

Lewis and Clark County Fairgrounds – Fair Board Meeting Minutes
September 22, 2021 – 11:30 am
98 W. Custer Ave., Helena MT 59602

Attendees:

Board members: Phil Porrini, Jo Young, Greg Pace, Mark Menke, Judy Rolfe, FayDee Hamilton, Mike Murray.

Lewis and Clark County Commissioner Andy Hunthausen

Staff: Kevin Tenney, Logan Gustafson.

Guest: Mike Gurnett

Phil Porrini, Chair, called the meeting to order at 11:35 am.

Approval of Minutes:

There were no corrections or additions to the August 2021 minutes. FayDee Hamilton motioned to approve the August 25, 2021 minutes, seconded by Greg Pace. Motion passed unanimously.

Financial Report:

Kevin Tenney reviewed financials:

- Financials looked good, and normal operating Revenues were doing great.
- Stampede Revenue was up near \$110,000. Most profitable fair yet, did this all without gate revenue as well.

Operations Report:

Kevin Tenney reported on operations:

- RFQ Bid
 - A group consisting of Kevin Tenney, Mark Menke, Phil Porrini, Misty Edwards, and Dan Karlin, went over Engineering RFQ, for the surface work on the fairgrounds, went through bids from 3 different companies, and will interview the chosen bidder in the future.
- Heating/Cooling System software is unresponsive, Core Control will be in to look at it.
- Reader Board went out again, waiting on a repair.
- New Website
 - MT Radio's digital branch is designing a new website, and online reservation system for the Fairgrounds.
 - The Cost will be \$150/month, with an initial cost of \$3000.00, website will be mobile friendly.
 - Phil stated that Carroll College also has moved to online ticketing, and offered that we may want look into what company they are using in the future.

- Concessions Pricing
 - Kevin said, a local food truck was not happy with the percentage the Fairgrounds charges vendors for selling food at the Fairgrounds, and asked for the Boards advice on if the charges seemed fair, Kevin also mentioned concessions sales are a very important revenue stream for the Fairgrounds.
 - Kevin also stated that the Concessioner, insinuated the Fairgrounds was losing out on business, because of the percentage of revenue that goes to the fairgrounds.
 - Jo Young, suggested that was the normal cost of doing business at an event center, and the concessionaire could offset the costs by raising prices.
- Boy Scouts
 - The Boy scouts will be using the parking lot for their Christmas tree lot this year.
 - They will help clean the pond area, and stalls in return for use of the parking lot.
- Entry Hall
 - Kevin is going to have a concrete company come in to look at the floors, but with the Booster shot drive through going on it will delay the work on the floor.
- VIP Room Sewer
 - Commissioner Hunthausen said that a sewer line to the VIP building could be eligible for relief money, and said that it would have to be a shovel ready project.

Events Report:

- Logan Gustafson gave an update on Events.
 - September's main vents consisted of Made in Montana, Beerfest, and the Fairground's Larry the Cable Guy show.
 - Made in Montana had a good show with around 2,700 people attending on their public day.
 - Beerfest had a good turnout, of around 300 people.
 - The Larry the Cable Guy show was a good showing, and got glowing reviews from those who attended.

Mike Gurnett Recognition:

- Phil Porrini, as the Chairman of the Fair board, wanted to recognize Mike Gurnett for all he does as the head of the Rodeo Committee, and all his hard work during the Last Chance Stampede and Fair.
- Phil also noted that Mike, spearheaded the naming of Cool Alley Arena
- On Behalf of the Fair board Phil Porrini presented Mike Gurnett with a metal Last Chance Stampede sign.

Adjournment:

- Greg Pace moved to adjourn the meeting. Judy Rolfe seconded the motion. It passed unanimously and meeting was adjourned at 12:39pm.