

DATE: Tuesday, November 15, 2016
TIME: 5:30 pm
LOCATION: Fairgrounds Office – Conference Room

AGENDA (subject to change at the discretion of the Board)

<i>Time</i>	<i>Topic</i>	<i>Presenter</i>
05:31:33 PM (00:00:29)		
1.0	Welcome	Jeff Wade
1.1	Pledge of Allegiance	
1.2	Call for Attendance	
	Present were Fair Board members: Chairman Jeff Wade, Tim Stefan, K.C. McLaughlin and Ann Marie Moran; Commissioner Joe Skinner; County Administrator Jim Doar; Fairgrounds Staff: General Manager Lori Cox, Facilities Director Dennis Voeller, Office Manager Linda Blomback; Public: Sonja Berg. Absent were Fair Board members: Brenda York, Conrad Anker and Michael Everts.	
1.3	Review & Approval of Minutes 4-19-16, 9-20-16 and 10-18-16 – <i>No Quorum</i>	
05:32:16 PM (00:01:13)		
2.0	Public Comment	Jeff Wade
	Sonja Berg – appreciation for Horse Play Day	
05:33:25 PM (00:02:22)		
3.0	Presentations	
3.1	Gallatin County Commission Report-None	Joe Skinner
05:33:30 PM (00:02:27)		
4.0	Financials	Lori Cox
4.1	Aging Report	
	<ul style="list-style-type: none"> • <i>American Junior Simmental Assn, letter sent</i> • <i>Weed Dept annual payment received</i> • <i>Verizon lease</i> • <i>Red Red Rose-Mike Figgins passed away, further contacts being made</i> 	
4.2	Revenues:	
	<ul style="list-style-type: none"> • <i>October stable; one new event-Moonlight Productions Halloween Concert</i> • <i>On track with 35% received, similar to FY 16</i> • <i>Roller Girlz cancelled some practices</i> 	
	Expenses:	
	<ul style="list-style-type: none"> • <i>At 47%, similar to FY16; fall grounds and equipment maintenance projects</i> • <i>Considering new Fairgrounds office as a separately tracked line item, and absorbing Ag Center into all facilities.</i> 	
05:45:18 PM (00:14:14)		
5.0	Interim Activities	
5.1	Foundation Discussion	Lori Cox
	<ul style="list-style-type: none"> • <i>Hard to find foundations in the Fair business that function at a high capacity</i> • <i>Good foundation examples-North Idaho State Fair (Coeur d’Alene) raise \$200,000 annually; all volunteer staffed. Minnesota State Fair has several successful foundations.</i> • <i>Bob and Kathy Brekke are retiring from Gallatin Fairgrounds Foundation (GFF) in December</i> • <i>GFF has approximately \$9,000 in their account according to reports.</i> 	

- *Bannack Consulting recommended building membership as a first step to a successful foundation.*
- *MOU from the Fairgrounds in June; have not returned it.*
- *Looking for Fair Board recommendation of what to do with fundraising efforts going forward.*
- *Discussion:*
 - *Steps have been made to stand up GFF, such as MOU, gift agreement process.*
 - *They need direction and people to champion what is needed.*
 - *Are 4-H families and other user groups a relevant source of volunteer capital?*

[06:02:44 PM \(00:31:40\)](#)

6.0 Big Sky Country State Fair

Lori Cox, Dennis Voeller

6.1 Rocky Mountain Fairs Assn. Convention Recap – Classes, etc.

- 6.1.1 Grounds Acts: Animal Act (Aussie Kingdom); Adrenaline Act (DockDogs); 6-12 Focus (Super Science); Pepsi Stage (Tyzen; country/rock 9:30pm; local youth showcases);
- 6.1.2 Night Shows: Thursday Brothers Osborne (offered \$40K, plus offering tourist attractions); Friday possibly Joe Diffie (routing from Cheyenne) or other very new baby artists
- 6.1.3 Bozeman Roundup: Championship Series Sat-Sun
- 6.1.4 Motor Sports
 - *Meeting with Mountaineers*
 - *Met with several monster truck shows at RMAF, very expensive*

Other ideas for appealing to Bozeman's culture: 5K run with dog; farmers market on Saturday with Made in MT showcase; Ivan Doig exhibit through MSU; gourmet burger contest for chefs.

6.2 Livestock Show Ring

- *Livestock superintendent Lee Nuss proposed a 60'x125' tent in the barn area as a livestock show ring. Looking into cost of tent.*

6.3 Sponsorship Update

- *Big Sky Western Bank is our first sponsor for 2017 at \$4,000.*
- *Ressler Motors, Lehrkinds and Boot Barn are talking together about coming on board for night shows at \$10,000 each.*
- *Boot Barn is possibly interested in naming rights for Anderson Arena at \$20,000/annual fee.*
- *VIP area improvement ideas in conjunction with Bozeman Stampede, with potential build over bucking chutes or west end of arena.*

6.4 Carnival Contract

- *First draft presented to Bret McKinney with NorthStar Amusement.*
- *Improved commissions*
- *3-year contract beginning 2018*

6.5 Admissions Discussion – Comments from Board

- *Proposal to increase adults to \$10/day and decrease 6-12 years to \$3.*
- *Have not had a price increase in 8 years. Increase free entertainment offered.*

[06:37:56 PM \(01:06:52\)](#)

7.0 Business Items

Jeff Wade

7.1 General Policies and Rental Policy Updates

- *Board will vote on policy changes at January meeting*
- *General Policies changes:*
 - *Long-term RV parking for contractors. Insurance required. Suggested pricing \$650 monthly.*
 - *Open riding expansion*
- *Rental Policy changes:*
 - *Included language for catering for private events. 17% commission does not apply.*

- *Noise ordinance language added.*
- 7.2 Adult Beverage RFP
 - *Change RFP to option to reject any offer if warranted by RFP committee.*
 - *RFP to be submitted to County Attorney next.*
- 7.3 Bylaws Prep for January

Announcements:

- Lori was elected to the Rocky Mountain Association of Fairs Board as the Northwest District Representative.
- Board will discuss possibly going to quarterly meetings due to quorum not being met for recent meetings. Two board positions open. All board members should be looking for possible new board members.

[06:56:55 PM \(01:25:52\)](#)

8.0 Adjournment

Jeff Wade