



Message from Dane Dugan, RMAF President



I hope this finds everyone enjoying the many blessings of spring. It sounds like the majority of our region experienced quite the winter season so hopefully folks are on the way to thawing out and enjoying some sunshine.

Your RMAF board of directors recently held their spring board meeting in Colorado Springs, the location of this year's annual convention. I can say, without reservation, that we are all very excited about the facility and being able to partner with our friends from the Colorado Association of Fairs & Shows. This will be a collaborative effort between our two organizations and I am confident it will be a success. **In addition, if you've never been to Colorado Springs, you'll be amazed by how many incredible tourist opportunities exist.** From the Pro-Rodeo Hall of Fame to the US Olympic Training Center – there is something for everyone to enjoy.

We have some exciting new projects in the works for RMAF. The first of those is the development of a new award that will recognize innovation in our industry. Our awards com-

mittee is in the process of outlining the application process and criteria, but the goal is to acknowledge and celebrate those fairs that are on the leading edge of programming, outreach, etc. Look for an email blast on this in the coming weeks.

The second is an effort to provide education and enrichment outside of the annual convention. Our goal is to line up a tour towards the end of summer that will expose attendees to at least three different fairs in our region. We are currently looking at visiting the Eastern Idaho State Fair, Twin Falls County Fair and the Utah State Fair. Once the logistics have been confirmed, we will open registration.

Finally, the board spent a significant amount of time talking about the future of RMAF and how we can better enhance our ability to ensure long-term support and programming for our membership. From this came the discussion of creating a separate foundation for RMAF, similar to what our sister organizations (IAFE, WFA, etc.) have done. We see a variety of great benefits in doing this from both a philan-

thropic standpoint and being able to expand benefits to you as members. This could come in the form of new scholarships, grants to fairgrounds, additional training and the list goes on. It also provides a fitting avenue to utilize the talents and passion of individuals who have served on the board, been a sponsor of the association or are just looking to get involved in a different way. If you have any interest in being a part of this process or have feedback, please let us know.

Fair season has already started for some of our service members and will be upon everyone before we know it. Best wishes for a successful spring to all!

Up-Coming Meetings & Conventions

November 8-11, 2017—92nd Annual RMAF Convention, Hotel Elegante, Colorado Springs, Colorado

November 7-10, 2018—93rd Annual RMAF Convention, Radisson Hotel Billings, Billings, Montana

November 13-16, 2019—94th Annual RMAF Convention, Davis Conference Center, Layton, Utah

November 11—14, 2020, 95th Annual RMAF Convention, Hotel Elegante, Colorado Springs, Colorado

2016 RMAF Board of Directors

President:	Dane Dugan, Fair Time Consulting
1st Vice-President:	Bill Dutcher, Metra Park, NE District
2nd Vice-President:	Mark Campbell, NW Montana Fair, NW District
Director:	Jim Abendschan, Douglas Co. Fair, SE District
Director:	Dave Hansen, Davis County Fair, SW District
Director:	Lori Cox, Big Sky Country State Fair, NW District
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Ticketing

2017 Showcase Opportunities



The 2017 Showcase Committee is now accepting showcase applications for this year's convention in Colorado Springs. This year the RMAF will be joined by the CAFS (Colorado Association of Fairs & Shows).

Those entertainers and/or booking agencies submitting acts must be either a current member, for 1 year, of the RMAF or a current member of the CAFS.

The Showcase Application Form, which includes the Rules & Regulations can be found on the website www.rmaf.net/Events/Convention.



FAIR EXCHANGE

Rocky Mountain Association of Fairs Newsletter

PO Box 77, Filer, ID 83328-0077

208-326-2288

Nancy Pitz, Editor

The FAIR EXCHANGE is published four (4) times yearly and is the official newsletter of the Rocky Mountain Association of Fairs

We would love to hear from you!

If you have items of interest/news that you would like to get out to RMAF membership in the newsletter, you can drop a line to the RMAF office via email—rmaf@filertel.com

All newsletter submission need to be into the RMAF office by 25th of the month proceeding the publication dates (January, April, July & October)

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Attention Members:

The RMAF Board of Directors is seeking bids for the future convention sites.

- 2021 Northeast District: November 10–13
- 2022 Southwest District: November 9–12

Hotel presenting the bid for the conventions should have at least 200 rooms available in the host hotel. Extra rooms of 100 should be within close walking distance. The proposal should include the cost of rooms; number of suites within the 200; cost of suites; if there is an extra charge for meeting and banquet rooms. Extra tax to be charged, sales tax, bed tax, city tax needs to be included in the proposal. Prominent area for service members to be housed together, generally 70 - 80 rooms for service members. Travel access to the city. Hotel site needs a Banquet area large enough to seat 500 with round tables and also accommodate a showcase stage of approximately 24' x 40'. (Hotel needs to provide the staging) There needs to be at least three break out rooms that can hold 100 people plus some smaller rooms or space that can accommodate 12 - 50 people. RMAF would need to check the electrical hook-ups needed to accommodate sound and lighting for musical showcase acts.

A check-list of RMAF convention concerns prepared by the Exec Sec and Board of Directors will be gone over by the hotel and Exec Sec and when all aspects are agreed upon, signed by both the hotel and RMAF. The Hotel must agree to work closely with the Exec Sec of RMAF in room placements, meal functions and all aspects of the convention.

For more information & an RFP, please contact Nancy Pitz, Executive Secretary, rmaf@filertel.com or 208-326-2288.



RMYFP Committee member to serve on IAFE Board

At the 129th Annual Convention of the International Association of Fairs and Expositions, held November 27-30 in Las Vegas, Nevada, Brienne Brower, Scheduling Director of the Sublette County Fairgrounds was elected to the Board of Directors. Brower will represent the Association's Zone 7 members.

Brower has been with the Fair, located in Big Piney, since 2011. Her duties as Scheduling Director include and are not limited to the clerical work for the fairgrounds, scheduling all events and planning events at the facility and sits as the secretary for the Sublette County Ag Board. She enrolled in the IAFE's "Institute of Fair Management" shortly after joining the Fair's staff and graduated from the program in 2014. The Sublette County Fair has received accolades from the Association because in 2014 the Fair had three graduates from the Institute and the following year had one more. Only six other fairs in the world have had more graduates from the program.

Brianne lives on the Fairgrounds with her husband who is the fairgrounds manager along with their 3 children. "I am thrilled to be able to raise my kids in the same type of environment as I was raised in. They get to see the good, the bad, and the ugly from both their parents dur-

ing fair and other events but I know they love it as well and love to be part of the action. My parents ran our County Fair and Rodeo for many years and I was able to see the same things from them. I just wish I would have taken better notes. I am really excited to be part of the IAFE Board of Directors, which also puts me on the Board for the Western Fairs Association. I look forward to getting to know those on the boards who have been in the business much longer than me and heeding their counsel along with being a trustworthy representative for Zone 7 and the states I represent."

Historical records for the Association are scant in this regard, however it is believed that Brower will not only be coming to the Board of Directors as one of the youngest members ever, but also representing one of the smallest fairs in the entire membership of the Association.





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RMAF NE District Meeting

March 31 ~April 1—Sidney, Montana



The NE District had a great, productive meeting in Sidney with good discussion & topics.

Friday Night:

A meet & greet social was held at the Rod Iron Grill.

Saturday:

Richland County Commissioner Duane Mitchell welcomed the group to Sidney & thanked them for being a part of the Fair industry.

We had each individual introduce themselves & what Fair they were from. There were delegates from Malta, Baker, Culbertson, Glendive, Chinook, Glasgow, Sidney & Billings.

We reviewed the layout of the Hotel Elegante in Colorado Springs & the preliminary format of the convention (days, workshops, etc.). We discussed the future RMAF layouts, awards for 2017 & board changes with Bill becoming President & Jamie as Director at Large.

We discussed online ticketing, successes, what companies are being used, fees, etc. Social media is playing an important role in advertising & marketing. Discussion was held on social media & what is being done at each Fair. Open **campus alcohol, who does it, who doesn't, does it work?** Great discussion on this topic.

A local insurance agent presented information on special event insurance, Fair liability, who is responsible, what is needed, etc.

The discussion continued with alcohol & beer vs. hard liquor.

There was discussion on board governance & **how other Fair Board's conduct business.**

Lunch was served by a local caterer.

A tour was given of the Richland County Fairgrounds before the Fair delegates departed for home.

From the Files of "Tailgate Entertainer" By Alan Buress

Tailgate Entertainer is a podcast about the fair industry and the exciting people involved in it. The goal of the show is to help those involved in the industry succeed by sharing years of collected wisdom. You will not find a more eclectic mix of people in the world than those that work at fairs. The exciting journeys, lessons, and humorous anecdotes are woven together here to provide encouragement, education, and support for the industry" You can listen to the podcasts at www.tailgateentertainer.com

Along with the podcasts are "life lessons" on the road Blog by Alan Buress. Alan is a seasoned veteran in the fair entertainment world and a member of RMAF. Please enjoy these blogs as I have.

Tammie Ryan

Service Member Rep

CLOSING WINDOWS –

Sometimes you have to X out a few windows before you can move forward.

My life is like my computer screen. Currently, I'm focused on writing this post, but I can see there are ten other windows open at the top. These are all things that I am working on and waiting for my attention. When I close one of the tabs, it disappears, but the space is immediately filled by the others. **Like me, my computer screen doesn't allow for any gaps in the menu bar.** When I finish a project, a trigger goes off inside me and I immediately fill the space by starting a new one or quickly turn my focus to an existing one. Because of the way I am wired, I never allow for any unscheduled time. Unchecked, my life can quickly become filled with lots of busyness and little meaning.

Some people might view this as a negative thing. In fact, there have been times in my life when I have tried to change and become a simpler person with fewer projects. **Bottom line, I can't. It's how I'm wired.** What I can control though, is what windows are open and how many at any one time. Realizing this has taken me a lifetime but as I gain a better understanding of how I am wired, I become more and more excited about my future.

The questions I've had to ask myself are, how many windows should I have open at one time and what should the tab on each one read? I concluded there is no right answer to the number of tabs because my interests continue to expand and life's demands continue to change. The most important thing is what the windows are and their significance to my current goals. This is now the central focus of my career. **As current projects come to completion, I can't kid myself any longer, I know I am going to fill the gaps.** The difference now is that I am taking very long pauses before opening new windows.

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Bobbi Jo Heald
Campbell County Fair, Gillette, WY 2015, 2016

"It was a hit!...Bubbles flying all over the
fairgrounds... I am going to have them back!"

Wendy Sandberg, Fair Director
Washington County Fair, St. George, UT
2010, 2011, 2014

"If you book the stilt show, you have
to book the bubble tower,
I think the adults had more fun with it
than the kids. It was a great addition
to our KidsZone, but...it could be a
stand alone event."

Derek Ricci, Fair Manager
Brown County Fair, Aberdeen, SD 2016

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Chad M. Banks
Sweetwater County Fair, Rock Springs, WY
2012, 2015, 2016

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Message from the IAFE Office

Many sectors of the economy which employ seasonal workers are at risk of not having enough workers this year:

Seafood	Hospitality (Hotels, restaurants)
<u>Carnivals (Mobile Amusement Companies)</u>	Food Concessions
Theme Parks	Forestry
Landscaping	Horse Training

Which of these are important in your county, your region, your state – or for your fair? Did you know that the mobile amusement companies alone will need 5,000 workers in 2017?

All of these economic sectors -- many of them small businesses -- rely upon foreign workers to fill jobs. Each job filled generates additional economic impact by keeping office workers, truck drivers, and other service workers employed because the business is going forward. The [H2B Workforce Coalition](#) has more information.

You often hear from the IAFE, OABA or NICA that H2B Visas which are required to fill these jobs. This year it is ever-more important to let your voice be heard with legislators in Washington, D.C. to let them know that the H2B visa program is important to your fair, your region, and your state.

The “Save Our Small and Seasons Businesses Act”, S.792, has been filed with the backing of these senators, a bi-partisan effort: Thom Tillis, Angus King, Susan Collins, Roy Blunt, John Thune, Mike Rounds, Lisa Murkowski, Mark Warner, and John Cornyn.

Your voice can make a difference with your senator. If one of the Senators listed above represents you, please reach out and say “thank you” for supporting S.792. If your senator is not listed, then please take a moment to reach out and ask them to support S. 792. This H2B Workforce Coalition [news release](#) has some good talking points you can use. It is very important that your contact with your Senator be done quickly.

From your Association, the IAFE

