



# Fair Exchange

October  
2018

## Message from Bill Dutcher, RMAF President



teers and Nancy look forward to seeing everyone at the Red Lion Hotel in Billings, Montana, November 7-10. The education programs have been superb at the past few conventions. This year, there will be inspiring speakers, panels and workshops. The meals with their programs included, lead us into the many showcases we will review. Our service members on the board, Tammie Ryan and Michael Mezmer, will get us started in visiting the service members in their display rooms.

**We look forward to discussing this year's favorite food and beverage stories.** We want to hear about the success of the carnival industry. The animals of all the 4-H and open shows are to be good topics. Commercial vendors and all forms of entertainment represented will keep the halls alive.

The winners of the five RMAF awards will be announced. Fair Manager of the Year, Fair Person of the Year, Service Member of the Year, the Heritage Award and the Hall of Fame Award. Once again, it will be exciting to see who wins in the Summit Awards Program. Another prestigious award will be the 2nd "Barbara Renner Award of Innovation." Barb was a past RMAF and IAFE President.

This fall, the IAFE conference will be at its new location in San Antonio, Texas November 25-28. This will be an exciting change, as it has been in Las Vegas for the past 52 years.

So, once again, on behalf of myself, Executive Secretary Nancy Pitz, the RMAF Board: Mark Campbell, Michael Mezmer, Jamie Larson, Ron Jeffries, Dave Hansen, Tammie Ryan, Jamie Porter and Dane Dugan along with our committees and volunteers, we look forward to the convention in Billings as we celebrate fair season 2018 and start planning for the 2019 Year. So RMAF Service Members and RMAF; get ready to remember the Safe, Friendly and Fun Fair season! "The Best Deal in Town."

While driving around our fairgrounds today, I saw that the leaves were turning a crisp yellow. The colors in our pretty fair flowers are starting to fade. The produce in our County Extension Master Gardener's beautiful gardens are ready to call it a year.

These are reminders that the 2018 fair season is at its end. It is also a nice reminder that the 2018 RMAF convention is right around the corner. Hopefully, this past fair season was a **successful one for all of our member's fairs and festivals.** It is also hoped that all of our great service members can get a little bit of rest after entertaining and serving so many customers, clients, vendors and fairs.

Nancy has been revising the great schedule that all attendees will enjoy at this year's convention. The RMAF board, committees, volun-

Convention Issue



## Up-Coming Meetings & Conventions

**November 7-10, 2018**—93rd Annual RMAF Convention, Red Lion Hotel, 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

**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, TBD Northwest District Location

## 2018 RMAF Board of Directors

President: Bill Dutcher, Metra Park, NE District  
 1st Vice-President: Mark Campbell, NW Montana Fair, NW District  
 2nd Vice-President: Michael Mezmer, Service Member  
 Director: Ron Jeffries, Central States Fair, SE District  
 Director: Dave Hansen, Davis County Fair, SW District  
 Director: Jamie Larson, Richland Co. Fair, NE District  
 Director: Tammie Ryan, Service Member  
 Director-At Large: Jamie Porter, Metra Park, NE District  
 Past President: Dane Dugan, Fair Time Consulting

# 2018 Fair Photos



### 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](mailto: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)

# Welcome New Members!

## Nebraska State Fair

Lori Cox  
501 E. Fonner Park Rd.  
Grand Island, NE 68803  
Phone: 308-382-1685  
Fax: 308-384-1555  
Email: lcox@statefair.org  
Website: www.statefair.org

## National Western Stock Show

Erin Dorsey  
4655 Homboldt St.  
Denver, CO 80216  
Phone: 303-299-5559  
Fax: 303-293-5299  
Email: edorsey@nationalwestern.com  
Website: www.nationalwestern.com  
Attendance: 705.000  
2019 Dates: January 12–27

## Hypnotist Kerry Sharp

Kerry Sharp  
2653 G Avenue  
Ogden, Ut 84401  
Phone: 435-730-1803  
Email: hypnotist@cleanhypnotist.com  
Website: www.cleanhypnotist.com

## Agri-Puppets

Shane Hansen  
7312 Java Dr.  
Sarasota, FL 34241  
Phone: 941-928-8446  
Email: agripuppets@gmail.com  
Website: www.agripuppets.com  
Variety Act

## Select Entertainment

Rob McFee  
361 Victoria St. North  
Kitchener, ON N2H 5E4  
Phone: 888-932-8228  
Email: rob@select-entertainment.com  
Website: www.select-entertainment.com  
Booking Agency

## Comic Ventriloquist Joe Gandelman

Joe Gandelman  
10450 Caminito Sulmona  
San Diego, CA 92129  
Phone: 858-240-7860  
Fax: 858-484-3451  
Email: gandypro@gmail.com  
Website: www.familyentertainer.com  
Variety Act

## Scales and Tails Utah, Inc.

Rindy Richins  
3584 S 1950 W #13  
West Valley City, UT 84119  
Phone: 801-577-7182  
Email: rindy@scalesandtailsutah.com  
Website: www.scalesandtailsutah.com  
Animals

## Libby Productions

Adam Libby  
PO Box 2343  
Eureka, MT 59917  
Phone: 701-300-2918  
Website: www.libbypro.com  
Rodeo

## The Hockey Circus Show

Karl "PAZ" Pazdernik  
21200 W. Almeria Rd.  
Buckeye, AZ 85396  
Phone: 604-970-1103  
Email: info@thehockeycircusshow.com  
Variety Act

## The Silver Starlets

Molly Keczan  
4585 King St.  
Beamsville, ON L0R 1B1  
Phone: 416-606-6559  
Email: info@thesilverstarlets.com  
Variety Act

## Daniel Kosel Music

Daniel Kosel  
PO Box 114  
Roberts, MT 59070  
Phone: 406-437-4006  
Email: danielkoselmusic@gmail.com  
Website: reverbnation.com/danielkosel  
Musical Act

## Games Galore Party Rental

Corey Heiser  
922 40th St.,  
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Website: www.gamesgalorepartyrental.com  
Carnival

## One Woman Stunt Show

Martika Daniels  
7112 East 100th Terr.  
Kansas City, MO 64134  
Phone: 913-653-5064  
Email: M.Martika.D@gmail.com  
Website: www.martikamd.com  
Variety Act

## Clark County Fair

Mickey Webb  
17402 NE Delfel Rd.  
Ridgefield, WA 98642  
Phone: 360-397-6180  
Email: mickeyw@cceventcenter.org  
Website: www.clarkcofair.com  
Attendance: 275,000  
2019 Dates: August 2-11



# More 2018 Fair Photos





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## !!IMPORTANT STUFF!!

### *Mark these dates on your calendar:*

#### **October 7, 2018:**

The early registration closes on this day. From October 8 until 31 the cost of a full registration increases to \$275.00 per person.

#### **October 12, 2018:**

The deadline to have your entries for the Summit Awards to the Metra Park for judging. Information can be found on the website [rmaf.net](http://rmaf.net)—Summit Awards.

#### **October 31, 2018:**

This is the **FINAL** day you can pre-register for the convention. After October 31, you can only register onsite and the full registration price increases to \$300.00 per person.

#### **November 1, 2018:**

2019 Directory Sheets from the Fairs & Festivals are due into the office. Your 2019 event dates are important to compile the 2019 Consecutive Fair Date List for the convention...lots of folks use this information to help plan for entertainment for the coming year.

## Young Professionals Look Forward to Convention



Submitted by Jessica Crusch, Broadwater County Fair

As November approaches and summer winds down individuals in the Fair Community are closing the 2018 Fair season and looking forward to 2019! Fair members and Service members alike are planning towards the 2018 Rocky Mountain Association of Fairs Convention in Billings, MT. The Rocky Mountain Young Professionals group is excited about the Convention and integrating our group into the Convention in a tangible way!

If you are a Fair member or Service member that is 40 or under we want to invite you to become a part of the Rocky Mountain Young Professionals! We are a thriving group of fair professionals that are looking to integrate the younger generation into the fair world. Our group loves the fair business and serves all over the Rocky Mountain Association doing everything from serving on a board as volunteer to managing to providing a service to fairs and we want to share our love with others. Our desire is for the fair business to continue to thrive even after those that are before us retire and move into other areas of their lives!

If you are interested in the possible differences between the Young Professional generations and other generations, please join us for our **"Millennial Game Show" November 9<sup>th</sup>** from 8:30-9:45am. We will be asking questions of a panel of millennials and asking the audience whether they agree or disagree with the answers given. These millennials will not necessarily be in the fair business, but it will be a fun study of differences between generations and the way we see things!

Please be on the lookout for other Young Professional activities at the Convention and come introduce yourself! We are Always looking for those that have a passion to see the fair business thrive in every generation. See you at the Convention!



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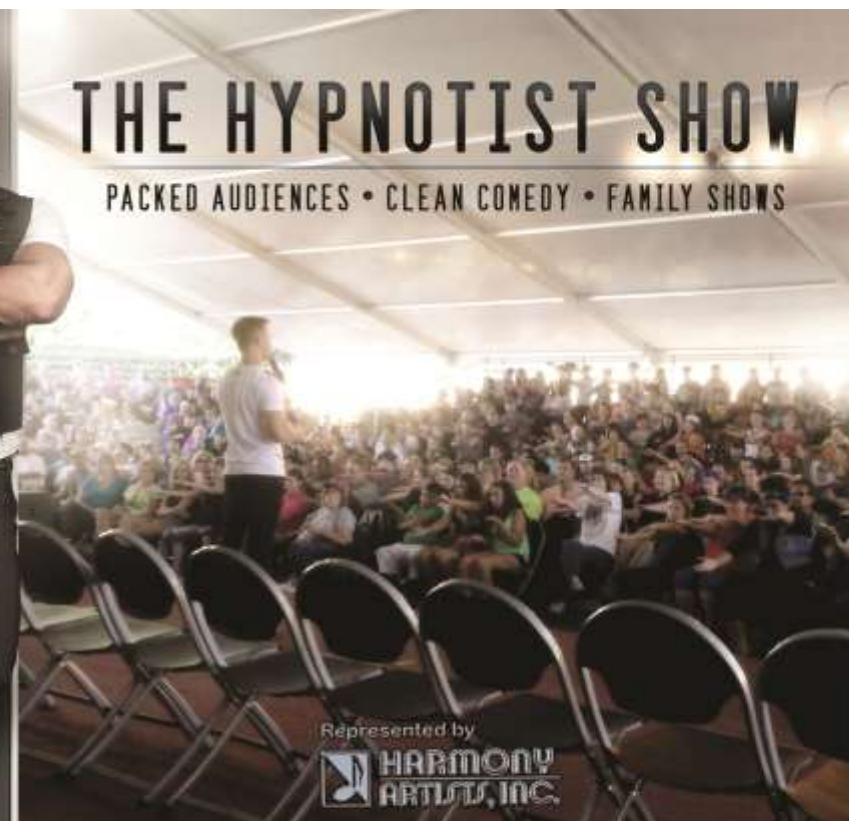





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## Wednesday, November 7

8:00 a.m.	RMAF Board of Directors Meeting
10 a.m. to 6:00 p.m.	Convention Registration Office Open
11:00 a.m.	<i>IAFE CyberSeminar - Government/Business Planning 101</i>
2:00 to 4:00 p.m.	<i>IAFE Institute of Fair Management Course Relations-Reputation Return: How Public Relations Really Work</i>
5:00 to 6:00 p.m.	Welcome New Attendees Orientation
6:00 to 7:15 p.m.	President's Reception - Honoring Bill Dutcher
7:15 p.m.	Showcasing
Following Showcases	Visit Service Members

## Thursday, November 8 (morning)

6:30 to 7:15 a.m.	Early Bird Work-out Session
8:00 a.m. to 11:30 a.m.	Convention Office Open
8:00 a.m. to 11:30 a.m.	Operation/Maintenance Tour of Metra Park
8:30 to 9:45 a.m.	<b>WORKSHOPS</b>
#1	<i>Crisis Communication Fundamentals for Fairs: What you Need to Know to Manager the Message &amp; the Media</i>
#2	<i>Scheduling Grounds Entertainment</i>
#3	<i>Tips &amp; Tricks to Successful Marketing (Service Members)</i>
10:00 to 11:15 a.m.	<b>WORKSHOPS</b>
#1	<i>Grants: Are you Leaving Money on the Table?</i>
#2	<i>Behind the Mangers Door: More effective way to communicate (Service Members)</i>
#3	<i>Expanding Sponsorship Relationship with Marketing Opportunities</i>
11:30 to noon	Strolling Acts Showcase
12 noon to 1:15 p.m.	Lunch

## Thursday, November 8 (afternoon)

12:30 p.m.	Keynote Speaker Candy Whirley
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>Emotional Intelligence</i>
#2	<i>Board Governance: Educating Commissioner &amp; Board Members</i>
#3	<i>Rocky Mt. Young Fair Professionals Meeting</i>
3:45 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
6:30 to 7:30 p.m.	Dinner
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 **Montana Convention Center** is the where those pop-up banners are to be placed. They will go at the opposite end of the ballroom from the main stage.
- 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, hang (1) 8'x 4' banner over balcony rail outside your room.** Your banner should have grommets & you can use Command Hooks.

**NOTE: THE SERVICE ROOM BLOCK IS FULL. CONTACT**



# CONVENTION PROGRAM

## Friday, November 9

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>Fair Park Beautification</i>
#2	<i>Meet the Millennials Game Show</i>
#3	<i>Sponsorship Contracts- What works &amp; What Needs Fixing</i>
10:00 to 11:15 a.m.	<b>WORKSHOPS</b>
#1	<i>Creative Contests, Classic Classes &amp; Dynamic Displays</i>
#2	<i>Non-Fair Facility Use</i>
#3	<i>Growing Your Commercial Vendors/When Do you Make Changes?</i>
11:30 to noon	Strolling Acts Showcase
12 noon	Lunch
	Presentation of Hall of Fame & Heritage Award
12:30 p.m.	Showcasing
2:15 to 3:30 p.m.	<b>WORKSHOPS</b>
#1	<i>Analytics 101: How to Measure Success</i>
#2	<i>Rodeo Issues &amp; Trends</i>
#3	<i>Mentoring Program</i>
3:30 to 6:00 p.m.	Visit Service Members
6:00 to 9:30 p.m.	Social Networking
6:00 to 6:30 p.m.	Strolling Acts Showcasing
6:30 to 7:30 p.m.	Dinner
7:30 p.m.	Showcasing
Following Showcases	Visit Service Members

## Saturday, November 10

8:00 to 9:00 a.m.	RMAF Board Past Presidents Breakfast
8:30 to 9:45 a.m.	<b>WORKSHOPS</b>
#1	<i>History of Horse Racing in Montana</i>
#2	<i>Marketing Tools on a Budget</i>
#3	<i>Recruiting/Retaining Volunteers</i>
10:00 to 11:30 a.m.	RMAF Board of Directors Meeting
10:00 to 11:15 a.m.	<b>WORKSHOPS</b>
#1	<i>Renner/ISA Innovations Award Finalist Presentations</i>
#2	<i>Weather Insurance: Are Covered?</i>
#3	<i>How Much Exposure Are Your Sponsors Worth?</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	IAFE Zone 7 Meeting
6:00 to 6:30 p.m.	Social Networking
6:30	Dinner
7:30	Presentation of Summit & Innovation Awards
8:00	Passing of the Gavel Ceremony

### NOTE: Fair Member Convention Items

- We will have a "Share Center" in the Montana Convention Center Ballroom. Bring your fair items to share with other fairs so that you can exchange ideas.
- Be sure to visit the Service Member display rooms to see what they have to offer your event. Service Member display rooms are open for visitation during specific times during the convention & they are located in the hotel lobby atrium tower, floors 3 thru 7.
- Be sure to bring your auction items which can be checked in with the RMAF Convention Office, located in the Cottonwood Room in the hotel lobby.

CONTACT THE RMAF OFFICE FOR WAITING LIST STATUS



# Keynote Speaker : Candy Whirley



Buckle up...your adventure is about to begin with Candy Whirley! Thursday, November 8, 12:30 p.m.

## EXPERIENCED

**Candy brings 'real world' experience from many industries including: training, retail, customer service (certified by International Customer Service Association – ICSA), restaurant, entertainment, management, youth ministry and business owner.** Candy has been speaking over 25 years and has owned SBG Services, LLC for 16 years. She has spoken nationally and internationally, some clients include: Million Dollar Round Table, Society of Human Resources Associations, and International Society of Association Executives, GE, Hallmark Cards, Inc., Wal- Mart, AgStar Financial and Johns Hopkins Medical Center.

## INVOLVED

Candy has a history of involvement with the National Speakers Association (NSA) at both the Chapter and National Level. She's held positions with the Chapter Leadership Committee and National Educational Committee. She has also served on the Chapter Board of Directors and was the 2007-08 President of the NSA Kansas City Chapter.

## SMART

Graduated Cum Laude from Missouri Western State University with a B.S. Degree in Speech Communications, and Human Relations Emphasis, and has earned her Masters in Management at the University of Phoenix. She also holds the Certified Speaking Professional designation.

## ENTERTAINER

You may recognize Candy, she is a former Kansas City Chiefs Chiefette, performed at Starlight Theater in Kansas City, and modeled for the Kansas City Star Magazine.

## AUTHOR

**Candy's hard copy and digital products include: Top selling book, It Takes 4 To Tango, DVD's: It Takes 4 To Tango, Bridging the Gap and Emotional Intelligence, Creativity Boot Camp Instructions and Game Bag.**

[www.candywhirley.com](http://www.candywhirley.com)

# Safe travels...see you in Billings!

