that the public was permitted to attend. Donna Potter stated that hopefully the hotel could accommodate a crowd larger than the 200. The motion carried by an affirmative vote of all members present.

Chairman Schnaidt asked for any other business. With no other business before the commission, Chairman Schnaidt asked for a motion to adjourn; Commissioner Cain so moved. Commissioner Milleson seconded. No further discussion. Motion carried. Meeting adjourned at 2:59pm.

Approved Chairman