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Good Morning,

I would like to start by explaining how the amusement industry works in conjunction with Ohio fairs and festivals. There are many factors involved in making this important decision. I will do my best to touch on them in a short period of time.

A significant portion of our revenue is paid to fairs/festivals to support their non-profit organizations i.e. 4H.

We travel throughout Ohio serving 21 events, 11 of them being Ohio County Fairs. Ohio Fairs make up 52% of our seasonal route, in which 72% of our gross annual income is generated.

Loss of county fairs alone could cost our company upward of 1.5 million dollars. In turn, the 11 County Fairs that Durant Amusements serves will suffer significant financial losses. These monies are very crucial to the existence of the Junior Fair.

I am here today to explain why a full unrestricted fair is necessary for our 2020 season and the future stability of Ohio Agricultural Fairs.

It is crucial that every fair starting in June thru October be included in this decision. A partial or limited fair season would not allow businesses like ours to recoup their large expenses.

These expenses must be factored in before an Amusement Ride Company can even open. For Durant Amusements, we must license and inspect 26 vehicles that move 47 trailers. This cost alone is \$15,000. Our 25 rides must be initially inspected and licensed by the Ohio Department of Agriculture-Ride Safety Division at a cost of \$9,625. We must also pay our liability insurance premium at a cost of \$146,000. These large expenses along with many others, take the course of an entire season to recoup. We are just one of 25 ride companies, there are some larger, and some smaller. Although the dollar figures may vary, we all face the same hurdles.

We need an unrestricted and uninterrupted season. With a payroll of over \$15,000 a week, downtime in between fairs or cancelled fairs would cause a financial burden we cannot afford. We feel that the decision that needs to be made is all or nothing. This decision will also affect the hundreds of festivals throughout the state, since many will make their decision based on what happens to Ohio Fairs.

Since our business is fundamentally based on high volume, putting any kind of restriction on attendance or rider capacity would make it extremely difficult to be profitable for ourselves and our fair partners.

As many of our fairs already know, safety has always been our #1 priority. This philosophy applies not only to the quality of our rides and inspections, but also to our commitment to minimizing the risk of transmission of COVID-19 as much as possible on our midway.

In general, our midway will contain the following:

- Staff self-screening
- Temperature checks prior to each shift
- Enhanced sanitizing and disinfecting, especially high touch areas.
- Increased availability of hand sanitizing stations
- Facial coverings and glove use as recommended by the CDC.
- Additional staff training and supervision on new protocols and best practices.
- Encouraging guests to wear masks and other facial coverings.

My opinion, as far as social distancing goes, is that it is going to be exceedingly difficult to enforce. Our ride operators must focus on the safety of the ride operation, not monitoring queue lines. We would need help from the fair board, with volunteers from the Ag society to enforce the distancing guidelines. A large portion of our clientele is children. We fear that in their excitement, the guidelines will be ignored. Thus, causing the Health Department or local jurisdiction to shut down the rides or fair altogether. This will cause irreversible monetary setbacks for all parties involved.

In closing, although the 4-H and FFA programs are the heart and soul of Ohio fairs, the gate admission, Midway, and grandstand events are the engine that runs them.

