



Fair Exchange

January
2019

Message from Mark Campbell, RMAF President



New Year Opportunities

Welcome to 2019! A time full of hope, goal setting, and chances for success. While this juncture is often a brief celebration with family and friends, we hope you make are able to achieve improvements and gains in everything you wish to accomplish in 2019.

It was great to see everyone at the RMAF Convention in Billings this past November. If you joined your Fair family for this annual gathering, now is the time to review your notes and put **together your "Fair Resolutions"**. That list of ideas and direction to improve attendance, increase bookings, or simply make things you do more impactful to those you connect with **throughout the year**. If you weren't able to be in Billings, we look forward to you attending the 94th RMAF Convention in Layton, Utah, November 13-16th. Either way, take advantage of every single day in this New Year to make a difference.

The tools provided by RMAF will help you **achieve many of those goals**. The new M & M's mentoring program, district activities, networking, and award competitions are all designed so we can grow and learn from each other. Participate this year and you will receive a wealth of knowledge while making great memories and new friends.

A special thanks to the Program Committee for their excellent work in gathering a wide range of speakers and topics at the 93rd Annual Convention that inspired, educated, and informed. Also, our appreciation to the staff of Metra Park who opened their doors as hosts to all while sharing some fun insights about President Bill Dutcher. I just can't get his catch phrase "It's Show Time" out of my thoughts these past months. Also a huge thanks to Nancy and her amazing group of volunteers that kept everything working so smoothly throughout the event.

Looking forward, I challenge each of you to set your sights high and swing for the fences. You have an entire Fair Family to help you achieve your goals; so get active, connect, and support **each other**. **We're all in this crazy wonderful business together.**

Up-Coming Conventions

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

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

November 10—12, 2021, 96th Annual RMAF Convention, Red Lion Hotel, Billings, Montana

November 9—12, 2022, 97th Annual RMAF Convention, Davis Conference Center, Layton, Utah

November 8—11, 2023, 98th Annual RMAF Convention, Coeur d'Alene Resort, Coeur d'Alene, Idaho

2019 RMAF Board of Directors

President:	Mark Campbell, NW Montana Fair
1st Vice-President:	Michael Mezmer, Service Member
2nd Vice-President:	Jamie Larson, Richland Co. Fair, NE District
Director:	Ron Jeffries, Central States Fair, SE District
Director:	Judy Duncombe, Utah State Fair, SW District
Director:	Jessica Crusch, Broadwater Co. Fair, NW District
Director:	Marty Davis, Service Member
Director:	Tammie Ryan, Service Member
Director-At Large:	Lori Cox, Nebraska State Fair, SE District
Past President:	Bill Dutcher, Metra Park,

2019 NE District Spring Meeting

The NE District is in full swing with planning the spring meeting. There are a few Fairs interested in hosting this annual event along with a couple date options. The location & dates will be determined by mid-January, so all NE District Fairs please be on the lookout for more information. The meeting typically consists of a no host so-

cial on Friday night which allows for a lot of casual visiting & conversation. Saturday morning provides time for great discussion, sharing, the good, the bad, what works well, what doesn't well, etc., etc., amongst other Fairs in the District. Lunch is provided & then if we are able to tour the hosting Fair's buildings,

grounds, arena, etc. that is always an added bonus. The meeting usually wraps up around 3:00 at the latest. NE District Fairs please consider attending this meeting....it promises to be FUN & educational. Feel free to contact Jamie Larson, NE District Director with any questions.

March 31, 2019

Showcase Application Information will be available on the website and we will be accepting your applications until June 15, 2019.



Mark Your Calendar

April 1, 2019

Nominations for the Hall of Fame, Heritage, Fair Manager, Fair Person and Service Member of the Year are due into the RMAF Office.

June 15, 2019

Showcase Applications for the 2019 Convention must be into the RMAF by this day.

August 1, 2019

The registration for the 2019 Convention in Layton, Utah will open.

October 11, 2019

Early registration for the 2019 Convention will end and the registration cost will increase.

» UPCOMING EVENTS

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—rmalfairs@gmail.com

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

Welcome New Members!

Circus Imagination

Canton Raintree-Hegwer
7041 Mt. Aukum Rd.
Somerset, CA 95684
Phone: 916-947-8230
Email: circus@fairbrat.com
Website: www.circusimagination.com
Variety Act

Onelda County Fair

Darin Daniels
1901 W 1500 N
Malad, ID 83252
Phone: 208-251-8440
Email: dfam@ida.net
Attendance: 2,000
2019 Dates: August 12–17

A Walk on the Wild Side

Steven Higgs
29800 NW Victory Lane
Hillsboro, OR 97124
Phone: 503-737-4917
Email: Junglewild60@gmail.com
Website: www.wildsideoregon.org
Animals

Heartland Pulling

Greg Lussetto
PO Box 431
Bridgeport, NE 69336
Phone: 308-379-0232
Email: heartlandpullingseries@gmail.com
Website: www.heartlandpulling.com
Action

Upstage Crew Services, Inc/Upstage Rentals

Chris Martin
PO Box 426
Hooper, UT 84315
Phone: 801-779-3030
Email: localcrew@upstagecrews.com
Website: www.upstage-rentals.com
Sound & Lighting

Artists and Attractions

Bobby McLamb
PO Box 98
Lillington, NC 27546
Phone: 919-845-8378
Email: info@artistsandattractions.com
Booking Agency

Dash 4 Cash

Jack Floyd
2215 Vista Hills
Spearfish, SD 57783
Phone: 605-877-5380
Email: JAX592@msn.com
Website: www.dash4cash.net
Consultant—Mobile ATM

Pfun Entertainment

Robbie Pfunder
1750 30th St., #213
Boulder, CO 80301
Phone: 970-222-4861
Email: robert.pfunder01@gmail.com
Website: www.robbypfunder.com
Action

RM Young Professionals

Greetings RMAF,

I often have friends and community members who ask me “so what do you do to keep busy in the winter, Fair is so far away...?”

As we know, they could not be more wrong, as this industry is a year-round adventure.

This scenario presents a great opportunity, and demonstrates the need, for greater education about the Fair industry to the members of our communities. I see this education as a top priority for Fair managers, board members, and service members. The communities that we serve do not know the scope of work that we do. For our industry to play an active role in the future of our communities, we need to educate on what we do, how we do it, and the impact we have in our communities. We also need to continue to educate our communities on how they

can assist in our events as volunteers and/or participants. We also need to continue our focus on the youth of our communities and on how they can be active not only at Fair itself, but also year-round in other community events.

We also need to educate other Fairs/Festivals on the value and availability of RMAF membership, as there is strength and support in numbers. My challenge to the members of the Rocky Mountain Young Professionals group is to look to their surrounding counties, and if they are not current members of RMAF, make arrangements to meet with them to explain the benefits of RMAF and encourage them to seek membership.

Finally, we need to make sure that we ourselves are taking advantage of all available of education and professional growth opportunities. While traditions are an incredibly im-

portant aspect to all of our events, we need to also encourage change and growth to our events so the stay exciting and relevant to our communities.

Together we can secure and grow the future of this amazing industry that we are blessed to call home.

Jim Logan
Director, Latah County Fair
RMYP Chairman



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2018 Summit Award Winners

Division A

Category: Promotional Poster:

1st Place – Douglas County Fair & Rodeo

2nd Place – Laramie County Fair

3rd Place – Fallon County Fair & Rodeo

Category: Fair Theme Logo

1st Place – Dawson County Fair

2nd Place – Fallon County Fair & Rodeo

3rd Place – Sublette County Fair

Category: Premium Book/Competitive Exhibits Guide

1st Place – Sublette County Fair

2nd Place – Fallon County Fair & Rodeo

3rd Place – Garfield County Fair & Rodeo

Category: Fair Photograph (Other)

1st Place – Weld County Fair

2nd Place – Douglas County Fair & Rodeo

3rd Place – Dawson County Fair

Category: Fair Photograph (People or Animals)

1st Place – Laramie County Fair

2nd Place – Garfield County Fair & Rodeo

3rd Place – Douglas County Fair & Rodeo

Category: Fair Event Guide

1st Place – Laramie County Fair

2nd Place – Garfield County Fair & Rodeo

3rd Place – Weld County Fair

Division B

Category: Promotional Poster

1st Place – Western Montana Fair

2nd Place – North Idaho State Fair

3rd Place – North West Montana Fair & Rodeo

Category: Fair Theme Logo

1st Place – North Dakota State Fair

2nd Place – North Idaho State Fair

3rd Place – North West Montana Fair & Rodeo

Category: Premium Book/Competitive Exhibits Guide

1st Place – North West Montana Fair & Rodeo

2nd Place – North Dakota State Fair

3rd Place – North Idaho State Fair

Category: Fair Photograph (Other)

1st Place – North Dakota State Fair

2nd Place – North Idaho State Fair

3rd Place – North West Montana Fair & Rodeo

Category: Fair Photograph (People or Animals)

1st Place – Adams County Fair

2nd Place – North West Montana Fair & Rodeo

3rd Place – North Dakota State Fair

Category: Fair Event Guide

1st Place – Eastern Idaho State Fair

2nd Place – Western Montana Fair

3rd Place – Red River Valley Fair Association



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2018 RMAF CONVENTION - Billings, Montana

The Rocky Mountain Association of Fairs returned to Billings, Montana for the 93rd annual convention held at the Red Lion Hotel November 7 through 10, 2018. The convention had a total of 477 registered participants, 80 fairs represented and 79 service members represented.

The opening day of the convention began with a board of directors meeting, followed by two educational sessions presented by the International Association of Fairs (IAFE) and the President's Reception honoring **Bill Dutcher in the evening**. Showcasing concluded the day's events in the Montana Convention Center ballroom.

The next two days of the convention featured a variety of workshop and speakers. Keynote speaker, Candy Whirley worked the main ballroom & had the delegates up and involved with **"It Takes 4 to Tango"**. The educational programming included a maintenance & operations tour to the Metra Park with concurrent workshop in the Grand Montana ballrooms at the hotel. Topics included *Crisis Communication Fundamentals for Fairs; Entertainment Strategies; Tips & Tricks for Successful Marketing for Service Members; Grants: Are you Leaving Money on the Table; Behind the Manager's Door: How to Get Hired; Expanding Sponsorship Relationships with Marketing Opportunities; Emotional Intelligence; Commissioners, Board Members & Managers - Building & Maintaining an Effective Relationships; Fair Park Beautification; Meet the Millennials; Sponsorship Contracts - What Works & What Needs Fixing; Creative Contests, Classic Classes & Dynamic Displays; Growing Your Commercial Vendors - When Do You Make a Change; Analytics 101 - How to Measure Success; Rodeo Issues & Trends; Horse Racing at the County Fair; A Montana Tradition since 1868; Marketing Tools on a Budget; Recruiting/Retaining Volunteers; Weather Insurance: Are You Covered; How Much Exposure Are Your Sponsors Worth.*

A new program was introduced to help pair veterans of the RMAF with new members in a mentoring program, The RMAF M & M program (Mentor & Mentee). Mark Campbell, the 1st Vice President introduced the program during the New Attendees reception on Wednesday evening and then held a second, more detailed meeting on Friday, which concluded with 27 attendees signed up to be the first to participate in the program.

Several awards honoring the members of the RMAF were presented during the convention. They included Brandon Bird of the Eastern Idaho State Fair, Fair Manager of the Year; Jay & Brianne Brower, Sublette County Fair (WY), Fair Persons of the Year; Danny & Sherry Brown, Browns Amusements, Service Members of the Year. The Heritage Award was presented to Stan Steen (MontanaFair, Montana State Fair & Central Montana Fair) and his widow, Doreen Steen accepted the award on behalf of the family. The Hall of Fame Award was presented to Bill Ogg, Walla Walla Fair & Frontier Days (WA).

The finale of the convention was highlighted by the presentation of the Summit Awards and Renner/ISA Innovation Award and the traditional **"passing of the gavel"** ceremony to the **2019 RMAF President, Mark Campbell**. The newly elected 2019 RMAF Board of Directors were introduced. Michael Mezmer, Michael Mezmer Entertainment, 1st Vice President; Jamie Larson, Richland County Fair, 2nd Vice President & NE District Director; Ron Jeffries, Central States Fair (SD), SE District Director; Judy Duncombe, Utah State Fair, SW District Director; Jessica Crusch, Broadwater County Fair, NW District Director; Tammie Ryan, The Source Management Group, Service Member Director; Marty Davis, Bear Creek Production, Service Member Director; Lori Cox, Nebraska State Fair, Director at Large (SE); Bill Dutcher, Past President, Ex-Officio. In-coming President Mark Campbell address the delegates, thanked them for attending this year and invited them to **"save the date"** for the 94th annual convention at the Davis Conference Center in Layton, Utah, November 13 - 16, 2019.





Total
Funds
Raised
\$4,460.00

Auction Items Generously Donated by the Following

Bannock County Fair, Downey, Idaho
Beaverhead County Fair, Dillon, Montana
Blaine County Fair, Chinook, Montana
Campbell County Fair, Gillette, Wyoming
Central Montana Fair, Lewistown, Montana
Central State Fair, Rapid City, South Dakota
Dreamland Carnival
Eastern Idaho State Fair, Blackfoot, Idaho
Elmore County Fair, Glenns Ferry, Idaho
Fallon County Fair, Baker, Montana
Freckle Farms Petting Zoo & Pony Rides
Giddup Productions/Karen Quest
Kittitas County Fair, Ellensburg, Washington
Latah County Fair, Moscow, Idaho
Malicious Monster Truck Tour
McKenzie County Fair, Watford City, North Dakota
Medicine Hat Exhibition, Medicine Hat, Alberta
MontanaFair, Billings, Montana

North Dakota State Fair, Minot, North Dakota
North Idaho State Fair, Coeur d'Alene, Idaho
North Star Amusements
Northwest Montana Fair, Kalispell, Montana
Pacific Animal Production
Pam & Jeff Martin
Pepsi Cola Bottling of Billings, Montana
Phillips County Fair, Malta, Montana
Red River Valley Fair, West Fargo, North Dakota
Richland County Fair, Sidney, Montana
Roosevelt County Fair, Culbertson, Montana
Sheridan County Fair, Plentywood, Montana
Twin Falls County Fair, Filer, Idaho
Walla Walla Fair & Frontier Days, Walla Walla, Washington
Weston County Fair, Newcastle, Wyoming
Winterset Concert Events
Wyoming Association of Fairs



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2018 Renner ISA Innovation Award Winner



2018 ISA - Renner Innovation
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Western Montana Fair
Missoula, Montana

2018 Individual Award Winners



Hall of Fame
Bill Ogg, Walla Walla Fair



Heritage Award
Stan Steen, MontanaFair



Fair Manager of the Year
Brandon Bird, Eastern ID State Fair



Service Members of the Year
Sherry & Danny Brown
Browns Amusements



Fair Persons of the Year
Jay & Brianne Brower
Sublette County Fair



FAIR MANAGER OF THE YEAR AWARD

1977	Al Klingler, Shelby, MT	1993	Mary Lynn Taylor, Miles City, MT	2009	Scot Meader, Missoula, MT
1978	Les Jourdonnais, Missoula, MT	1994	Tom Jones, Casper, WY	2010	Ron Jeffries, Rapid City, SD
1979	J. Olin Mills, Torrington, WY	1995	Mary Lu Pollat, Torrington, WY	2011	Bill Dutcher, Billings, MT
1980	Bill Chiesa, Great Falls, MT	1996	Sam Yewusiak, Missoula, MT	2012	Rena Korslien, Minot, ND
1981	Bob Glasgow, Billings, MT	1997	Orville Brando, Powell, WY	2013	Jamie Larson, Sidney, MT
1982	Jerry Iverson, Minot, ND	1998	Agnes Kinney, Glendive, MT	2014	James Goodrich, Douglas, WY
1983	Peggy Metcalf, Bozeman, MT	1999	Eldon Rice, Forsyth, MT	2015	Tim Solomon, Havre, MT
1984	Bill Ogg, Douglas, WY	2000	John Pitz, Filer, ID	2016	Janet Konkell, Greeley, CO
1985	Ned Applebury, Hamilton, MT	2001	Sue Shockley, Bozeman, MT	2017	Rhonda Livingstone, Sandpoint, ID
1986	Roy Howell, Blackfoot, ID	2002	Patty Reardon, Great Falls, MT	2018	Brandon Bird, Blackfoot, ID
1987	Gerry Pladson, Havre, MT	2003	Barney Cosner, Douglas, WY		
1988	Bob Cartwright, Kalispell, MT	2004	Jim Abendschan, Calhan, CO		
1989	Barbara Renner, Coeur d'Alene, ID	2005	Bob Batista, Boise, ID		
1990	Chuck Bonomo, Rock Springs, WY	2006	Betty Hough, Gillette, WY		
1991	Kathy Gavin, Blackfoot, ID	2007	Chris Holloway, Coeur d'Alene, ID		
1992	Don Jacques, Calgary Alberta	2008	Howard Gernant, Basin, WY		

FAIR PERSON OF THE YEAR

1980	Mollie Searle, MT	1994	Arlene Phillips, NE	2008	Ron Edwards, AB Canada
1981	None Chosen	1995	Bill Nooney, MT	2009	Sandra Hawke, MT
1982	Steve Christian, MT	1996	Judy Olson, WY	2010	Deb Galle, CO
1983	Bill Fisher, MT	1997	Maynard Norenberg, MT	2011	Bonnie Seaman, ID
1984	Marion Waters, MT	1998	Doris Wallace, ID	2012	Judy Duncombe, UT
1985	George Okano, WY	1999	Bill Ammen, MT	2013	Pam Teller, SD
1986	Katy Jourdonnais, MT	2000	Roland Lewis, WY	2014	Bob Albin, MT
1987	Bob Silvetson, MT	2001	Linda Gwyn, ID	2015	Dave & Sue Nussear, ID
1988	Don Hartman, MT	2002	Stan Steen, MT	2016	Criss Neiman, WY
1989	Janet Veidt, MT	2003	Linda Lynch, WY	2017	Butch Woodard, MT
1990	Betty Phillips, NE	2004	Julie Gemar-Williams, MT	2018	Jay & Brianne Brower, WY
1991	Karen Bonomo, MT	2005	Vicki Rupert, WY		
1992	Frenchy Girard, MT	2006	Kory Opp, MT		
1993	Glen Meier, MT	2007	Bill Greer, WY		

SERVICE MEMBER OF THE YEAR AWARD

1980	Lloyd Shelhamer—United Tote	2000	Ike Sankey—Sankey Pro Rodeo
1981	Hap Peebles—Harry Peebles Agency	2001	Freddie Prez—Freddie Prez Show
1982	Jack Hunter—Jack Hunter Sound	2002	Arlene & Betty Phillips—Staats Custom Awards
1983	Augie Morin—Augie Morin Productions	2003	Randy Merrill—Winterset Agency
1984	Bernie Thomas—Thomas Carnival	2004	Jim & Chris Calhoun—Dean Short Talent Agency
1985	Joe Williams—Inland Empire Shows	2005	Jeff & Pam Martin—The Blond Curly Haired Magician
1986	Dale Small—Small Rodeo	2006	John Dunnigan—Dunnigan Music
1987	Leon Jacobs—All Awards	2007	Bobby Baker—Bobby Baker Enterprises
1988	Vern Prosch—Regalia Ribbons & Trophies	2008	Michael Mezmer—Michael Mezmer Entertainment
1989	Bud & Beverly Johnson—Johnsons Petting Zoo	2009	Fran Romeo—Romeo Entertainment Group
1990	Bill Lackey—Lackey Sound	2010	Jerry Ross & Adrienne Crane-Ross, Harmony Artists
1991	Joan Saltel—Buddy Lee Agency	2011	Gary Fjelstad—Rocky Mt. Talent Service/ISA
1992	Reed Williams—Inland Empire Shows	2012	The Doo-Wah Riders
1993	Robert McKay—McKay Shows	2013	Tom Sailor—Winterset Concert Events
1994	Gib Richards—Gib Richards Productions	2014	John Hanschen—Thomas Carnival
1995	Olie Anderson—4x4 Daredevils	2015	Liz Gregory—Gregory Talent & Productions
1996	Mary Hunter—Jack Hunter Sound	2016	Marty Davis, Bear Creek Productions
1997	Alan Sands—Alan Sands Entertainment	2017	Wayne Clark—CEW Enterprises
1998	Tom Atkins—Thomas Carnival	2018	Danny & Sherry Brown—Browns Amusements
1999	Bob Mendenhall—Staats Custom Awards		

HALL OF FAME AWARD

2007	Jerry Iverson, ND State Fair, Minot, ND
2008	Gib Richards, Gib Richards Productions, Albuquerque, NM
2009	Arlene & Betty Phillips, Hemmingford, NE
2010	L. Reed Williams, FUNnBIZ.com, Missoula, MT
2011	Tom Atkins, Thomas Carnival
2012	Barbara Renner, North Idaho Fair, Coeur d'Alene, ID
2013	Alvie Rothe, Weld Co. Fair, Greeley, CO
2014	Bobby Baker, Bobby Baker Enterprises
2015	John Pitz, Twin Falls County Fair, Filer, ID
2016	Bob Batista, Western Idaho Fair, Boise, ID
2017	Barney Cosner, Fremont County Fair, Riverton, WY
2018	Bill Ogg, Walla Walla Fair & Frontier Days, WA

HERITAGE AWARD

2007	Bill Chiesa, Montana Fair, Billings, MT
2008	Jack Hunter, Jack Hunter Sound, SD
2009	Les & Katy Jourdonnais, Western MT Fair, Missoula, MT
2010	Joe P. Williams, Inland Empire Shows, MT
2011	Jack McDonald, Calgary Stampede
2012	Bob Glasgow, Montana Fair
2013	Gene Inloes, Weld Co. Fair, Greeley, CO
2014	Marion Watters, Phillips County Fair, Malta, MT
2015	George Ortner, Blaine County Fair, Chinook MT
2016	Lloyd Shelhamer
2017	Bill Ammen, Blaine County Fair, Chinook, MT
2018	Stan Steen, Montana State Fair, MT



RMAF
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2019 AWARD NOMINATIONS
NOMINATIONS DUE APRIL 1, 2019

Submitted by _____

Organization _____ Phone # _____

Circle award category:

Minimum of 5 years of Service with organization & the RMAF:

Fair Manager of the Year Fair Person of the Year Service Member of the Year

Minimum of 10 years of Service with organization & the RMAF:

Hall of Fame Award (living) Heritage Award (posthumous)

Name of Nominee _____ Title _____

Organization Affiliation _____

Mailing Address _____

_____ Phone # _____

NOMINEE RESUME—Must be attached to qualify for review & include the following information:

1. Must include present and past fair experience, employment, and achievements that the candidate has contributed to the organizations mentioned.
2. Nominee achievements or involvement in the fair industry such as positions held in national, regional or state fair organizations etc. should be included.
3. Nominee's profile should include achievements, involvement and contributions within their community.

ADDITIONAL SUPPORT MATERIALS

1. Any other comments or letters of reference that would add a positive position to the candidate's profile / resume of past or present achievements is encouraged and recommended.