

NDWS Board of Directors Meeting
Monday, December 12, 2016- Rosebud Visitor's Center/NDWS Office

Those in attendance for the meeting are as follows: Dawn Riley, Beth Didier, Dana Didier, Pete Paulson, Bill Carlblom, Kevin Christensen, Brad McKay, Tim Ost, Jim Nelson, Whitney Vogel, Matt Kvien, and Lisa Yokom.

Beth called the meeting to order.

2- Review of Minutes- Tim made the motion to approve the minutes as written, Kevin seconded it, motion carried.

3- Financial- Dawn says we have absolutely no cushion in the bank account. Right now we have about \$40,000. We lost a lot of money on the Roughrider Rodeo, about \$20,000. Then there were additional expenses on some little things (fixing stuff up at the barn), like the water pipe froze and broke, \$600 alone for a new meter, and then to fix the shut-off valve. There is some money in for the March Winter Show as of right now. There were about 126 letters sent out to ones who haven't sponsored for a while, few have come back already, with one being \$1000. On the electric bill, some should be compensated back for the unusually higher bill last month, Bill is getting it figured out and will let us know. The November electric bill is actually pretty low this time around, although the South Exhibit Building's heat must have been left on, as it was about \$500 more than usual. Sponsorships and Commercial exhibits will be worked on this week- Dawn will request to Agrium to see about sponsorship. Dawn will talk to Dennis Novachek in Kindred and also Bobcat, considering they haven't in a couple years. Office expenses are up this year from last year, for new computers and a copier machine. Dawn then mentioned she wants to get an ATM machine up at the barn that doesn't need phone line. Right now Century Link currently provides us with this and we get charged \$300/month for that phone line into the ATM. Dana moved to approve the financial, Brad seconded it, and motion was carried.

4- North Star Classic/Cattleman's Ball and Sale- we will know more after the sales meeting. Dawn was counting the ticket sales and we were actually 29 short on selling tickets rather than 9, like originally thought, so actually 251 sold. Brad mentioned that he still had one. Rich, from the Eagles, added a room fee of \$300 and tax, along with 280 billed meals. Dawn had originally told Rich, it was to be all-inclusive at \$25/plate. There were to be no plastic anything on any tables, and hold wine on all tables to make as more of a formal event. There were some plastic stuff out and there was not wine on all the tables, etc., Dawn will talk to Rich and try to get it figured out. Feedback- everyone loved the Cattleman's Ball and Sale event, and was wanting info for the next year about it! Also we will need to figure out the ringmen's service and why did Tony Heins charge a consulting fee of \$500?

5- Winter Show Raffle- We are having the "Souped-Up John Deere" per Brad, VIP package, per Tim, and \$1500 cash, everyone agrees to keep that cash as a prize, as everyone likes money. Should we have five cash prizes of \$500? We need to sell 250 tickets at \$100/piece. Dawn will get those tickets made up and ready by following week, she will need to get site authorization with fee.

6- Dawn would like to try something new for upcoming ticket sales events. There is a company she has been talking with about providing tickets for different events that will include everything from online tickets and sales to non-transferrable hand stamps. You can even get an app on your phone. It will raise the ticket prices by about \$2 per ticket per event. Pete is wondering why this would be helpful. Dawn said people could buy their tickets online, keep their ticket on their phone, and it eliminates tickets that

we end up throwing away, (sometimes up to \$1000 worth). There is no contract with this company or leasing, the company gets \$2 for every ticket sold, but complimentary tickets are free (always). This may save on labor costs. Only online tickets or mobile tickets have no handling charge, but we will keep all tickets at one price.

On another note, the bleacher seat numbers to be redone and reassigned, hopefully to be done before the Show in March.

7- Board Member Vacancy- Dawn said there is a vacancy on the board- Kevin asked if we still need that spot. She mentioned that Dan Donnelly would be a great addition, Jim and Whitney, both agree he would be good to add to our board. He helped a lot at the North Star, his wife shows cattle, Dan is willing and interested in being on the Board, and he would come in at a full 3-year term. The board does need to talk to Nick Holm about his membership, since he hasn't attended meetings in a long time, and his term ends in 2017. Jim motioned for Dan Donnelly to be accepted on to the Board, Tim seconded it, motion carried. Dan is now on the Board of Directors.

8- Sunday night entertainment- Monster Trucks would need a couple days to set-up in Main Arena, which wouldn't work for us. It is a 2-3 hour void to fill, so Dawn has asked everyone to think about it and let her know their ideas.

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- A. Rodeo Queen- nothing to report at this time
- B. Arena/Grounds- Dawn said she got a phone call from the DOT about the snow piled up against the fence, it can't be there. Needs to be moved ASAP. With the frozen pipes talked about earlier in this meeting, Dana thinks the company installing the new heating system may have accidentally turned it off, to make that pipe freeze. Dana then did bring up the entryway (both front and breezeway) that is leaking, he doesn't know if it was condensation or not.
- C. Commercial/Concession- Dawn will start moving things around for exhibitors this week. Tubs of Fun wants 4 spots in the main building, which they will need power Blairview wants 10 spots.
- D. Concert/Karaoke- Not much to report on this, Tim will talk to Paul and get judges lined up, etc. Beer garden is the VFW this year, all they need to do is show up and sell the beer. We will have everything all set up. Although we will need to talk to manager of the VFW to make sure they will about 20 people or so to run around in there. Tim and Dawn will talk to him, Marlyn Hegler, manager at VFW.
- E. Crop Show- nothing to report at this time
- F. Finance- nothing to report at this time
- G. Horses- Our show is in June, as for the others, contracts are out, and Appaloosa will give their dates to us soon.
- H. Labor- Nikki will be leaving for a while, due to another job. Nick is around and will be here to help. We will start looking for more help in January.
- I. Livestock- nothing to report at this time, other than Dakota Power Bull Sale that will be in February, if heat is fixed by then, they could maybe be in main arena (roughly around 60 head or so).
- J. Rodeo/Ranch Rodeo- Matt said we will do same as last year, 8 teams, 5 events, 2 hour and 15 minute show. Jim says we should do a light show and pyrotechnics in the arena during the Rodeos. Dawn said she mentioned that a couple years ago.
- K. SEB- Brad has a list of speakers and such, he is working on it. It will be as of right now, Marketing Monday, Agronomy Tuesday, and Livestock Wednesday, so far.

- L. Ag Hall of Fame- Tim said meeting went well, about 9 people were there. ND Farmers Union wants to sponsor Ag Hall of Fame. 2 names are picked and will be announced, but when? Also Tim is wondering, can we have a kiosk that we can have at other locations to be able to look at Hall of Fame? When it isn't being used otherwise, it could just be kept at the office storage. So they don't have to just go to Rosebud Center or the barn to look at it. Dawn then mentioned that she did get it on the website with it's own tab now as well. Also during the Winter Show in March, how can we highlight the inductees to get the word out, or more exposure of it?
- M. Sponsorships- Nothing to report at this time
- N. Timeless Traditions- Dawn said that she combined Antique Show with the Junk Boutique, and to not have "My Trash-Your Treasure" because they end up being the same people/vendors from the Junk Boutique. The "Tasting Bee" is getting harder to keep going- we will see this year if we are having it or not. The Looney Lutheran Ladies will hold the luncheon.

10- Other- Matt has an idea for the banner room at the barn, he will get everything figured and let us know. Kevin says people want a bull sale, we can rent out the building and the stalls at \$30/stall There needs to be an actual contract set up to go off of, and a committee to figure that out. Dana will be on that committee along with Dawn and Jim.

Tim then gave his condolences to the Ingstad family for the loss of Jan Ingstad. Dawn then let everyone know the next meeting will be on January 16th at 6pm. Also Dawn let everyone know of the Gun Show that will be up at the barn. The Dakota Guns Territory that usually hold their show in Fargo at the Air Museum, doesn't want to this year, so their 39th Annual Show will be held up at the barn, the weekend of January 7-8, 2017. So it will most likely be in the SEB (smaller area for security reasons) and to shut-off garage doors during that weekend of the show, so others with a garage door opener can get into building. It will be \$3500 for rent and tables will be included.

With nothing else to report, Pete then adjourned the meeting.

Respectfully submitted by: Lisa Yokom Event Coordinator