

ASSOCIATION OF IOWA FAIRS

2006 ANNUAL MEETING MINUTES DECEMBER 17, 2006

The 2006 Annual Meeting of the Association of Iowa Fairs was held on Sunday, December 17, 2006 at the Airport Holiday Inn in Des Moines. President Mike Codner called the meeting to order at 10:05 a.m.

Sue Barnes, Executive Secretary/Treasurer, called roll call of fairs and AIF Directors passed out membership certificate packets to each fair present. All fairs answered roll with the exception of Hawkeye Downs and Westfair.

President Mike Codner asked for new fair secretaries and managers to stand and introduce themselves. Those introductions include Dubuque County, Jackson County, Bremer County, Emmet County and Hamilton County.

Bob Fox, Mississippi Valley Fair, made motion to accept the minutes of the 2005 annual meeting held on December 11, 2005. Dennis Hammon, Clayton County, seconded motion. Motion carried.

Audit Committee Report: We, the undersigned Audit Committee, met on December 15, 2006 at 4:30 p.m. The committee examined the financial records of the past fiscal year of the Association of Iowa Fairs and finds them to be in proper order and in good stand. **Signed**, Dave Hoffman, Chairman; Debbie R. Henningsen, Pottawattamie County; and Rich Goshorn, Shelby County. *Doug Miller, National Cattle Congress, made motion to accept Audit Committee Report. Dave Westcott, Bremer County, seconded motion. Motion carried unanimously.*

Credentials Committee Report: We, the undersigned Credentials Committee, met on December 15, 2006 at 4:30 p.m. The committee examined the records of the Association of Iowa Fairs and found that 107 Iowa county, regional and state fairs have paid the proper dues and have met the membership guidelines as set up in the bylaws of the Association. Therefore, these Fairs are current members in good standing of the Association of Iowa Fairs. **Signed** Jim Mohr, Chairman; Jennifer Dodd, Boone County; Dale Ullrich, Ida County. Lawrence Peterson, Adams County, made motion to accept the Credentials Committee Report. Loren Schultz, Crawford County, seconded motion. Motion carried unanimously.

Elections Committee Report: We, the undersigned Election Committee, met on December 15, 2006 at 4:30 p.m. The following have been elected to the Association of Iowa Fairs Board of Directors by majority vote of members of their respective districts at caucus meetings held in conjunction with the fall district meetings; *Northwest District – Darwin Gaudian, O'Brien County; North Central District: Chad Oldenburger, Butler County; Northeast District: Lynn Dunn, Linn County, one year term; Northeast District: John Harms, Jones County; Southwest District: Jim Mohr, Carroll County; South Central District: Erlene Leonard, Jasper County; Southeast District: Don Cain, Clinton County. Signed: John Straight, Chairman; Tami Strait, Dallas County; and Dave Westcott, Bremer County. Ronnie Van Auken, Louisa County, made motion to accept the Election Committee Report. Bob Fox, Mississippi Valley Fair, seconded motion. Motion carried unanimously.*

Resolutions Committee Report: We, the undersigned Resolutions Committee, met on December 15, 2006 at 4:30 p.m. The committee presented the resolutions, as attached to these minutes. Refer to "Attachment #1". *Phil Hurst, Clay County, made motion to accept the Resolution Committee report. Dennis Hammon, Clayton County, seconded motion. Motion carried unanimously.*

State Funding Committee report: We, the undersigned State Funding Committee, met on December 15, 2006 at 4:30 p.m. to examine and verify funding reports detailing use of State Funds for 2006 by member Fairs of the Association of Iowa Fairs. Each fair listed has complied with Chapter 174.9 of the Iowa Code. Each fair listed on this report has presented a statement on its use of State Funding at the Association's fall district meetings, and verification of use of State Funding has been made by majority vote of members of their respective districts at the fall district meetings. The Board of Directors of the Association of Iowa Fairs has examined the report and has recommended the report be presented to the membership of the Association at the 2006 Annual Meeting for final approval, and distribution of state funding pursuant to Iowa Code, Chapter 174.10 and Chapter 174.12. **Signed:** Alan Brown, Chairman; Elaine Hinsch, Lyon County; Kerry Scheidegger, Calhoun County. *Curt Claeys, Clinton County, made motion to accept the State Funding Committee report. Dean Klus, Wright County, seconded motion. Motion carried unanimously. Refer to "Attachment #2" for complete report.*

Treasurer's report: Executive Secretary/Treasurer Sue Barnes presented the Treasurer's Report. Sue stated the financial records of the Association are audited, and tax reports prepared by, McGowan, Hurst and Smith CPA of Des Moines. She also reported that the Association has 8 festival memberships, 124 association memberships and 107 fair memberships. Sue reported the auction held on Saturday evening brought in \$20,433, plus there are several donations yet to be added to the auction income. Sue also thanked all the fairs for their diligence in returning their reports in a timely manner this year. *Bob Fox, Mississippi Valley Fair made motion to approve the Treasurer's Report. Ron Pullin, Black Haw County, seconded motion. Motion carried.*

President Mike Codner addressed the assembly. He thanked the fairs for their hospitality, especially the 37 he visited during the year and the 68 visited during his term of office.

AIF Legislative Advisor Barry Brauns spoke to the group, reminding all that Iowa has a new Governor and new legislator so it is very important to contact these people and tell the Fair story. He asked the fairs to visit with the legislators in their areas and orient them before next April on what the fair business is all about. The Legislative Session starts January 2007. He stated we have received funding for 10 years now and it still important to thank our legislators and recognize them. Invite them to your fairs! Other issues to be revisited this year will include the liability on vendors.

AIF Executive Director Tom Barnes addressed the assembly with a factual and inspirational message. Items and issues touched on include:

- Next year's Conference will be December 7-9, 2007.
- The secure website is available to fairs and he reminded all to sign up if they haven't done so yet. The AIF will be using the database on the secure site for emailing information.
- Tom reminded all that the IAFE Zone 5 meeting will be March 2-4 in Springfield, Illinois. IAFE is sponsored a Spring Manager meeting on March 13-15 at the Marriott in Des Moines. Prior to this meeting on Monday and Tuesday will be Dr. Stephen Neil training on E-coli.
- In the fair packets there was an economic survey which tells the impact fairs have on the state of Iowa, \$209,000,000+ in 2006, and capital improvements on county fairgrounds totaled almost 4 million dollars in 2006.
- Included in Fair packets are two samples of memorandum of understanding in between county fairs and local county extension offices. Tom suggested each fair look this over and partner with their ISU Extension office in this regard.
- Packets also have a list of the Spring District meetings. He asked that each fair share this information with their entire board.
- Iowa has new legislative faces and a new Governor. The AIF will host Legislative Breakfast at the State Capital on February 14 from 7 a.m. to 9:00 a.m. All Fairs are invited to attend this event.
- The AIF office works is hands on with its member fairs and has been a mediator in several instances and issues. Currently there are 12-15 such cases the AIF is going on at this time. It was suggested that fairs contact the AIF office or their district director with concerns.

Tom reminded all to 'look outside the box'. The fair industry has been growing and changing fast and philosophy is changing. There are always challenges with growth. Tom also challenged all to look at their fair in 5-10 years....what is in the future for your fair?

Tom repeated the "Three C's of Success – Communication; Care for What you Do; and Change". He also reminded the Fairs to keep in the forefront what the real mission of fairs is; to showcase the youth, and the highlight the heritage of the local community, and quoted Jimmy Carter, "We must adjust to changing times and still hold to unchanging principles." Tom asked ISF Queen to repeat her statement presented earlier in the Conference. Lydia Beck then stood to share her thoughts that the fairs are to inform, reward and inspire their local youth.

Tom reminded all that failure is a good way to learn. Try different things, and learn from each one. Tom read quote by Winston Churchill "Success is the ability to go from one failure to another with no loss of enthusiasm." He also stated that people are different, and will have different ideas and opinions. Tom said for fairs to be successful, those involved must "agree to disagree." Compromise is important today. Trying to please everybody will not work. Bill Cosby once stated "I don't know the key to success, but the key to failure is trying to please everybody."

Finally Tom thanked everyone for their work and dedication to their fairs, and support of the Association. Tom ended his report to the Association by a quote from Winston Churchill; "We make a living by what we make; we make a life by what we give."

AIF Director John Harms reported on the AIF's 100 Years of service. He reminded the assembly the theme of the AIF for 2007 is "One hundred years, one million memories." He asked fairs to highlight the 100 years of the AIF in their 2007 fair promotions. John also asked for Fairs to turn in their 1 page of history and one page with four pictures of the fair as soon as possible. More information will be shared at the spring district meetings.

No old business was presented.

Dennis Hammon, Clayton County, made motion to adjourn the meeting. Jim Mohr, Carroll County, seconded motion. Motion carried.

2006 AIF Annual Meeting minutes respectfully submitted by Susan Barnes, Executive Secretary

Attachments to Minutes: # 1, Resolutions Report; #2, State Funding Report

2006 AIF Resolutions Committee Report

We commend the Officers, Directors, and Managers of all the Fairs of Iowa for their efforts in promoting the advancement and education of Iowa's youth.

We commend the management and staff of the Holiday Inn Conference Center for their past and continued cooperation in hosting the conference and annual meeting, and look forward to a strong working relationship in the future.

We commend the members of the Association of Iowa Fairs for their continued commitment towards enhanced regulations for a stronger Association.

We commend the fairs of Iowa, their board members, spouses and volunteers for their dedication to their fair.

We commend Governor Tom Vilsack and members of the legislature for their continued support of the Fairs of Iowa and the fair industry, in general, in Iowa.

We commend the youth of Iowa, especially those in 4-H & FFA, for their dedication and hard work in regards to the fair industry in Iowa.

We commend all of the Associate Members of the Association for their dedication to the fairs of Iowa, and their commitment in promoting the mission of the Association.

We commend our sponsors and businesses that donate to and support our fairs to help bring quality education and entertainment to our industry.

We commend Gary Slater, Manager, his staff and Board of Directors for their dedication to the Iowa State Fair.

We continue to encourage the Iowa State Fair Board and the Association of Iowa Fairs Board of Directors to work together to promote a good working relationship between each Board, with the Iowa Legislature and with all Fairs throughout Iowa.

We resolve the fairs of Iowa and ISU Extension work together to promote and enhance the hard work and goals of the youth of Iowa.

We resolve the fairs of Iowa do everything within their power to promote honesty and fair play in the show ring, and teach the exhibitors the true value of their exhibits.

We resolve the Association of Iowa Fairs and its members work with the various entities of the tourism industry in Iowa to further the goals and efforts of each industry.

We resolve that all members of the Association adhere to the policies and deadlines set by the Board of Directors, as by doing so will promote a strong Association.

We resolve that each Fair in Iowa must have a voting delegate at the annual business meetings of the Association of Iowa Fairs, and the State Agricultural Society.

We resolve that in order to receive state funding a fair must be a member in good standing of the Association of Iowa Fairs, and must meet the requirements of state funding as written in the Iowa Code.

We resolve that each Fair in Iowa commend their board of supervisors for funding of their county fair.

Signed John Harms, Chairman; Jeannie Domeyer, Delaware County; Ron Pullin, Black Hawk County.

ASSOCIATION OF IOWA FAIRS 2006 STATE FUNDING REPORT

“2006” = projects completed using state funds allocated in 2006

“2007” = projects projected for the upcoming year using state funds allocated in 2007.

SUMMARY FOR 2006

Total received in state aid ----- \$1,060,000.00

Total spent on capitol improvements in 2006 by County Fairs ----- \$ 3,934,975.00

Average spent per County Fair on capitol improvements in 2006-----\$ 42,771.00

NOTE: Iowa State Fair not included in this report.

	ADAIR COUNTY		BLACK HAWK COUNTY, NCC
2006	New electrical service in dairy and beef barn.	2006	Renovation of Electric Park Ballroom.
2007	Varied industries bldg. improvements.	2007	New roof on livestock barn.
	ADAMS COUNTY		BOONE COUNTY
2006	New shelter.	2006	New swine barn.
2007	New HVAC and remodel 4-H bldg.	2007	Remodel bath house and restroom facility.
	ALLAMAKEE COUNTY, WAUKON		BREMER COUNTY
2006	Renovated dairy barn.	2006	New doors and siding on dairy barn.
2007	Replace both hog barns.	2007	New bleachers.
	ALLAMAKEE COUNTY, POSTVILLE		BUCHANAN COUNTY
2006	Renovate show ring.	2006	Payment on new restroom and showers.
2007	New beef barn.	2007	Payment on new restroom and showers.
	APPANOOSE COUNTY		BUENA VISTA COUNTY
2006	Completed horse barn renovations.	2006	Concession stand roof and misc. improvements.
2007	New show ring bleachers.	2007	Tuck-point grandstand.
	AUDUBON COUNTY		BUTLER COUNTY
2006	Renovate Agri Hall.	2006	Electrical upgrades.
2007	New kitchen in Agri Hall.	2007	New lights and front entry signage.
	BENTON COUNTY		CALHOUN COUNTY
2006	Remodeled 4-H restrooms.	2006	Addition to kitchen in 4-H building.
2007	New horse barn.	2007	New lights for fairgrounds.
	BLACK HAWK COUNTY 4H		CARROLL COUNTY
2006	New wash racks and doors on Barger Bldg.	2006	Finish Exhibit hall.
2007	Roof on livestock barn.	2007	Repairs to livestock barns.

SUMMARY OF STATE AID continued ...

	CASS COUNTY		DES MOINES COUNTY
2006	New restroom and shower.	2006	Campground improvements.
2007	New food stand.	2007	Swine and sheep barn improvements.
	CEDAR COUNTY		DICKINSON COUNTY
2006	New roof on Matthews bldg.	2006	Renovate beef barn.
2007	Floral hall roof.	2007	New concrete in livestock area.
	CERRO GORDO COUNTY		DUBUQUE COUNTY
2006	Payment on loan for 2005 improvements.	2006	Safety improvements to rack track.
2007	Continue payment on loan for improvements.	2007	Continue with safety improvements to track.
	CHEROKEE COUNTY		EMMET COUNTY
2006	Purchased real estate.	2006	Concrete in exhibit bldg.
2007	Continue paying on land purchase.	2007	Remodel fairgrounds office.
	CHEROKEE COUNTY, MARCUS		FAYETTE COUNTY
2006	Moved Mt. Pleasant Church to grounds.	2006	Kitchen addition to Pavilion.
2007	ADA restrooms for church.	2007	Remodel Stephans Bldg.
	CHICKASAW COUNTY		FLOYD COUNTY
2006	New fencing around grounds.	2006	New electrical and lights.
2007	New food stand.	2007	Replace beef barn.
	CLARKE COUNTY		FRANKLIN COUNTY
2006	New swine barn.	2006	Additional campground sites.
2007	New 4-H Exhibit bldg.	2007	Payment on bleacher project.
	CLAY COUNTY		FREMONT COUNTY
2006	New stage.	2006	New display building.
2007	New livestock barn.	2007	Renovate show barn.
	CLAYTON COUNTY		GREENE COUNTY
2006	New roof on 4-H office.	2006	Front entry to Clover Hall.
2007	Replace block barn.	2007	New restroom and shower facility.
	CLINTON COUNTY		GRUNDY COUNTY
2006	Finished new lunch stand facility.	2006	New Gazebo.
2007	New roof on auditorium.	2007	Shelter house improvements.
	CRAWFORD COUNTY		GUTHRIE COUNTY
2006	New foundation for cattle barn.	2006	Site work for amphitheater.
2007	Finish cattle and hog barn.	2007	Continue work on amphitheater.
	DALLAS COUNTY		HAMILTON COUNTY
2006	Addition to cattle barn.	2006	Wash rack renovations.
2007	New electrical for horse barn.	2007	New roof on cattle barn.
	DAVIS COUNTY		HANCOCK COUNTY
2006	New ticket office.	2006	New bleachers.
2007	New food stand.	2007	New lighting in grandstand.
	DECATUR COUNTY		HARDIN COUNTY
2006	Swine barn and 4H bldg. renovations.	2006	Replace seating in grandstand.
2007	New roof on exhibit bldg.	2007	Finish grandstand seating replacement.
	DELAWARE COUNTY		HARRISON COUNTY
2006	New roof on Kiddie Barn.	2006	Insulated 4-H building.
2007	New AC in Pavilion.	2007	New wiring in exhibit bldg.

SUMMARY OF STATE AID continued ...

	HENRY COUNTY		LINN COUNTY, CENTRAL CITY
2006	Multi purpose pavilion.	2006	Beef show ring roof.
2007	Sheep barn improvements.	2007	New stage with roof project.
	HOWARD COUNTY		LOUISA COUNTY
2006	New historical and office bldg.	2006	Addition to show ring.
2007	Payment on new historical and office bldg.	2007	Renovate floral hall.
	HUMBOLDT COUNTY		LUCAS COUNTY
2006	Misc. grounds improvements.	2006	New fencing and work on meeting room.
2007	New stage facility.	2007	Bleachers and sheep barn renovations.
	IDA COUNTY		LYON COUNTY
2006	New wiring in show ring and cattle barn.	2006	Beef barn addition.
2007	HVAC in commercial bldg.	2007	Remodel show barn.
	IOWA COUNTY		MADISON COUNTY
2006	Electrical upgrades to grounds.	2006	New wash racks.
2007	Security fencing.	2007	Remodel Home-Ec Bldg.
	JACKSON COUNTY		MAHASKA COUNTY
2006	New stage.	2006	New electric wiring to grandstand and grounds.
2007	Renovate entry to fairgrounds.	2007	New wiring in livestock pavilion.
	JASPER COUNTY		MARION COUNTY
2006	New shower bldg.	2006	New ceiling and lighting in 4-H bldg.
2007	Finish shower bldg.	2007	New restroom facility.
	JEFFERSON COUNTY		MARSHALL COUNTY
2006	Saving for addition to office bldg.	2006	Grounds fencing and announcer stand.
2007	Saving for addition to office bldg.	2007	New concession bldg.
	JOHNSON COUNTY		MILLS COUNTY
2006	Payment on new well for fairgrounds.	2006	Second payment on new show arena.
2007	Work on show barns.	2007	Final payment on new show arena.
	JONES COUNTY		MITCHELL COUNTY
2006	Amphitheater project.	2006	New track office.
2007	Amphitheater project second year.	2007	New announcer stand.
	KEOKUK COUNTY, SIGOURNEY		MONONA COUNTY
2006	Renovated livestock barn.	2006	Final payment on new bldg.
2007	Complete livestock barn.	2007	New fence and new bleachers.
	KEOKUK COUNTY, WHAT CHEER		MONROE COUNTY
2006	New restroom and food stand.	2006	New water service & hydrants to livestock area.
2007	Re-roof buildings.	2007	Work in sheep and hog barns.
	KOSSUTH COUNTY		MONTGOMERY COUNTY
2006	Remodeled hog barn.	2006	New ticket booth and new stage floor.
2007	Remodel grandstand.	2007	Renovations to exhibit bldg.
	LEE COUNTY		MUSCATINE COUNTY
2006	New youth learning center.	2006	Finish Pavilion.
2007	Tuck-point grandstand.	2007	New floral hall.
	LINN COUNTY, HAWKEYE DOWNS		O'BRIEN COUNTY
2006	Withheld	2006	Cover over entry and walkway.
2007	Withheld	2007	Lights and gates for arena.

SUMMARY OF STATE AID continued ...

	OSCEOLA COUNTY		TAMA COUNTY
2006	Remodeled beef barn.	2006	New cattle barn.
2007	Addition to grandstand.	2007	New wash rack and electrical upgrades.
	PAGE COUNTY		TAYLOR COUNTY
2006	New roof on show arena.	2006	New track & infield lighting/work on Red Barn.
2007	Renovate restrooms in cow palace.	2007	HVAC and insulate Red Barn.
	PALO ALTO COUNTY		UNION COUNTY
2006	New heifer barn.	2006	Saving for new lunch stand.
2007	Final payment on heifer barn.	2007	Saving for new lunch stand.
	PLYMOUTH COUNTY		VAN BUREN COUNTY
2006	New food stand and new bleachers.	2006	New restroom and shower facility.
2007	New show bldg.	2007	Final payment on shower facility.
	POCAHONTAS COUNTY		WAPELLO COUNTY, ELDON
2006	Finish calf bldg.	2006	New restrooms.
2007	Repairs to Expo and swine bldgs.	2007	New restroom in pits.
	POLK COUNTY 4-H/FFA		WAPELLO COUNTY, OTTUMWA
2006	New cattle tie walls.	2006	Withheld.
2007	Continue cattle tie walls.	2007	Withheld.
	POTTAWATTAMIE COUNTY, AVOCA		WARREN COUNTY
2006	New restrooms and grandstand.	2006	Horse barn renovated.
2007	New restrooms and grandstand.	2007	New water and electrical lines.
	POTTAWATTAMIE COUNTY, WESTFAIR		WASHINGTON COUNTY
2006	New security fence and power upgrade.	2006	New 4-H building.
2007	New doors and roofing on exhibit bldg.	2007	Continue payment on 4-H bldg.
	POWESHIEK COUNTY		WAYNE COUNTY
2006	Horse barn renovated.	2006	Horse barn and show ring updates.
2007	Purchase land.	2007	New bath house and restroom.
	RINGGOLD COUNTY		WEBSTER COUNTY
2006	New roof on commercial bldg.	2006	ADA ramps and poultry barn improvements.
2007	New water line and bathroom remodel.	2007	New lights to arena.
	SAC COUNTY		WINNEBAGO COUNTY
2006	New restrooms and patio area.	2006	Electric for show barn.
2007	Renovate fairgrounds office.	2007	Restroom renovations.
	SCOTT COUNTY		WINNESHIEK COUNTY
2006	Addition to shop bldg.	2006	New food stand and office renovations.
2007	New HVAC to 4-H bldg.	2007	Remodel north exhibit hall.
	SHELBY COUNTY		WOODBURY COUNTY
2006	New restroom facility.	2006	New storm shelter.
2007	Finish payment on restroom facility.	2007	Continue payment on storm shelter.
	SIOUX COUNTY		WORTH COUNTY
2006	New race track lighting.	2006	New security fencing.
2007	Air condition and insulate food stand.	2007	RV parking.
	STORY COUNTY		WRIGHT COUNTY
2006	Contingency fund for new horse facilities.	2006	New restroom and shower in office.
2007	Contingency fund for new horse facilities.	2007	New hog bldg.