

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

Time Topic

Presenter

[05:33:21 PM \(00:00:03\)](#)

1.0 Welcome

Brenda York

- 1.1 Pledge of Allegiance
- 1.2 Call for Attendance

Present were Fair Board Members: Vice-Chair Brenda York, Michael Everts, Conrad Anker, Ann Marie Moran, K.C. McLaughlin; Commissioner Joe Skinner; Fairgrounds Staff: General Manager Dennis Voeller, Finance Manager Rachel May, Office Manager/Board Secretary Linda Blomback, Sponsorship/Marketing Director Carrie Gilman & Sponsorship Coordinator Amanda Moore; Guests: Gallatin 4-H Saddle Stars: Sheila Smart, Sage Smart, Aspen Smart, Violet D., Emma B., William B., Lane Smart, Cora Baeth, Grace Donnelly, Calla Donnelly, Heidi Donnelly & Donna Baits; Tawnya Dykstra; American Legion Baseball reps Paul McGay & Jason Jarrett; BSCSF Livestock Superintendent Lee Nuss.

Absent was: Fair Board Chairman Jeff Wade.

- 1.3 Review & Approval of Minutes of February 20 2018 meeting

K.C. McLaughlin made a motion to approve the minutes of Feb 20
Ann Marie Moran seconded
Unanimous for, motion carries

[05:34:35 PM \(00:01:17\)](#)

2.0 Call for Public Comment

Brenda York

- 2.1 Intro of potential board member-Tawnya Dykstra
- 2.2 Gallatin Saddle Stars

Rachel May
 Heidi Donnelly

- *Group presentation by six Saddle Stars 4-H Club members; overview of what they are learning and to thank the Fair Board*

[05:39:26 PM \(00:06:08\)](#)

3.0 Gallatin County Commission Report – No Report

Joe Skinner

[05:39:38 PM \(00:06:20\)](#)

4.0 Financial Report

Rachel May

- 4.1 Aging
- 4.2 Ticket Packages for Fair

- *Online ticket sales begin May 25 and end Tuesday before Fair starts*
- *New this year is the Pit Pass during concerts - \$29: includes attendance in front of stage, private bar, private bathroom & t-shirt*
- *VIP package - \$150: 5 carnival wristbands, 5 adult Fair admissions, 2 reserved seats to concerts*
- *Date Pack – 2 carnival wristbands, 2 adult Fair admissions*
- *Discounted Fair admission presale*
- *Carload pack – 5 admissions \$20; only sold for one weekend in June*

[05:43:07 PM \(00:09:49\)](#)

5.0 Marketing/Sponsorship Report

Carrie Gilman & Amanda Moore

5.1 Sponsorship overview

- *List of sponsors to date; Montana Chevy Dealers are not coming back as the Presenting Sponsor for Fair so proposal has been sent to Montana Ford Dealers*
- *\$51,000 in trade & \$23,000 cash sponsorships brought in to date; Goal is \$100,000*
- *20 proposals have been sent out including 7 new*
- *Montana Chevy Dealers had special monies for 2017 which are not available this year. They still want to partner in some capacity.*
- *With Lori Cox's departure, goal is to reach 70% of last year's budget.*

5.2 Marketing

- *Same marketing partners as last year: Total BS Media*
- *New social media partners: Benton Media out of Billings*
- *Continue with billboard, radio, print, social & grassroots efforts (Kidabaloo)*
- *Carrie was encouraged to present the marketing plan at the May board meeting*

[05:50:30 PM \(00:17:12\)](#)

6.0 Manager Report

Dennis Voeller

6.1 Big Sky Country State Fair update – master schedule, Haynes use, 4H BBQ

- *Draft master schedule*
- *Rocky Mountain Shows is renting Haynes Pavilion for a Summer Expo trade show*
- *If Summer Expo fills Haynes Pavilion, 4-H BBQ will be relocated to Bldg 4*

6.2 Request from BAHA for permanent ice facility signage on grounds

- *BAHA requested to put permanent signs at each gate to guide people to Haynes Pavilion and Ice Barn*
- *Fairgrounds proposal is to design signs that are similar to current Gate entrances with outline of State of Montana located at entrance to Bridger Lot and by Greenway Range that say "Haynes Pavilion" and "Ice Barn"*
- *Permanent signs need to point to building and not BAHA*
- *Fairgrounds would pay for signs*

6.3 Request from Logan Landfill to expand recycle drop off center in Oak Lot

- *Jim Simon & Mike Harris with Logan Landfill have proposed removing Home Depot and WalMart community recycling and replace them by expanding recycling at the Fairgrounds*
- *They do not rent area, but make any improvements to the area*
- *Jim Simon sends Memorandum of Understanding annually*

[06:02:57 PM \(00:29:39\)](#)

7.0 Business Items

Brenda York

7.1 Approval of American Legion Locker/Storage Project

- *Jason Jarret gave a quick overview of what was presented at the last meeting:*
 - *Enclose area under grandstand, 1,000 feet into locker room and rest as equipment storage; will be more aesthetically pleasing*
 - *Cost is approximately \$12,500 with a lot of materials and labor being donated*
 - *Paul McGray reported that the grandstand is insured for \$338,000; if they add \$15,000 it will be for pennies on the dollar*

- *Dennis reported from Jim Doar what is required from the County. They don't need a presentation but need to approve the construction based on a recommendation from the Fair Board.*
- *Building Code question-Can't enclose the entire thing but up to 1,000 feet. It will look enclosed, but it will just have a roof on part of it.*

K.C. McLaughlin made a motion to recommend to the Commissioners the approval of the American Legion locker room/storage project for the Monday morning staff meeting.

Ann Marie Moran seconded.

Unanimous for, motion carries

[06:08:31 PM \(00:35:13\)](#)

7.2 Board Approvals By Commission: Two year terms each – no report

7.3 Election of Officers – No Quorum

7.4 & 7.5 Master Plan Review & Multi-Purpose Project Review

Dennis Voeller

Discussion:

- *Master Plan information was sent out after last meeting*
- *Items for consideration: removal of Ice Climbing Tower, relocation of parking lot north of Haynes, placement of the multi-purpose facility*
- *What is estimated date of multi-purpose building schematics? Jim Doar requested to hold off for more studies to be completed.*
- *Suggested to move discussion to May meeting*
- *Joe Skinner suggested getting some estimates from engineers on different flooring being proposed*
- *What studies are mandatory or required by the County? Could we purchase a design from another Fairgrounds? Plans are usually proprietary.*
- *Discussion on different building options and RFP/bid process.*
- *A big cost will be the impact fees to the City of Bozeman*
- *Discussion on different types of funding including County loan of \$2 million, P3, bond (requires voter approval), sponsor/donors*
- *Discussion tabled until May board meeting*

7.6 Reduction in Board Letter Review – No Quorum

[06:30:07 PM \(00:56:49\)](#)

(Approval of minutes-see above)

K.C. thanked Dennis for his hard work.

Conrad Anker gave an update on the Ice Climbing Tower being move to Crosscut Ranch. Due to the move and his busy work schedule, he recused himself from the Fair Board.

[06:40:45 PM \(01:07:26\)](#)

8.0 Adjournment

Brenda York