



**Teton County Fair Board
Regular Meeting Minutes
Monday January 10th, 2022 @ 5:30PM
ZOOM Meeting**

Mission: To produce an exceptional fair while promoting Jackson's western heritage, uniting urban and rural communities in celebration.

Vision: To actively engage in the pursuit and promotion of our rural and agricultural heritage, from neighborhood back yards to family farms and local businesses.

- I. Call to Order
Zach calls the meeting to order at 5:32 PM.
- II. Roll Call/Pronouncement of a Quorum
PRESENT: Zach, MB, Hannah, Matt, Tere, Steve, Amy
ABSENT: Debbie & Donnie
ALSO PRESENT: Rachel Grimes, Sarah Mann, Glenn Owings, Blair Maus, Rebecca Bextel & Mark Jackowski
- III. Adopt Agenda
Hannah motions to adopt the January 10th, 2022 agenda. MB seconds the motion. All in favor, no discussion. Motion passes.
- IV. Approval of 12/13/21 Regular Meeting Minutes

Donnie arrives at 5:34PM.

MB motions to approve the December 13th, 2021 regular meeting minutes. Hannah seconds the motion. All in favor, no discussion. Motion passes.

- V. Public Comment
Blair Maus – Save the Rodeo/Fair Grounds, would like to visit with any Fair Board members that are interested in their cause. Her email is blair@deeringwine.com

Rebecca Bextel – Save the Rodeo/Fair Grounds, would also like to visit with any Fair Board members that are interested in their cause. Her email is rebeccabextel@gmail.com

Debbie arrives at 5:37PM.

ACTION ITEMS

- VI. 2022 Fair Night Event Proposals
Rachel refers to the chart of proposals that is in the Board Packet suggested motions. Rather than having to flip through every proposal, this chart gives a quick snapshot of each proposal and the cost.

Event	Cost	Additions	Notes
Freestyle Motocross	\$13,500	Add extreme lawnmower races, \$750	Will require a track to be built, may be difficult to turn the arena around fast enough for horse/livestock events
Monster Truck	\$21,250	Add monster truck races, \$4,250	Will require equipment and a track to be built, may be difficult to turn the arena around fast enough for horse/livestock events
Ninja Nation	\$16,000	5 hotel rooms for 7/26-7/28	Will carry our \$1,000 deposit over from 2020 and 2021
Octane Addictions	\$20,000		Will get their own motel rooms.
Utah Horse Pullers Assoc.	\$5,000	\$500 additional to bring their own announcer who knows the event and the contestants	We cut them a check and they run the whole show w/ a few additional volunteers, prefer packed ground vs. groomed arena. We could also budget some additional added money to sweeten the pot for the pullers and also run a calcutta before the pull to raise money for Shriners or some other local nonprofit. They will likely leave after the event and head on to their next destination.

The Board discusses the logistics and timing of turning the arena around from a moto event back to the condition appropriate for horses and livestock in the middle of Fair Week. Both the Freestyle Motocross and the Monster Truck events require a substantial track build, and tear down, that require staff time and heavy equipment that the Fairgrounds does not have. If we rolled the arena for a Wednesday night concert, it could stay rolled for Ninja, Octane Addictions or horse pulls, but not the others. The Board discusses the cost of each event and what ticket prices we'd have to consider charging to offset expenses. Rachel presents the Special Fair Revenue Fund Balance to the Fair Board, including current expenses and the remaining fund balance after commitments are made. If we spend more in one area, there is less fund balance available for other acts.

MB motions to approve the Utah Horse Pullers Association proposal for \$5000. Hannah seconds the motion. Hannah, MB, Zach, Steve & Donnie vote in favor. Matt, Debbie, Tere & Amy vote in opposition. Vote is 5 to 4. The motion passes.

Rachel mentions the Utah Horse Puller proposal price, plus an additional \$500 for their announcer. The announcer travels the circuit, he knows the families and the teams involved, as well as the event itself. It would be a good idea to have the association bring their own announcer to educate the crowd about the event and keep them entertained. Rachel suggests that the Board considers adding some more money to the event to sweeten the pot for the pullers.

MB motions to accept association's announcer for an additional \$500, and to set the date for the event on Thursday July 28th, 2022. Matt seconds the motion. Discussion: Matt asks if we are responsible for bringing the teams in or is the association? The association will bring the teams. We are not be required to host the contestants and their horses overnight.

Hannah, MB, Zach, Steve, Matt, Amy & Donnie vote in favor. Debbie & Tere abstain. Vote is 7-0-2. Motions passes.

VII. 2022 Fair Strolling/Free Act Proposals

Rachel refers to the chart of proposals that is in the Board Packet suggested motions. Rather than having to flip through every proposal, this chart gives a quick snapshot of each proposal and the cost.

Act	Cost	Additions	Notes
Adventure Quest Events- Mini Golf Course	\$1,600/day for 4 days = \$6,400	1 hotel room for 5 nights	Could place on one of the tennis courts
All Aboard Train	\$1,200/day for 4 days = \$4,800	1 hotel room for 5 nights	Will charge us a \$2,200 cancellation fee if we cancel again this year. They need a place to plug their enclosed trailer with access to power.
Animal Cracker Conspiracy	\$1,400/day for 4 days = \$5,600	1 hotel room for 5 nights	Needs a changing room.
Backyard Petting Zoo	\$8,352	2 adjoining hotel rooms for 5 nights w/ complimentary breakfast, plus a 30'x 40' tent for coverage (\$1,500-\$2000)	Also need access to power and water for the animals. This will take a large footprint so where do we put this attraction?
Creative Clowning by Sparkles & Ravioli	\$2,200/day for 3 days = \$6,600		Their price has increased substantially from last year. They are also opting to secure their own lodging for 2022.
Illusions Plus, LLC	\$2,495 for entire inflatable package	1-2 hotel rooms for 5 nights	Needs a parking spot for backstock trailer w/ access to power. We can put this attraction on the other tennis court.
Mime & Copper Cowboy	\$950/day for 4 days = \$3,800	1 hotel room for 5 nights	Needs a changing room.
Slim & Curly	\$1,000/day for 4 days = \$4,000	2 hotel rooms for 5 nights.	
The Wilder Show	\$1,000/day for 4 days = \$4,000	1 hotel room for 5 nights	
TOTAL	\$39,447		

Hannah suggests we break the Free/Strolling acts down into categories. The Board decides to discuss the acts for the tennis courts first i.e. mini golf and inflatables. Tere asks if we have to choose one or the other or if we can do both? The Board can choose both proposals if they want to utilize both tennis courts. Steve asks if the size of the tennis courts is adequate for these attractions. Rachel says that Adventure Quest did not ask for the dimensions, but they are aware that they will be on a tennis court. Illusions Plus did ask for dimensions of the space, which Rachel sent him, and he was confident all 6 inflatables would fit.

MB motions to approve the Adventure Quest mini golf proposal for \$1600/day for 3 days and 4 nights of hotel rooms and the Illusions Plus proposal for 3 inflatables instead of 6 for 3 days and 4 nights of hotel rooms.

Rachel asks that Board to approve each proposal individually.

MB withdraws her motion.

MB motions to make a counteroffer to Adventure Quest mini golf proposal for \$1600/day for 3 days (Fri, Sat, Sun) and 4 nights of hotel rooms. Matt seconds the motion.

Discussion: MB mentions that we can decrease the number of days for each proposal and make counter offers to save a little money.

Vote is unanimous in favor. The motion passes.

MB motions to make a counteroffer to Illusions Plus proposal for 3 days (Fri, Sat, Sun) and 4 nights of hotel rooms. Steve seconds the motion.

Discussion: Rachel asks the Board which 3 of the 6 inflatables pictured in the packet they would like to have. Hannah mentions that if we approve this, we probably shouldn't also approve the petting zoo because they are both expensive. Amy is not comfortable voting on this proposal without knowing the exact price of 3 inflatables instead of 6.

Tere and Donnie vote in favor. Hannah, Steve, Zach, Matt, Debbie, MB vote in opposition. Amy abstains. The vote is 2-6 -1. The motion fails.

The Board discusses the "parking lot" acts next i.e. All Aboard Train and the Petting Zoo.

Matt motions to accept the proposal for the All Aboard Train as written. MB seconds the motion.

Discussion: The Board comments on the upcoming challenges with the unknown future of the Exhibit Hall and that we should prepare for everything to be north of Snow King Ave.

The vote is unanimous in favor. The motion passes.

Hannah motions to approve the Petting Zoo proposal as written. MB seconds the motion.

Discussion: Steve asks about making a counteroffer for 3 days and 4 nights of lodging to save a little money. Rachel says that with them having to haul animals, get them vet-checked, and the set-up, she doesn't know that 3 days will be worth it for them. The cost of the tent for us is the same whether it gets setup for 3 days or 4 days. Zach & Tere agree that if we have the grass by the Exhibit Hall, the petting zoo can setup there.

Steve, Matt, Amy, Hannah, Donnie, Zach, Debbie, & MB vote in favor. Tere abstains. Vote is 8 -0-1. The motion passes.

The Fair Board discusses the strolling acts i.e. Animal Cracker Conspiracy (silt walkers), Creative Clowning by Sparkles & Ravioli, Mime & Copper Cowboy, Slim & Curly, The Wilder Show (both a stage show and a strolling act). Hannah mentions that the Big Top Committee would like 2-3 strolling acts that can also be under the tent or on the grass and possibly perform some shows on the stage. Amy mentions that The Wilder Show is bilingual and that may appeal to our Latin X fairgoers.

Matt motions to make a counteroffer to The Wilder Show proposal for \$1000/day for 3 days (Fri, Sat, Sun) and 4 nights of hotel rooms. Steve seconds the motion.

Discussion: Tere suggests that we stagger our strolling acts so they are spread out and not all here at the same time.

Vote is unanimous in favor. The motion passes.

Hannah motions to make a counteroffer to Slim & Curly proposal for \$1000/day for 3 days and 4 nights of hotel rooms. Matt seconds the motion.

Discussion: Which 3 days does the Fair Board want them here? Tere suggests that we have them come Thursday, Friday & Saturday to help work the crowd at horse pulls on Thursday and at the rodeo on Saturday.

Hannah withdraws her motion.

Hannah motions to make a counteroffer to Slim & Curly proposal for \$1000/day for 3 days (Thurs, Fri, Sat) and 4 nights of hotel rooms. Tere seconds the motion.

Tere, Amy, Debbie, Matt, Steve vote in favor. Hannah & Donnie vote in opposition. MB & Zach abstain. Vote is 5-2-2. The motion passes.

Tere motions to approve the Mime & Copper Cowboy proposal for \$950/day 3 nights (Thurs, Fri, Sat) and 4 nights of hotel rooms. Debbie seconds the motion.

Discussion: Matt says that this act prefers to perform in the evenings when its cooler out. We don't really need this kind of entertainment in the evenings.

Tere, Debbie & Amy vote in favor. Matt, MB, Hannah, Donnie, Steve vote in opposition. Zach abstains. Vote is 3-5-1. The motion fails.

Tere motions to approve the Animal Cracker Conspiracy proposal for \$1400/day for 3 days (Fri, Sat, Sun) and 4 nights of hotel rooms. MB seconds the motion.

Vote is unanimous in favor. The motion passes.

Hannah motions to approve the Creative Clowning proposal for \$2200/day for 3 days (Fri, Sat, Sun) and no lodging. Matt seconds the motion.

Discussion: Rachel mentions that their daily price has gone up substantially from last year. In this proposal, they are not asking us to cover lodging for them, which probably explains the increase.

Hannah says she doesn't know if we need clowns on top of the rest of the acts we've approved tonight. Zach says if we don't hire them back this year, we might lose them altogether and clowns are not easy to find.

Matt votes in favor. Tere, Zach, Donnie, Steve, Debbie, MB, Hannah vote in opposition. Amy abstains. Vote is 1-7-1. Motion fails.

VIII. 2022 Vendor Packet & Timeline

Rachel refers to the redlined version in the Board Meeting packet. The major change in the vendor information this year is to the timeline. In the past, we have opened vendor applications on February 1st and closed them on June 1st. Vendors weren't receiving confirmation until mid-June. Many have communicated that a confirmation so late is difficult for them when planning their summer season. For 2022, we will open vendor applications on January 19th and do a mail out. We will close them on April 1st, which is 2 months earlier than before. We can then notify vendors of their space in our Fair by mid-April. Rachel says that staff has built up a larger vendor mail-out list by reaching out to other Wyoming fairs and getting their vendor lists. Hopefully, we'll get some new vendor applications with more variety and more options to choose from.

Hannah motions to approve the 2022 Vendor timeline, application, rules & regulations as presented. Steve seconds the motion.

Vote is unanimous in favor. The motion passes.

DISCUSSION ITEMS

IX. 2022 Sponsorship Updates

Rachel draws the Board's attention to the chart in the suggested motions in their packet, which shows who has donated, how much, and what they are sponsoring.

Matt asks about Exhibit Hall Department sponsors and what we will do if we lose the space and can't have that portion of Fair this year. Rachel recommends we proceed business-as usual with promoting them and if we lose the space, we'll cross that bridge when we come to it. We can offer to refund those sponsorships or reallocate them.

X. Fair Service Contract Updates

Invitations to Bid were emailed to the JH News & Guide on 1/6/22. Bid information will be released on 1/12/22, published on 1/12/22 and 1/19/22, with a deadline to submit of 1/24/22. Rachel will email all bid docs to our past contractors on 1/12/22. Bid openings will take place every 30 minutes on the afternoon of 1/24/22 starting at 1:00PM and ending at 4:00PM. Bid information will also be posted on www.publicpurchase.com and www.tetoncountyfair.com Staff will also promote the bid openings on social media and potentially write a press release.

OTHER DISCUSSION ITEMS

XI. FY22/21 Fair Budget Review & Updates

Rachel will update the Special Fair Revenue Fund balance tracking sheet and re-email it to the Board. The current FY22 Fair budget details are included in the packet. We have some money remaining in this year's budget. We do need to purchase 20 more Figure 8 counters and a new cable. Zach will price these out w/ Balton at MyLaps. Rachel recommends putting some of the money toward 2022 Fair advertising i.e. our invitations to bid that are being published this Wednesday and next Wednesday. Royalty would still like to use \$500 for Royalty photos. Tere discusses hosting Royalty State mini-clinic locally and potential to use extra funds.

XII. Matters & Announcements from Board & Staff

- a. December Fair & Fairgrounds Manager Report & Updates

Rachel presents her December report and asks the Board if they have any questions.

- b. Fair Board Updates
- c. Fair Committee Updates

Big Top Tent/Vendors/Acts – Hannah thanks the Board for helping decide the free/strolling acts and vendor information for 2022 tonight. The committee will start working on programming and stage acts.

Concert – Steve lets the Board know that the committee met on 12/21/21. They decided, and recommend to the Board, that the concert take place on Wednesday July 27th in the Rodeo Arena. They will start putting a list of artists together with Shannon and hope to get a bigger headliner this year.

Exhibit Hall – no updates.

Figure 8 Races – no updates.

Fair Rodeo – Debbie says they are just waiting on stock contract bids to come back in on January 24th.

Royalty – no updates.

XIII. Other

A. LAEC Ground Training in Austin, TX January 17 & 18 – Shawn will be attending.

XIV. Adjourn

Hannah motions to adjourn the meeting at 7:52 PM. Matt seconds the motion. Vote is unanimous in favor. The motion passes.