



# Fair Exchange

OCTOBER  
2017

## *Message from Dane Dugan, RMAF President*



I can't believe that it is already October! Fair season is over for most and our annual convention is a little over a month away. Change is definitely in the air as temperatures begin to drop, leaves transform their color and we start to recap another year almost complete. I hope the fair season was a great success for all and that you have lots to celebrate. I was personally able to make it to about ten fairs within our region and was so amazed by the never-ending support, creativity and incredible entertainment that exists in our communities – each different and unique in their own special way.

As an Association, our board would like to encourage you all to enter our Summit Awards Program and get recognition (plus cash) for the many great projects and programs you have created. We've designed it to be very easy to submit entries and frankly, you have probably

already created what is needed to enter (event guides, posters, etc.). The awards are being sponsored this year by our friends at See Tickets and are due by October 6<sup>th</sup>. More information is on the RMAF website.

Plans for the annual convention are really coming together well. We have made some changes to the schedule to allow for a track-like workshop rotation and the Colorado Association of Fairs & Shows has helped bring together an incredible lineup of speakers. So, make sure to get yourself registered to attend November 8-11 at Hotel Elegante in Colorado Springs!

If you haven't been to Colorado Springs and have time to come a day or two early, there are some really great local attractions to take in. The United States Olympic Training Center, Broadmoor World Arena, ProRodeo Hall of Fame, Air Force Academy, Cheyenne Mountain Zoo and Garden of the Gods are all within ten miles of the hotel. We hope you enjoy the area and the host facility as it really is unique.

As this will be my last newsletter message, I just wanted to say thank you for a wonderful year. It's been honor to serve on the board and as the president of this organization. Let's "Set Our Wheels in Motion – Activate. Elevate. Innovate." as we head to Colorado Springs. Hope to see you there!



# Convention Issue

## 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  
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**Director:** Tammie Ryan, Service Member  
**Past President:** Brandon Bird, Eastern Idaho State Fair

## Welcome New Member

### Walla Walla Fair & Frontier Days

Bill Ogg  
PO Box G  
Walla Walla, WA 99362  
Phone: 509-527-3247  
Fax: 509-527-3259  
Email: bogg@co.walla-walla.wa.us  
Website: www.wallawallafairgrounds.com  
2017 Dates: August 30 - September 3  
Attendance: 75,872

### King County Fair

Lacey Mansanarez  
45224 284th Avenue SE  
Enumclaw, WA 98022  
Phone: 360-226-3493  
Email: laceym@enumclawexpo.com  
Website: www.kingcofair.com  
2018 Dates: July 19-22  
Attendance 22,000

### The Village Idiot

Mike Van De Carr  
520 Columbia Rd  
Liberty, MO 64068  
Phone: 816-288-3303  
Email: mikevandecar@gmail.com  
Website: www.VillageldiotMagic.com  
Magician

### Hypnotist TerranceB

Terence Ballinger  
PO Box 1528  
Eureka, MT 59917  
Phone: 406-249-4882  
Email: terrance@terranceb.com  
Website: www.terranceb.com  
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### Montana Premiere Entertainment

Patrick Branger  
123 S 34th St.  
Billings, MT 59101  
Phone: 406-697-4301  
Email: pattycakestheclown@yahoo.com  
Website:  
MontanaPremiereEntertainment.co,  
Variety Acts

### First Data

Tina Walker  
3603 W. El Pardo Blvd.  
Tampa, FL 33629  
Phone: 239-287-8221  
Email: tina.walker@firstdata.com  
Website: www.firstdata.com  
Consultant Services

### Octane Addictions

Tyler Johnson  
6216 Sandalwood Dr.  
Billings, MT 59106  
Phone: 406-861-0288  
Email: octaneaddictions@hotmail.com  
Website: www.octaneaddictions.com  
Action

### Tanna Banana

Tannerlee Lewis  
701 N. Church St.  
McKenney, TX 75069  
Phone: 469-207-6382  
Email: lewis.tannerlee@gmail.com  
Website:  
www.facebook.com/tannabananaastorytime  
Variety Act

### Upper Deck Concerts

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#### **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@filerel.com](mailto:rmaf@filerel.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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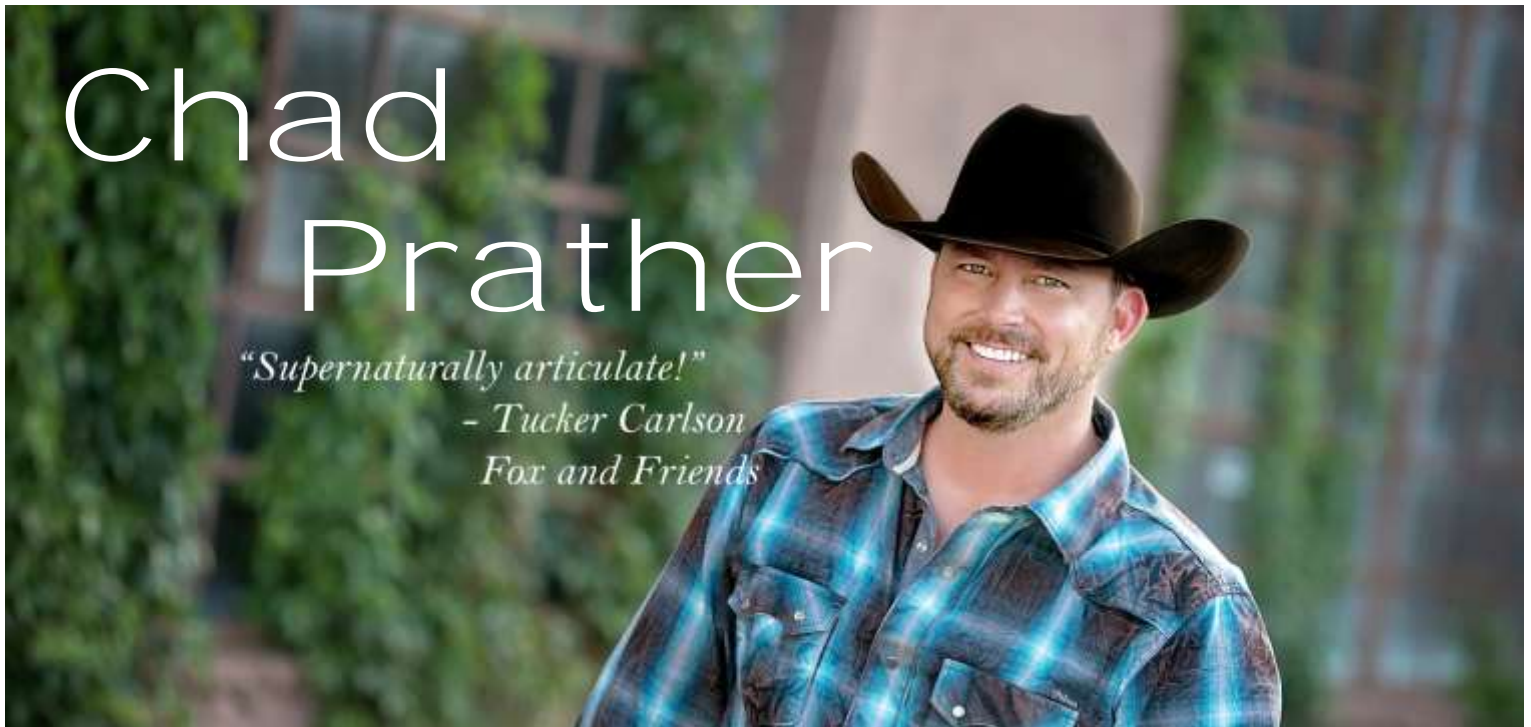
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## 2017 Convention Keynote Speaker



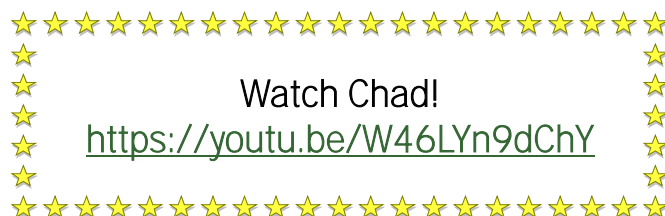
### MOTIVATIONAL SPEAKER ENTERTAINER HUMORIST STORYTELLER PHILOSOPHER

*Chad Prather is a student of living life to the fullest. Never one to shy away from adventure or a new experience he faces the world with a smile. Chad is an adopted Texan that calls the Fort Worth (not Dallas!) area home. Although he grew up in Augusta, GA he migrated to Texas in 2003. Through life's many winding roads he has managed to keep his positive attitude and tries his absolute best to bring out the best in those he meets. Chad is an entertainer. A storyteller. Whether he uses music, comedy, motivational speaking, or any combination of the three he feels that everyone has a story that needs to be told.*

### A STORY THAT MATTERS.

*Through his social media humor videos, he is considered to be one of America's fastest growing public personalities. His wife, Jade, is still rolling her eyes. A sought after public entertainer and motivational speaker, Chad uses his life experiences as an athlete, a husband, a father, and a traveler to coach and encourage others on their journey. He is also the host of Ride Television Network's "It's My Backyard" as well as making numerous other TV and radio appearances.*

**You can catch Chad's keynote address on Thursday, November 9 directly following lunch in the Grand Ballroom**







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### October 6, 2017:

See Ticket Summit Awards entries are due into the Weld County Fair Office.

### October 7, 2017:

Early Registration ends. After this date, the cost of registration will increase & the hotel room block will close.

### October 13, 2017:

This is the FINAL advertising deadline for convention program ads and sponsorship commitments,

### October 31, 2017:

This is the LAST day that any refund will be allowed for this year's convention.

### November 1, 2017:

2018 Directory Sheets from the Fairs & Festivals are due into the office. Your 2018 event dates are important to compile the 2018 Consecutive Fair Date list for the convention...lots of folks use this information to help plan for the entertainment for the coming year.



# 2017 Convention Sponsors

*168tickets, LLC*

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# Rocky Mountain Association of Fairs/Colorado Ass

## November

### WEDNESDAY, NOVEMBER 8

8:00 a.m.	RMAF Board of Directors Meeting
11:00 a.m.	IAFE CyberSeminar - Government/Community Relations ALL DELEGATES WELCOM
10 a.m. to 7:00 p.m.	Convention Registration Office Open
2:00 to 4:00 p.m.	IAFE Institute of Fair Management Course – Sponsorship II ALL DELEGATES WELCOME
5:00 to 6:00 p.m.	Welcome New Attendees Orientation
6:00 to 7:30 p.m.	RMAF & CAFS President's Reception - Honoring Dane Dugan & Wayne Clark
7:30 p.m.	Showcasing
Following Showcases	Visit Service Members

### THURSDAY, NOVEMBER 9 (morning)

6:30 to 7:15 a.m.	Early Bird Work-out Session
8:00 a.m. to 6:00 p.m.	Convention Office Open
8:30 to 9:45 a.m.	<b>WORKSHOPS</b>
#1	<i>Total Leader Concept</i>
#2	<i>Guest Relations &amp; Ground Maintenance</i>
#3	<i>Managers: What We Need When We Get There - Entertainment, Livestock &amp; Ven- dors</i>
10:00 to 11:15 a.m.	<b>WORKSHOPS</b>
#1	<i>Get the Butts in the Seat!</i>
#2	<i>Volunteer Engagement: Hacks &amp; Best Practices</i>
#3	<i>Operations: What We Need When We Get There - Entertainment, Livestock &amp; Ven- dors</i>
11:30 to noon	Strolling Acts Showcase
12 noon to 1:15 p.m.	Lunch
12:30	Keynote Speaker Chad Prather

### THURSDAY, NOVEMBER 9 (afternoon)

1:30 to 2:15 p.m.	<b>District Meeting</b>
	Northeast
	Northwest
	Southeast
	Southwest
	Service Members
2:30 to 3:45 p.m.	<b>WORKSHOPS</b>
#1	<i>Insurance &amp; Risk Management for Fairs</i>
#2	<i>Craft an Effective Marketing Plan</i>
#3	<i>The Do's &amp; Don'ts of boards: Build an Effective Leadership Team</i>
3:45 to 4:45 p.m.	Rocky Mountain Young Fair Professionals - Let's Get Acquainted & Business Meeting
3:30 to 6:00 p.m.	Visit Service Member Rooms
6:00 to 6:30 p.m.	Social Networking
6:00 to 6:30 p.m.	Strolling Acts Showcasing
7:10 p.m.	Presentation of the Fair Manager, Fair Person & Service Member of the Year
7:30	Showcasing
Following Showcases	Visit Service Members

#### NOTE: Service Member Convention Items

- If you have reserved a pop-up banner space, the **Foothills Room**, accessible via the Colorado Grand Ballroom Foyer, is the where those pop-up banners are to be placed.
- If you are shipping items to the hotel, those packages will not be accepted more than 3 days before our event.
- You are not allowed to put up poster on any walls. You can however, use magnets to decorate your hotel room door frame.
- Each organize will have one (1) 8"x10" poster space on an display board on your floor (1st or 2nd).



# Rocky Mountain Association of Fairs and Shows Convention Schedule

## 8—11, 2017

### FRIDAY, NOVEMBER 10

6:30 to 7:15 a.m.	Early Bird Work-out Session
8:00 a.m. to 6:00 p.m.	Convention Office Open
8:30 to 9:45 a.m.	<b>WORKSHOPS</b>
#1	<i>Law &amp; Issues of Service Dogs</i>
#2	<i>Youth Livestock Shows: Ethics, Drug Testing &amp; Ramifications – Part II</i>
#3	<i>Handling Critical &amp; Non-Critical Situations</i>
10:00 to 11:15 a.m.	<b>WORKSHOPS</b>
#1	<i>Selling Sponsorship – Best Practices No Matter Your Size</i>
#2	<i>Arena Turnover – Are you doing it right?</i>
#3	<i>Excellent Customer Service – Keep them coming back</i>
11:30 to noon	Strolling Acts Showcase
12 noon	Lunch
12:30 p.m.	Showcasing
2:15 to 3:30 p.m.	<b>WORKSHOPS</b>
#1	<i>When Background Checks Matter</i>
#2	<i>Don't Get Lost in the Weeds: Keep Your Mission on Track</i>
#3	<i>Time &amp; Resource Management (Operations)</i>
2:30 to 4:30 p.m.	RMAF Board of Directors Meeting
3:30 to 6:00 p.m.	Visit Service Members
6:00 to 6:30 p.m.	Social Networking
6:00 to 6:30 p.m.	Strolling Acts Showcasing
6:30 to 7:30 p.m.	Dinner
	Presentation of Hall of Fame & Heritage Award
7:30 p.m.	Showcasing
Following Showcases	Visit Service Members

### SATURDAY, NOVEMBER 11

8:00 to 9:00 a.m.	RMAF Board Past Presidents Breakfast
8:30 to 9:45 a.m.	<b>WORKSHOPS</b>
#1	<i>Going Cashless – Why, How &amp; What to Know</i>
#2	<i>Agri-tourism and Fairs</i>
#3	<i>Multi-generational Workforce – We Can Work Together</i>
10:00 to 11:15 a.m.	<b>WORKSHOPS</b>
#1	<i>Multi-generational Workforce – We Can Work Together</i>
#2	<i>Event Production – Handling Animal Welfare</i>
#3	<i>E Commerce</i>
12 noon	Lunch
12:30 p.m.	Showcasing
2:15 to 4:00 p.m.	Final visit service members time
4:15 to 5:30 p.m.	<b>WORKSHOPS</b>
#1	<i>General Business Meeting -CAFS</i>
#2	<i>Renner Innovation Award Presentations</i>
#3	<i>What's New with the PRCA</i>
6:00 to 6:30 p.m.	Social Networking
6:30	Colorado Royalty Activities
7:00	Dinner
	Presentation of See Ticket Summit Award & Renner Innovation Award
8:00	Passing of the Gavel Ceremony

## SILENT AUCTION

**November 8 - 11, 2017**



Did you know the Rocky Mountain Association of Fairs holds a SILENT AUCTION at our annual convention to raise money for education funds?!

Get involved and submit an item for the auction! Please bring your item to registration desk upon arrival to the convention. Can't travel with your item or not attending the convention but still want to donate an item? Ship non-perishable items to us and we will deliver them safely to the convention. Please include your name, fair, contact number, and the estimated value of the item.

**Ship to:**  
Weld County Fair  
ATTN: RMAF Silent Auction (or CAFS Silent Auction)  
525 N. 15th Ave.  
Greeley, CO 80631

**Colorado Association of Fairs and Shows Members:** If you wish to donate an item for the annual CAFS scholarship silent auction which will be held simultaneously, please make a note that it is for CAFS and thank card will be allocated accordingly.

**ALL SHIPPED ITEMS MUST BE RECEIVED BY FRIDAY, NOVEMBER 8th**

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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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HOW popular it was!"

Chad M. Banks

Sweetwater County Fair, Rock Springs, WY  
2012, 2015, 2016

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Gib lived a good life and enjoyed 83 years of family, friends and "adventures." He was a humble man that was inspirational and supportive to many people. He enjoyed talking with people, sharing stories and joking. Once diagnosed with Parkinson's, Gib gracefully confronted the progressive disease, never complaining, always smiling and continuing to joke. He is now at peace and in a better place with our savior.

Gib was born in Waukegan, IL, raised in Detroit, MI, graduated from Redford High School, and attended U of M, earning a BS in Engineering Mechanics & Engineering Math (1957) and MS and PhD in Engineering Mechanics (1964). He was a member of the SAE fraternity, Tau Beta Pi, Pi Tau Sigma, and ASME. He was a goalie for hockey in high school, college, and intermural sports teams in MI, Canada, and NM. Gib worked for Bendix Research Corp, NASA, and Livermore Labs and was a profes-

sor in the Mechanical Engineering Department at UNM from 1964 to 1998. His teaching focused on the student, helping them learn, achieve their goals, supporting and encouraging their efforts, and was the student advisor for 25 yrs. He even watched his student's children so they could attend class. He received recognition awards for teaching throughout the years and the Student Service Award in 1998.

When Gib wasn't teaching, he was clowning around. He started doing magic in 1965, a few tricks he remembered from boyhood. It developed into a "Clown Magic Act" that he did throughout the US and Canada, inclusive of the NM State Fair, during the summer (30 years). "Fumbles" was his clown name, as he would fumble a magic trick then have kids from the audience come on stage and they would "magically" make it work. He was known for doing "magic" in his fluid dynamics class to convey a concept (and entertain), too. He was a member of the International Brotherhood of Magicians in Albuquerque for 30 yrs. He received an "Honor Award" from the Rocky Mountain Association of Fairs in 2008 for leadership & service.

Gib was on the Children's Council at St. John's Methodist Church for 20 years. He taught Sun-day School, VBS, ushered, tutored, volunteered in the office, and did magic shows for family nights.

Gib is survived by his beloved wife Kay (married 58 wonderful yrs.); daughters, Marci Richards and Heidi Moir and husband Lynn; grandchildren, Brittney Pacheco and Dilynn Moir; sister, Jean Burgess and husband Bob; sister-in-law, Connie Thorpe and husband Gary; and nieces & nephews.

