

**NWMT Fair board meeting Feb 11, 2010 minutes
Expo Building**

Present: Joy Struble, Paul Atkinson, Susan Munsinger, Ted Dykstra Jr, Butch Woolard, Jay Scott

Guests: 18 (including Raeann Campbell / Flathead County HR dept; Jonathan Smith & Tara Fugina / Flathead County Attorney office)

Call to order: 600pm

Agenda Approval: Motion to Amend by Ted D to remove "Policy Book" from Old Business. Joy S second. Passed unanimously.

Minutes from Jan 7, 2010: Ted D motioned to strike verbiage "her no vote is not of interest". Joy S second. Passed unanimously.

Public comment: Frank Sutton thanked the board for all their work.

Guests:

- **Tab Young (rep for Turf Club) spoke about concerns over problems with two years of contracts. Said they never got a lease contract at all last year. Would like to see a contract soon for 2010. Said club would like to build a better relationship with board and would visit with Ron Theibert regarding addressing the board in the future. Ted D told Tab that board is in favor of horse racing if we can overcome the net loss in income that has been the experience of the past. Ted D mentioned that Turf club lease was going to be a topic later in the meeting.**
- **Susie Thompson passed out samples of indoor billboards with advertising opportunities. Ted D asked if they would all be the same ads or varying at each site. Holders would be attached to bathroom stalls. Holders are currently in stock, but may need about 10 more to complete project at a total cost of under \$20. She would solicit ads and retain 20% commission fee. Remainder of funds would go to Fairgrounds. Commission fee would be only additional cost after the additional holders are purchased. Ted D motioned to accept offer and proceed. Susan M second. Passed unanimously.**
- **Linda Jaquette (rep from Daily Interlake and also Draft horses) approached board with offer to do the Fair "Premium book". Discussion followed on material quality, size of publication, and glossy covers verses newsprint. Board will consider until next meeting. Ted D asked if the "book" could be inserted into the DIL. Linda will check into it. Linda also addressed board regarding Draft horses with desire to have a better event; with an infield obstacle water course. Board will take suggestions under advisement. Linda thanked Jay and board for the CHS arena facility. Would like to have a designated 2 hr timeframe to use for exercising horses during fair. Linda**

also suggested a “Barnyard Buckaroo” Idol talent contest as an idea for the free stage.

- Sherry Toav (rep for Porteus BBQ) asked board for space to rent for a BBQ ribs and pulled pork sandwich food booth during the fair. Board was agreeable but Jay said “no room at the moment”. Susan M stated it is the Boards’ desire to have more variety of food and thanked her. Board will look into locating possible space.
- Lisa Pooler (rep for Flathead Valley Roller Derby) presented a proposal to rent the Trade Center for 3 nights a week @ 2 hours each night. She is thinking Sunday, Tues, and Thursday from 7-9pm. Will provide \$1M Liability insurance and each skater will also have their own USA Roller Sports insurance. They will do the set up / tear down and cleanup. Asking for a reduced rent fee. Board will consider for next meeting.

Commission reports:

- Joy, Paul and Susan – No commission projects to report.
- Ted – On line ticketing. We are about 30 days away from going live. We just need to finish the merchant account gateway process and run last tests. Fans will then be able to buy their tickets to Concerts, Rodeos, or Demo Derby on-line and print tickets from home to avoid the pain of waiting in line at ticket office. They will bring the printed tickets to the gates to be bar scanned for entry. These tickets will include gate pass also.
- Butch – read a letter that stated Flathead County Democratic Women (Darlene Frahm) had a signed contract to rent a building, and when they got here it was a higher price. Butch read another letter regarding same issue from NRA (Hale Ashcroft). Jay stated that they never said they wanted tables and chairs. Those were added in extra. Jay mentioned he had received a couple other calls from people who were upset they were charged a different rate than what was quoted. Cheryl Bergerson (staff) stated she felt the problem has been that the contracts are not clear and they go out with some lines blank but the total line filled in. Joy asked Jay to see a contract copy tomorrow so she could help him correct this problem. Ted suggested we gather the facts before we take any corrective action.

New business:

- Fair Acts that are now contracted: Kids Zone playground, Robot strolling act, Pig Wrestling (Fri and Sat), Oak Ridge Boys (Tues night), and dog act (free stage). Jay says we have sponsors for each act in place. Jay told Board that he has not hired a second night concert as of yet for Weds night. Discussion followed regarding Ryan Pelton (Elvis impersonator who was a sell out in Bigfork) as a stand alone or warm up act. Joy said she would gather info and report back as to costs and availability.
- Discussion on ticket and gate prices. It was determined that concert prices would be \$30 for general and \$35 for reserved and this would include all gates except parking. Rodeo will be: Kids (12 and under) will be \$5 any night, Adults (any age) Thursday night - \$15 general and \$20 reserved.

Friday and Saturday nights - \$20 general and \$25 reserved. Rodeo tickets would allow entry at all gates but not include parking. Demolition Derby: All seats are general and are \$15. Tickets purchased “day of event or on site after gates begin charging” will pay the additional gate fee to get in to purchase tickets (same as in the past). Gates – Without a Concert, Rodeo or Demolition ticket in hand, fans will pay: Kids (12 and under) Free, Seniors (60 and over) Free, Adults \$5.

- **Turf Club lease: Ted made motion to draft new lease at \$55 per stall used with months of April, May, June, July, Sept, and Oct being available for Club to use track facilities. No Club use during August (fair month). Susan seconded. Passed unanimously.**
- **Fair manager job description: Joy motion to approve new Fair manager job description. Ted second. Passed unanimously. Will be presented to Commissioners on Feb 16 by HR dept. for ratification.**

Manager report:

- **Need a couple of people to sit down and study Fair book and Premium book ads with Daily Interlake and Susie. Will start working on them. Joy asked “who stands the set up costs of the ads, as Susie’s proposal is not clear?” Jay will find out.**
- **Creating a reporting form for the food vendors to supply proof of sales with cash register tape attached now. It has been on the honor system in the past. Joy asked how many food booths are we talking about? Jay was not sure but thought about 25. Joy asked how many are using cash registers now. Jay said not all of them. Joy asked about monitoring them. Jay said that he doesn’t check to see that register tapes are turned in each day. Joy felt this is a “Huge” problem. Our audit and financials proved this last fall. Jay then handed out a written financial report. Discussion followed. Joy asked what our carry over was from last year. Jay responded that it was at 29.3%. Joy commented that it is against the law to have 33% carry over and why was not some of that money being used to better the grounds or bring in better acts to draw more people. She said we have a big problem with power to our booth rentals and we need to get rid of some of the mud. Why not do some paving? Board will take under advisement but told Jay to research improvements within budget lines and look into a better second concert.**
- **Jay had a request from the Pat McGinnis at the Extension office to have a free information booth inside the grandstands during fair. Butch asked if the other county depts paid for their booths. Jay said yes they do. Motion by Ted, second by Joy to charge regular price as other county booths. Passed unanimously.**
- **Also received a request from Lakers baseball team wanting to use the Trade center for indoor batting practice at no charge. Discussion followed. Concern over no rent income when people are wanting to rent it. Motion by Ted, second by Joy to not allow at this time. Passed unanimously.**

- **Jay mentioned receiving some info on renting a large screen monitor for the rodeo area during the rodeo. Company is Pro Rodeo Vision Scoreboard. Board like the idea and asked that Jay check on pricing and terms.**
- **Jay told board that he had not turned in mileage reimbursements for the board members and that he now needed to do it. Needed to go back to 2008 up to the present and asked what the board wanted to do. Auditors have told him this needs to be done each meeting. Unanimously board told Jay to wipe the slate clean and board was no longer interested in receiving mileage.**

Fair managers contract: Joy made motion to not renew the contract. Susan seconded. Paul asked if we were giving full consideration to this. He said that if he has some problems lets work with him to correct it. Ted said that “we are tasked by the commissioners to make fiscally responsible decisions with our heads and not our hearts” and that no one has a vendetta against Jay. Passed 4-1 with Paul voting no. Paul then stood up and told Butch to tell “when you report tomorrow to the Commissioners, tell them I quit too” and walked out. Butch asked Jay for his building and vehicle keys along with his cell phone. He then asked if Jay needed a ride home from someone. Jay said no, turned in his keys and retained his phone which he said is his. Then he left the building.

Motion to adjourn at 910pm, but then was reopened immediately to appoint someone to be interim manager. Some discussion then Butch said he wanted Ted to step in. Ted accepted. Joy and Susan approved.

Next meeting March 2, 2010.

Adjourned at 914pm