

NDWS Board of Director's Meeting
Monday, January 11, 2016 ~ Rosebud Visitor's Center/NDWS Office

Those in attendance at the NDWS Board Meeting were as follows: Dana Didier, Beth Didier, Bill Carlblom, Dawn Riley, Jim Nelson, Matt Kvien, Pete Paulson, Tim Ost, Doug Muske and Angie Curtis. President, Beth Didier, called the meeting to order.

Review of Minutes: The minutes from the December 14, 2015 meeting were reviewed and a motion was made by Dennis to approve the minutes as written. Motion was seconded by Pete and motion carried.

Financial Reports: The financial reports were reviewed and a motion was made by Dennis to approve the financials; motion was seconded by Doug and motion carried.

North Star Classic Recap: The North Star Classic had approximately 500 entries; this number was up from the last couple years, but similar to 2012 and other years past. Though the number of cattle consigned to the sales was increased by nearly 20 from last year, the sales commission was down from last year, due to nearly 30 no-sales. The NSC comparative financial information was reviewed; the NSC has operated at a loss for numerous years; again discussion turned to how long should this show continue operating at a loss? The heat is a major expense, with the fee nearly \$7000 just to turn it on; perhaps it is best to close the building from November to February and focus on getting more events the rest of the year. With the dinner show factored in, the show still had a loss of over \$2000 and, if not factoring in the dinner show, over \$10,000. The dinner show could be held without having the events at the barn. Alternative heat and light sources, a solar wall and LED lighting for example, need to be looked into. Having an event where the heat would not have to be turned on, such as team roping, was also discussed briefly.

A livestock committee meeting is scheduled for next week, January 20th, so this will be discussed further there. A motion was made by Doug however, to recommend the discontinuation of the NSC. Dennis seconded the motion, with Pete and Jim voting against the motion.

Winter Show Sponsorship: Sponsors need to be contacted. Lists were emailed, as well as handed out at a previous meeting.

Building Improvements: Dawn shared the proposal from Enterprise for the front entrance addition. The total cost would be \$639,000, for a 40 by 165 foot structure, that would replace the current ticket areas. This would include offices, a conference room, ticket area and storage space. Benefits would include the saved time and labor not having to move back and forth for events, having the manager on site and would also eliminate the over \$800/month rental fee currently paid at the Rosebud. If the area is not replaced, the front entrance needs to be repaired anyway, with that expense estimated over \$100,000. Discussion turned to the expense total however and that heating and lighting issues need to be addressed as well. Ultimately a motion was made by Matt to pursue financing the front entry project, along with infrastructure upgrades. The motion was seconded by Doug and motion carried. Dawn will contact Tory at Bank Forward to discuss loan options.

Truck Pull: Pete has talked to the SE Pickup Pullers and they are on board with having the pull again during the Winter Show. The organization from Northwood does not put on pulls, however, there were problems with the SE organization not having insurance until shortly before the event. Jim will contact the Northwood group again, for their recommendation on any other association, before going with the SE group.

Committee Reports:

- A. *Rodeo Queen:* Application is on the website; no other report.
- B. *Arena/Grounds:* Matt will take over the fan project that Nick Holm had committed to. The roping area panels were discussed briefly. Matt will check with Priefert on getting new panels. Dawn has a cooler for the pub ordered.
- C. *Commercial/Concession:* Vendor forms are coming in. Bob Bullinger, with Featherlight Trailers, has said he will not be coming this year due to health problems; Jim will talk to him though before the space is reassigned. Lots of forms are in already and many calls have been received from interested vendors who have not been to the show before. The Ag Challenge was discussed briefly; no speaker info from Brad at this time. As always, getting traffic to the area is a concern; perhaps having a free lunch would draw some attendees for speakers.

Dacotah Bank is interested in sponsoring, so they will be contacted about sponsoring and serving a lunch. The AgCountry sponsorship will now be specified for the speakers and seminars, so the SEB stage will be the "AgCountry Stage".

- D. *Concert/Karaoke*: Dawn has hired security for the concert night, with the fee of \$985, for 8 people for 5 hours. This is in addition to the county security. Concerning the karaoke, Paul Leier has been contacted about doing the karaoke at the Eagles and entry forms will be online soon.
- E. *Crop Show*: No report.
- F. *Finance*: Discussed previously.
- G. *Horses*: Horse show is scheduled for April 30-May 1.
- H. *Labor*: Ads are out for seasonal labor.
- I. *Livestock*: NSC discussed previously. Livestock committee meeting is scheduled for January 20th.
- J. *Rodeo*: Jim will have the rodeo personnel information for the posters into the office by this Friday. The Friday rodeo performance will be designated as a military appreciation performance, with discounted ticket prices for military and kids. Following the Friday performance will be the slack rodeo at 9:30. Concerning the ranch rodeo, Matt's father-in-law is not able to do the rodeo again, so he is talking to Howard Larson who is interested in also having a summer series, with four ranch rodeos.
- K. *SEB/Ag Challenge/HPG*: Discussed previously
- L. *Ag Hall of Fame*: Beth has not talked to Gerry yet about doing the Ag Hall of Fame Induction Ceremony. She will do this if he cannot.
- M. *Sponsorship*: Dawn has contacted the new hotel, GrandStay, about the rooms needed during the show. Between AmericInn and GrandStay, the over 40 rooms needed are sponsored. Also pertaining to sponsorship, the banners and storage of them was discussed briefly. The banner room needs to be organized; Dana will take care of this.
- N. *Timeless Traditions*: Applications for the events are going out. No other report.

Other: Dana relayed that he has been contacted by Dan Elston, with Five Star Bucking Bulls, about having an event at the barn after the Winter Show; Matt has been approached as well. A lengthy discussion took place pertaining to the discussion the BOD made back in October, agreeing to pay Five Star \$3000, after Five Star had two events at the building. Dawn had made the contracts, but was not welcomed to participate in the meetings between Five Star and the NDWS BOD. Do we want to compromise the manager for Five Star? Dawn stated her disapproval of the board's former decision and expressed her feelings that Five Star had two events that failed and now the NDWS is paying for them; as long as she is here they won't be back in and if that is the decision that is made, to look for a new manager. The \$3000 check has not been sent yet and she will not sign that check. It was relayed by Matt that at the meeting, it was decided that the \$3000 was payment for chute rental after the bull event and, though there was no contract, the board decided to pay them for that, to not jeopardize the relationship with both groups in the future. Jim stated to write the check and he will sign it. Dennis relayed as well that the BOD made the decision and the BOD will sign it. Ultimately a decision was made to not rent out the facility to Five Star at this time and apologies were expressed to Dawn for not being informed of the BOD's decision following the October meeting. The finance committee will take care of getting the check to Five Star, so that both entities may move forward.

The meeting continued, with the following also discussed in "other business":

- The issue of board members not attending the meetings was addressed and whether or not there needs to be a minimum number of meetings attended to remain a member. Jim will talk to both Brad McKay and Kevin Christensen about this and Pete will talk to Nick Holm.
- Pete has talked to Tony Heinze and he will conduct the consignment auction on Wednesday of the show, as well as the Classic Steer and Hog Auction, at the Eagles on Sunday night.
- Ambulance – Jim and Dawn will meet with the ambulance personnel the end of February, to discuss the events their services are needed at.

No other business was discussed at this time and meeting was adjourned by Beth.

Respectfully Submitted by: Angie Curtis, NDWS Event Coordinator