

NAVAJO COUNTY FAIR, Inc. BOARD OF DIRECTORS
Special Meeting Minutes January 13, 2010

Board Members in Attendance: Alberto Peshlakai, Anna Amos, Don Fischer, Jimmy Crosby, Kelly Favro, Lori Reynolds, Mike Mellor, Mike Sample, Redgie Justman, Rusty DeSpain, Tim Kelley
Staff in Attendance: Mina Henning, Laura Brooks
Guests: Linda Kor
Excused Board Members: Allen Mitchell, Wendell DeCross, Wes DeSpain
Unexcused Board Members: Sara Hansen

1. **Call to Order:** Rusty DeSpain called the meeting to order at 8:22 p.m.
2. **President's Report:** Rusty will give his report at the end of the meeting.
 - a. **Facility Requests:**
 - i. Lori Reynolds is requesting the use of the Open Class Building on Monday, January 25th for a lasagna dinner for the Posse. Rusty wanted to remind the board of all the time that the Posse donates during the fair and to recommend approving the request at no charge. Don made a motion to approve the request at no charge. Mike Mellor seconded. Motion carried.
 - ii. JoAnn Smith is requesting the use of Martinez Hall on February 13th for the Dine Land Senior Rodeo Association end of the year banquet. The event will start at 4:00 p.m. and last until 1:00 a.m. Someone will need to do beer sales and be a sponsoring board member. Mike Sample asked if this was the same as last year. Lori stated that it was and that the board would need to find security, handle beer sales and have a sponsoring board member. Last year went well. They had a good band but because of scheduling conflicts most did not stay for the band. They had about 150 people in attendance last year. Lori normally charges \$50 per person for security and would have 4 security personnel in attendance. Mike Mellor made a motion to accept the facility request for February 13. Alberto said he would be the sponsoring board member. Jimmy seconded. Motion carried.
 - iii. Kelly Favro is requesting the use of the Open Class Building on February 20th for a bridal/baby shower for her daughters. Kelly would be the sponsoring board member. Mike Mellor made a motion to accept the facility request at no charge. Anna seconded. Motion carried.
3. **New Business:**
 - a. **Sponsorships:** Rusty requested this because Mina is at a standstill with going to sponsors until we know what we will be offering them. We need to decide how we are going to reward our sponsors. Mina passed out a list of 2009 Sponsors and what they donated/sponsored and what we gave them in return. A copy is attached and made part of these minutes. Rusty would like to see more of a contract form signed with each sponsor. The form should list what the sponsor is giving us and what we are giving them. We have some good sponsors that don't ask for anything in return and we have others that keep coming back for more passes. If we have contracts then there will be no questions on bills that are received. There would be a paper trail so that everyone knows what the deals are. Some sponsors we can have a straight across the board policy, with others we need to be able to make deals. We need to come up with something tonight so that Mina can start making contacts with sponsors. Mina stated that some sponsors are okay with contracts, but with some it will decrease the amount of their donation. Some sponsors write off their donations so the contracts can limit our sponsors. Rusty stated that the "little" sponsors will be okay without a contract, but the major ones need them. When we make a deal that we pay for one day and then they discount the rest is when we need the contract. Anna asked how much it costs us to make an

arena sign. About \$55. Anna inquired about raising the cost of an arena sign to \$250. Mike Sample said that we should not with the economy the way it is. Rusty stated that Holbrook and Navajo County are special. Everywhere else you go, they charge a minimum of \$500 for an arena sign that comes down right after the event is over. They do not receive any passes or anything. We have set a precedent. Some sponsors want to trade dollar for dollar. Mina stated that no one received dollar for dollar trade this year. An example given was that one sponsor gave us a \$250 discount and in return we gave them a \$200 arena sign plus 2 VIP tickets and 2 rodeo tickets. It was not worth it. Lori stated that you can figure a VIP ticket costs about \$10 per person. We still have to pay for some food, drinks, silverware, napkins, etc. Rusty is not saying that anyone is wrong, he is just stating that things need to be evaluated. Mike Mellor stated that we need to think. It is hard to say where we will be financially at the fair time. The county has given employees a 2.5% decrease in wages. We need to get all we can and give as little as possible. Mike Mellor stated that he has been thinking about getting rid of the saddle during the Ranch Horse Competition and only giving out 2 buckles. Rusty stated that this will also put you at an average event and people travel to above average events where the money and prizes are. People travel to PRCA rodeos because the money is there. We have the highest added money. We need to keep our standards high. Jimmy stated that if we followed the first sheet of Mina's handout we should be okay. Lori stated that she had a copy of the handout that Mina did last year. It stated that all levels would be recognized at the annual appreciation dinner and that VIP passes would be for top level sponsors only. Lori believes that a top level sponsor would be \$500 - \$1000 or more. Jimmy stated that the question then was just what are limits are and what we are giving to them in return. Mike Sample asked how many top sponsors we had. Mina replied that basically the motels and a couple of others. The reason that we give out passes is because it gives those businesses that are not right here in Holbrook a reason to sponsor. Jimmy stated that we needed to focus on what we can change, not on what we can't. We need to come up with a set level and go on. Rusty suggested that a \$200 arena sign sponsor should receive 2 rodeo passes. Lori wanted to add 2 fair passes. Jimmy said it was a good idea to get them in gate and to the rodeo so that they can see their sign. Redgie made a motion to give \$200 arena sign sponsors 2 fair passes and 2 rodeo passes (they can pick either Friday or Saturday). Lori seconded. Motion carried. A \$300 sponsor is either a roping box or announcer booth sign sponsor. It was suggested to give 3 fair and 3 rodeo passes for a \$300 sponsor. Mike Sample stated that we really need to have Mina's input as she is the one that deals with the sponsors. Mina said that it was fair. Tim said that we are not selling them tickets, we are selling them an area in the arena. Jimmy asked if we could get \$500 for the signs instead of \$300. Rusty and Mina stated that it would not be a good idea to change it this year. The 2009 Saturday rodeo performance had approximately 3,500 people in attendance including contestants, personnel, the posse, etc. The rodeo only made \$8,000 in ticket sales. Friday's performance only made \$4,000. Some tickets were given to non-sponsors. Mike Sample & Anna suggested having an audit done on the record keeping of who passes were given to. Lori stated that 3,500 people at \$8 per person should have brought in \$28,000, we missed out on \$20,000. Rusty stated that tickets were cut off because they were being handed out way too fast. Anna suggested having dual control on the issuing of passes. Rusty said that there was not an issue with the issuing of passes, as Laura knows who got what. We need to move on and tighten up. It was an issue with what passes were promised to people. It was then discussed that all sponsors under \$1,000 would receive 1 fair and 1 rodeo pass per \$100 of sponsorship. At \$1,000 then VIP passes would start. A VIP pass includes fair admission, event admission and food for one (1) day. For a \$1,000 sponsorship we would offer them 10 VIP passes. Jimmy made a motion to give all sponsors less than \$1,000 a fair pass and a rodeo pass for every \$100 worth of sponsorship. At \$1,000 they would receive 10 VIP passes good for one night (fair, event and food). Anna seconded. Motion carried. Mike Sample then asked about the contracts and how they would work if someone needed to renegotiate them when it

came closer to fair time. Rusty stated that the contracts would be renegotiable. Rusty recommended only have contracts above \$1,000 and calling them written agreements. Each agreement would be personalized to each sponsor. We really need to be professional and should have a 3 part form that can be filled out right then and have both parties sign and each gets a copy immediately. It would be called a "Sponsor Agreement".

- b. **Bread of Life Mission:** Rusty stated that this needs to be put on the February agenda for action. The board needs to be aware that they have been evicted. They broke the contract. During the flood, while they were checking buildings it was observed that the building was filthy. It has not been cleaned since the fair. This voids their contract. Lori wrote them a letter and met with Cherise. Cherise will be in attendance at the February meeting to ask for forgiveness from the board.
- c. **College Rodeo:** Previously the board approved items involved with having the college rodeo at the fairgrounds. Rusty has been notified that they will keep the rodeo in Taylor this year. Rusty wrote a letter to the Holbrook City Council asking for assistance in bringing the college rodeo here and to date the City Council has not responded.

4. Old Business:

- a. **Personnel Handbook:** Rusty reported that Lori has worked very diligently on the personnel handbook and has worked with the county attorney to make sure that everything is legal. The attorney has said that it is ready to go, it now needs to be adopted by the board. Mike Mellor made a motion to accept the Personnel Handbook as presented. Tim seconded. Motion carried.

5. Executive Session: None.

6. Post Executive Session: None.

- 7. President's Report (cont'd from item 2):** Mina stated that she has talked with Nick Simon who is the lobbyist for the Arizona Fairs Association for the Governor's Fund. He would like for Mina and a board member to attend a meeting with him and the State Legislature on either January 20 or 27 in Phoenix. He is wanting each fair to explain to the Legislature what the impact will be on the county fair if the Governor's Fund monies are not received. Mike Mellor stated that he could meet with them on the 27th in the morning. The board stated that they will pay for Mike's travel costs and think it would be beneficial to send Mina and also to pay for her travel costs. Mike Sample made a motion to send Mike Mellor and Mina on the date that is available and to pay all travel costs. Anna seconded. Motion carried. Mina also reported that Western Express Railroad needs a confirmation on whether we will be signing a contract with them again for this year. Mohave County would also like to sign with them, but our dates are the same as Mohave County. Western Express is willing to come at the same price as last year. Rusty recommended not only giving them the confirmation, but to also sign a contract. Jimmy made a motion to sign a contract with Western Express Railroad. Mike Mellor seconded. Motion carried. Mike Mellor stated that Wednesday nights do not work with his schedule to hold board meetings. He is available on Tuesday. Rusty stated that he is not available on Tuesday and Laura stated that she would not be either. After discussion, Don made a motion to change the regular meeting dates to the second Monday of each month. Mike Mellor seconded. Motion carried.

Rusty stated that the board needs to look at where the funding comes from. The state currently has a major deficit, so it will be beneficial to send someone to lobby for those funds. The City of Holbrook currently gives \$40,000. The board needs to lobby now because it does not seem like the City will renegotiate the contract. The city is doing layoffs. The funding from the County is what keeps the employees here. They are doing layoffs. Rusty does not foresee the county changing their contribution. Jose works diligently but needs the support of the board to give him direction. He is currently expanding the rabbits and poultry area. He also has other projects that need to be finished. Jose has been here a long time and is not a young man anymore. The board needs to help him and give him the support because he will not ask for it. Don asked Rusty if he would write down the projects so that the board can help out.

Rusty will write down what he can remember and get it to Mike Mellor. Rusty also stated that the board needed to have faith in the personnel as they know what the timelines are. The board also needs to gain a relationship with the City of Holbrook. Rusty suggested meeting with the City Manager before the fair and letting him know what the needs of the fairgrounds are. Rusty wished everyone luck for the 2010 year. Rusty then resigned his position, not only as president, but his position on the board effective immediately.

8. **Adjournment:** Tim made a motion to adjourn at 9:47 p.m. Don seconded. Motion carried.

2009 Sponsor Pass Amounts

\$200 Arena Sign – 2 VIP Passes = N/C

\$300 Sponsor (Rodeo) – 2 Each Pass, some 3 Each (VIP N/C, Rodeo \$16, Fair \$4) = \$20 (3each - VIP N/C, Rodeo \$24, Fair \$6) = \$30)

\$400 & up Sponsorship (Rodeo) – 5 Each Pass (VIP N/C, Rodeo \$40, Fair \$10) = \$50

\$1,000 & up Sponsorship (Fair) – 10 Each Pass (VIP N/C, Rodeo \$80, Demo \$70) 20 (Fair \$40) = \$190

\$2,000 & up Sponsorship (Fair) – 15 Each Pass (VIP N/C, Rodeo \$120, Demo \$105) 30 (Fair \$60) = \$285

2009 Navajo County Fair & Rodeo

VIP Passes 314 = N/C (72 used) (242 unused)

Rodeo Passes 271 = \$2,168 (91 used - \$728) (180 unused - \$1,440)

Demo Derby Passes 171 = \$1,197 (43 used - \$301) (128 unused - \$896)

Fair Passes = 415 = \$830 (144 used - \$288) (271 unused - \$542)

Lil Buckaroo = 6 = \$42 (6 unused - \$42)

Total = \$4,237 (\$1,317 used) (\$2,920 unused)

Sponsorship = \$62,006.75 (for the following passes)

✓ - Attended = 91 Rodeo = \$728, 72 VIP = N/C, 43 Demo Derby = \$301, 144 Fair = \$288; Total (\$1,317)

⊖ - Did not Attend = 79 Rodeo = \$632, 113 VIP = N/C, 68 Demo Derby = \$476, 131 Fair = \$262, 6 LB = \$42; Total (\$1,412)

? - Either did not receive and or received and did not attend = 35 Rodeo = \$280, 51 VIP = N/C, 10 Demo Derby = \$70, 40 Fair = \$80; Total (\$430)

☒ - Did not receive = 66 Rodeo = \$528, 78 VIP = N/C, 50 Demo Derby = \$350, 100 Fair = \$200; Total (\$1,078)

Total = \$4,237

⊖ Mountain Paint Center – 2 VIP

✓ Pinetop Lakes Golf & Country Club – 2 VIP

Little Havana Cigar Co. – 2 VIP

✓ Containers on Demand – 2VIP

Show Low Block Co., Inc. – 2 VIP

(10-VIP) = VIP (4-Attended) (0-?) (4-Did not Attend) (2-Did not Receive)

✓ Cable One – 10 VIP 10 Rodeo (80) 10 Demo Derby (70) 20 Fair (40) = \$190 for \$1,500 sponsorship * (only used 3 = \$57) (7 - rodeo, 7 - demo, 7 - vip, 14 fair = \$133 unused)

City of Show Low – 2 VIP

Orta Fence Inc. – 3 VIP 3 Rodeo = \$24 for \$450 sponsorship *

Western Materials - 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$2,000+ sponsorship *

Cable One – 5 VIP 5 Rodeo = \$40 for \$800 sponsorship *

✓ Empire Machinery – 2 VIP

✓ Kay Supply – 2 VIP

White Mountain Publishing – 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$8,000 sponsorship *

Café Bocado – 2 VIP

✓ KWKM – 5 –VIP 5 Rodeo 5 Fair = \$50 for \$400 *

✓ Boot Barn – 5 VIP 5 Rodeo 5 Fair = \$50 for \$500* (only used 2 = 20) (3 rodeo, 3 fair, 3 vip = 30 unused)

Rent-A-Center – 2 VIP

✓ Super 8 Motel – 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$2,394 sponsorship*

Charlie Clarks Steak House – 2 VIP 2 Rodeo = \$16 for \$300 sponsorship *

Pinetop/Lakeside Chamber of Commerce – 2 VIP

Lowery Leather – 2 VIP 2 Rodeo = \$16 for \$250 sponsorship *

Ace Hardware – 2 VIP 2 Rodeo = \$16 for \$200 sponsorship *

Liberty Fence – 15 VIP 15 Rodeo 15 Demo Derby 30 Fair = \$285 for \$2,500 sponsorship *

Sherwin-Williams – 2 VIP

☹ Cowboy Up Hay & Ranch Supply – 2 VIP

(95-VIP) = VIP (24-Attended) (0-?) (37-Did not Attend) (34-Did not Receive) (79-Rodeo) = (20-Attended) (0-?) (29-Did not Attend) (30-Did not Receive)
(55-Demo) = (13-Attended) (0-?) (17-Did not Attend) (25-Did not Receive)
(120-Fair) = (33-Attended) (0-?) (37-Did not Attend) (50-Did not Receive)

☹ The Home Depot – 2 VIP

✓ ☹ Summit Healthcare – 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$1,600 sponsorship (only 5 attended on Sat.) (5 VIP, 5 Rodeo, 5 Fair) (Unused - 5 VIP, 5 Rodeo, 10 Demo, 15 Fair)

☒ RSC Rental – 15 VIP 15 Rodeo 15 Demo Derby 30 Fair = \$285 for \$3,000 sponsorship

☒ Hon Dah Casino – 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$3,600 sponsorship

✓ ☹ Wal-Mart Super Center – 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$1,500 sponsorship (only used 5 = 50) (5 VIP, 5 Rodeo, 5 Demo, 10 Fair) (Unused - 5 VIP, 5 Rodeo, 5 Demo, 10 Fair) (140 unused)

? Hensley's Mini Mart – 2 VIP

☹ Doubletree Wedding & Pendleton Boutique – 2 VIP

✓ Holiday Inn Express – 10 VIP=N/C 33 Rodeo=\$264 10 Demo Derby=\$70 63 Fair = \$126 = \$460 for \$2,961.48 sponsorship *

☹ America's Best Inn – 5 VIP 5 Rodeo = \$40.00 for \$791.54 sponsorship *

☒ Darbi's Restaurant – 2 VIP

? Corner Feed & Tack – 3 VIP

☹ Dollar Tree – 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$3,000 sponsorship *

✓ Windmill Feed – 2 VIP

? Diamond S Trucking – 5 VIP 5 Rodeo = \$40.00 for \$2,600 sponsorship *

✓ Johnson & Virginia Steah – 2 VIP

☹ Kino Radio – 2 VIP

☒ Los Corrales – 5 VIP 5 Rodeo = \$40.00 for \$450 sponsorship *

? Yavapai Prescott Indian Tribe – 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$1,000 sponsorship *

☹ Holbrook Feed & Seed – 2 VIP

✓ White Mountain Pawn – 3 VIP 3 Rodeo = \$24 for \$200 sponsorship *

2

(112-VIP) = VIP (27-Attended) (20-?) (33-Did not Attend) (32-Did not Receive)

(116-Rodeo) = (46-Attended) (15-?) (25-Did not Attend) (30-Did not Receive)

(75-Demo) = (15-Attended) (10-?) (25-Did not Attend) (25-Did not Receive)

(193-Fair) = (78-Attended) (20-?) (45-Did not Attend) (50-Did not Receive)

☒ El Rancho – 2 VIP

✓☹ Best Western Adobe Inn – 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$2,696.71 sponsorship
(Only 6 attended) (6 Rodeo, 6 Demo, 12 fair) (unused 10 VIP, 4 Rodeo, 4 Demo, 8 Fair)

✓ Jerry's Restaurant – 2 VIP

✓☹ Motel 6 – 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$2,128.00 sponsorship * (only used 3= 30, 3
vip, 3 fair, 3 rodeo) (unused 7 Rodeo, 10 Demo, 7 VIP, 17 Fair) (160 unused)

? Lyman Family Dentistry – 2 VIP

? Stuart Eye Center – 2 VIP

✓ Valley Livestock – 5 VIP 5 Rodeo 5 Demo Derby 5 Fair = \$85 for \$300 sponsorship *

? Hatch's Quick Stop – 2 VIP

? Pat's House of Originals - 3 VIP

? Young's Corral – 2 VIP

✓ Winner's Circle – 2 VIP 2 Rodeo = \$16 for \$500 sponsorship *

☹ Waste Management – 2 VIP 2 Rodeo = \$16 for \$1,800 sponsorship *

☹ Stock Up Feed – 2 VIP

☒ Lowes – 2 VIP

☹ Town of Pinetop/Lakeside – 2 VIP

? Steven & Shauna Smithson – 20 VIP 20 Rodeo 20 Fair = \$200 for \$2,000 sponsorship *

☒ El Farol – 3 VIP 3 Rodeo = \$24 for \$275 sponsorship *

☒ Sal & Teresa's – 3 VIP 3 Rodeo = \$24 for \$300 sponsorship *

✓⊕ John McKee Catalyst Paper Company – 10 VIP 10 Rodeo 10 Demo Derby 20 Fair = \$190 for \$3,000 sponsorship (only used 4) (4 Rodeo, 4 Demo, 8 Fair, 4 VIP) (unused – 6 VIP, 6 Rodeo, 6 Demo, 12 Fair)

⊕ Navajo Tractor - 6 VIP 6 Rodeo 6 Demo Derby 6 Lil Buckaroo 12 Fair = \$156 for \$450 sponsorship

✓ Tate Ford - 5 VIP 5 Rodeo 5 fair = \$50 for \$750 sponsorship

(97-VIP) = VIP (17-Attended) (31-?) (39-Did not Attend) (10-Did not Receive) (76-Rodeo) = (25-Attended) (20-?) (25-Did not Attend) (6-Did not Receive)
(41-Demo) = (15-Attended) (0-?) (26-Did not Attend) (0-Did not Receive)
(102-Fair) = (33-Attended) (20-?) (49-Did not Attend) (0-Did not Receive)
(6-LB) = (0-Attended) (0-?) (6-Did not Attend) (0-Did not Receive)

2009 Navajo County Fair & Rodeo:

Mountain Paint Center – 6 (5) gal paint (each 5 gal = \$100-150 ea)

(\$720) Value Sponsorship for \$200 Arena Sign

Pinetop Lakes Golf & Country Club – food (for office **(\$150)**)

Little Havana Cigar Co. – trade Arena Sign **(\$200)**

Containers on Demand – trade rental on 3 containers for fair – (**\$800)** Value Sponsorship for \$200 arena Sign

Show Low Block Co., Inc. – 180 cinder blocks (**\$220)** value sponsorship for \$200 arena sign

Cable One – commercial air time = (**\$1,500)** value sponsorship for \$300 Roping box sign & \$100 Banner hang Sponsorship - \$400 Total

City of Show Low – Audience give-a-ways (20 - t-shirts @ \$10.00 each) **\$200)** Value Sponsorship for Name Announced

Orta Fence Inc. – trade 3 rolls chain link each \$150 – (**\$450)** value sponsorship for \$200 arena sign

Western Materials – trade (**\$2,000)** cinders sponsorship for \$300 Announcer Booth sign

Cable One – trade ½ commercial (**\$600 off)** sponsorship for \$200 arena sign

Empire Machinery – Audience give a ways (**\$100)** Sponsorship for Name announced

Kay Supply – **\$200)** arena sign

White Mountain Publishing – trade on Fair Book printing of fair book (**\$8,000)** value sponsorship for \$300 Announcer booth sign & \$500 event Sponsorship - \$800 total Sponsorship

Café Bocado – food (for office **(\$150)**)

KWKM – trade (**\$250)** value radio air time

Boot Barn – (**\$500)** chute gate

Rent-A-Center – (**\$200)** arena sign

Super 8 Motel – trade 9 rooms (**\$2,394)** value for \$1,400 sponsorship

Charlie Clarks Steak House – (**\$300)** Announcer Booth sign

Pinetop/Lakeside Chamber of Commerce – (**\$200)** arena sign

Lowery Leather – (**\$250)** discount on awards for \$200 arena sign

Ace Hardware – donate 3 bags grain & 15 bales hay (**\$200)** value for \$200 arena Sign

Liberty Fence – trade Rental on 1,500 ft Security fence for 1 month & 1 roll Chain link (**\$2,500)** Value sponsorship for \$200 Arena Sign

Sherwin-Williams – 8 - 5 gal paint & (35) - 1 gal paint (each 1 gal = \$25-45 ea) (**\$2,225)** Value Sponsorship trade for \$200 arena sign

Cowboy Up Hay & Ranch Supply – trade 25 bales hay (**\$262.50)** value for \$200 arena sign

The Home Depot – trade arena sign for 15 sheets **(\$220)** plywood & 6 gal paint **(\$210)** Value for \$200 arena sign

Summit Healthcare – **(\$1,600)** sponsorship

RSC Rental – trade **(\$3,000)** off rental for \$200 arena sign

Hon Dah Casino – Bleachers trade rental fee of **(\$3,600)** sponsorship for \$300 announcer booth sign

Wal-Mart Super Center – **(\$1,500)** sponsorship in product donation for \$200 arena Sign

Hensley's Mini Mart – **(\$200)** arena sign

Doubletree Wedding & Pendleton Boutique – trade **(\$200)** in product donation for \$200 arena sign

Holiday Inn Express – trade 7 rooms **(\$2,961.48)** value for \$1,400 sponsorship

America's Best Inn – trade 6 rooms **(\$791.56)** value for \$700 sponsorship

Darby's Restaurant – food for office **(\$150)**

Corner Feed & Tack – **(\$300)** roping box sign

Dollar Tree – trade **(\$2,000+)** in product donations & audience give a ways for 3 grocery races & open class raffles for \$200 arena Sign

Windmill Feed – trade 20 bales Hay & 15 bales straw **(\$365)** for \$200 arena sign

Diamond S Trucking – trade **(\$2,600)** in services for trucking materials (railroad ties) to fairgrounds for \$600 sponsorship for (2) announcer booth

Johnson & Virginia Steah – trade 30 bales hay **(\$322.50)** for \$200 arena sign

Kino Radio – trade **(\$250)** in air time for \$200 arena sign

Los Corrales – trade **(\$450)** in food for \$300 announcer sign

Yavapai Prescott Indian Tribe – **(\$1,000)** sponsorship

Holbrook Feed & Seed – Trade 20 bales hay & 10 bales straw **(\$355)** Value for \$300 Chute gate sign

White Mountain Pawn – **(\$200)** arena sign

El Rancho – food for office **(\$200)**

Best Western Adobe Inn – trade 7 rooms **(\$2,696.71)** value for \$1,200 sponsorship

Jerry's Restaurant – **\$200** arena sign & **\$250** food for VIP – total \$450

Motel 6 – trade for 8 rooms **(\$2,128.00)** Value for \$700 sponsorship

Lyman Family Dentistry – **(\$200)** arena sign

Stuart Eye Center – **(\$300)** announcer booth sign

Valley Livestock – trade **(\$300)** value for chute gate

Hatch's Quick Stop – **(\$200)** arena sign

Pat's House of Originals – **(\$300)** announcer booth sign

Young's Corral – **(\$300)** sign & trade **(\$200)** for band? Total of \$500 Beer booth sponsor

Winner's Circle – **(\$500)** chute gate & front wall

Waste Management – **(\$200)** arena sign

Stock Up Feed – trade 20 bales hay **(\$225)** value for \$200 arena sign

Lowes – trade **(\$305)** shade screen for Jr. Livestock hog barn for \$200 arena sign

Town of Pinetop/Lakeside – Donation of (15) t-shirts & (10) mugs for audience give-a-ways **(\$100)** value for name announced

Steven & Shauna Smithson – Helicopter **(\$2,000 +)** Value for Rodeo flag presentation

El Farol – Trade **(\$275)** food for \$200 arena sign

Sal & Teresa's – Trade **(\$300)** food for \$200 arena sign

John McKee Catalyst Paper Company – Donation of 300+ ft. privacy screen for Jr. Livestock area **(\$3,000)** value (privacy screen \$10.00ft) for \$200 arena sign

Navajo Tractor – trade rental on (2) tractors for tractor pull area & Rodeo grooming for 1 week **(\$450)** value for \$200 arena sign

Tate Ford – **(\$750)** sponsorship

Total: \$62,006.75 (In goods, services & sponsorship)

Did not receive passes, due to no more passes being given out

Haulin BS – grocery race sponsor **(\$200)** for name announced

Little Caesars Pizza - food for office **(\$150)**

Native New Yorker - food for office **(\$150)**

Domino's Pizza - food for office **(\$150)**

Papa John's Pizza - food for office **(\$150)**

Cocos Restaurant - food for office **(\$35)**

Max's Body Shop – **(\$500)** chute gate

PFFJ – trade Hog **(\$700)** value for Queen raffle for \$500 event sponsor

Eco-energy – **(\$400)** for (2) arena signs

Bubas Big Pig – trade food for office **(\$300)** for \$300 announcer sign

Venture Elec. - 7 - 6ft light fixtures **(\$1,400)** value

RB Tools – Donate auction items **(\$250)** value for \$200 arena sign

Ted DeSpain – **(\$200)** Arena Sign

Future Tire – Trade Call out & Tire Repairs **(\$200)** for \$200 arena Sign

Banana John's – trade for **(\$200)** value discount on Porta John's during fair \$200 arena sign

Cart Barn – Trade rental on (3) carts for the fair **(\$350)** value for \$200 arena sign

Jack Rabbit Trading Post – donation (20) t-shirts for audience give-a-ways **(\$200)** value for \$200 arena sign

Hawkeye Feed – Donation (10) bales straw **(\$120)** value for name announced

Reidhead Brothers Lumber – donation (35) bags shavings for open class small stock & Jr. Livestock **(\$225)** value for \$200 front wall sign

Hatch's Quick Stop – **(\$200)** Arena Sign

Yvonne Larson – **(\$200)** arena sign

Hood River Distilleries – Product Donation **(\$2,000)** & **(\$500)** Event Sponsorship

Winslow Ford – **(\$100)** Donation

Total: \$8,880

Total - Does not include;

City of Holbrook

Navajo County

Navajo County Sheriff Dept

APS