



**BOARD OF DIRECTORS MEETING**

Monday, January 15, 2007  
Hilton Garden Inn – Phoenix, Arizona  
10:00 am

**AGENDA**

**Call to Order**

**Welcome and Introductions**

**Roll Call**

Approval of Previous Minutes  
Nashville – October 19, 2006

Approval of Previous Financial Reports  
October, November, and December 2006

**Executive Board Reports**

**President**

Brian Helander

**Vice President**

Mitch Gill

**Secretary**

Larry Lindstrom

**Treasurer**

David Hill

**Administrative Assistant**

Tommy Channel

**Trustees Committee Chair**

Ray Ostmann

### **Standing Committee Reports**

- Animal Issues & Concerns – Barbara Bugg & Jim Mitchell
- Arena Directors – Al Wright
- Auditors, Secretaries, & Scorekeepers – Jeffrey Shaw & Ron Trusley
- Budget – David Hill
- Bylaws & Standing Rules – Benjamin Avant
- Chute Coordinators – David Hallwood & Heather Murray
- Community Outreach–Fundraising–Royalty – 2007 Royalty Team
- Contestant Liaison – Ty Teigen
- Convention – Andrew Goodman
- Corporate Sponsors – Lorry King & Barry Luke
- Dance – Gene Fraikes
- Finals Rodeo – Roger Courtemanche
- Growth & Planning – Mike Lentz
- Hall of Fame – Bob Pimentel Jr.
- Health & Safety – Travis Gardner
- Information Systems – David Hill
- Internet Technology – Frank Harrell
- Judges – Amy Griffin & Rick Jones
- Marketing – Kelly Nielson
- Membership – Larry Lindstrom
- Merchandise & Vendors – Bill Watkins & Mary Arbuckle
- Nominating – Justin Waldner
- Public Relations – Kelly Nielson
- Rodeo Resources – Brian Rogers
- Rodeo Rules – Chuck Browning & Candy Pratt
- University – Brian Rogers

### **Old Business**

- TV Reality Show
- Online Contestant Registration System

### **New Business**

- DSRA Rodeo Date Change for 2007
- 2008 Finals Rodeo Bids

### **Associations Announcements**

CGRA, TGRA, GSGRA, AGRA, OGRA, KGRA, MGRA, NMGRA, NSGRA,  
DSRA, GGRA, ASGRA, NGRA, ILGRA, HGRA, ARGRA, MIGRA, PONY,  
PNWGRA, SSRA, HSRA, RRRRA, SMRA, GWGRA, FGRA, LGRA, CCGRA

### **Adjournment**



**BOARD OF TRUSTEES MEETING**

Monday, January 15, 2007  
Hilton Garden Inn – Phoenix, Arizona

**AGENDA**

**Call to Order**

**Roll Call**

**Approval of Minutes**

- Trustees Meeting – October 19, 2006 (Nashville)
- Trustees Meeting – October 22, 2006 (Nashville)
- Pre-rodeo meeting – November 10, 2006 (Finals – Reno)
- Rodeo review meeting – November 12, 2006 (Finals – Reno)

**Old Business**

**New Business**

**Rodeo Review Issues and Discussion**

**Certification & Recertification Requests**

Auditors, Secretaries, & Scorekeepers

**Announcements**

**Adjournment**



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PNWGRA, SSRA, HSRA, RRRRA, SMRA, GWGRA, FGRA, LGRA, CCGRA

### **Adjournment**

IGRA Board of Directors Meeting  
Hilton Garden Inn – Phoenix, Arizona  
Monday, January 15, 2007

Call to Order. President Brian Helander called the meeting to order at 10:10 am.

Roll Call. The following people signed in.

**Board Members**

President	Brian Helander
Vice President	Mitch Gill
Secretary	Larry Lindstrom
Treasurer	David Hill
AGRA	Ron Trusley
ARGRA	Pierre Cadeaux
ASGRA Alternate	Ric Legg
CCGRA	Peter Dillon
CGRA	Roger Courtemanche
DSRA	T.J. Lavelle
FGRA	Barry Luke
GSGRA	Douglas Graff
GWGRA	Ray Ostmann
HGRA Alternate	Al Wright
HSRA	Brian Chew
ILGRA	Ed Barry
LGRA	Ernie Bowers
MGRA	Andrew Goodman
MIGRA	David Hallwood
NGRA	Lorry King
NMGRA	Bob Pimentel Jr.
NSGRA	Jack Roach
OGRA	Mary Arbuckle
PNWGRA Alternate	Lester Liu

**Others**

Admin. Assistant	Tommy Channel
PR Spokesman	Kelly Nielsen
ASGRA	Frank Harrell
CGRA	Clyde Mitter
GSGRA	Greg Brown
MGRA	Chuck Kirkwood

Previous Minutes. David Hallwood moved to approve the minutes from October 19, 2006.  
Motion passed by a voice vote.

Financial Statements. Barry Luke moved to approve the October, November, and December 2006 financials. Motion passed by a voice vote.

## **Executive Board Reports.**

President. Brian Helander welcomed the new associations to the board meeting. He also spoke on national sponsorship as well as Cowboy Up! – the realty-based TV show.

Vice President. Refer to committee reports document.

Secretary. Refer to committee reports document.

Treasurer. David Hill had nothing to report.

Administrative Assistant. Tommy Channel reported on the new insurance policy. He explained the term “aggregate” and how it applies to our policy. He also explained this is a spectator policy – contestants and volunteers are not covered. However, additional coverage for volunteers and liquor servers could be purchased.

Tommy then presented the following point system. Each association is assigned one point. Each rodeo is assigned one point. Since university, convention, and the rodeo schools have far fewer spectators, they were each assigned one-half point.

<u>PREMIUM BREAK-DOWN</u>		
General Liability	\$	21,505.00
Excess Liability		4,301.00
Total Amount	\$	25,806.00
IGRA Contribution		(10,000.00)
Net Amount	\$	15,806.00
<u>POINT SYSTEM</u>		
27 Associations	27.0	(1 pt each)
19 Rodeos	19.0	(1 pt each)
University	0.5	(.5 pt each)
Convention	0.5	(.5 pt each)
4 Rodeo Schools	2.0	(.5 pt each)
	49.0	
Price per Point	\$	322.57
Price per half Point	\$	161.29

David Hill moved to accept the bid from Specialty Program Insurers for the amount of \$25,806. Motion passed by a voice vote.

David Hill moved to accept the point system for billing purposes. Motion passed by a voice vote.

## **Committee Reports.**

Arena Directors. Al Wright submitted a “no report.”

Budget. David Hill presented the 2006 YTD budget report as well as the proposed 2007 budget. The committee recommendation to approve the budget passed by a voice vote.

Bylaws. Benjamin Avant submitted a “no report.”

Chute Coordinators. David Hallwood verbally reported on the current rookies in the program.

Convention. Refer to committee reports document.

Hall of Fame. Bob Pimentel submitted a report with no action items.

Information Systems. David Hill submitted a “no report.”

Internet Technology. Frank Harrell gave a brief verbal report.

Judges. Amy Griffin submitted a report with no action items.

Marketing. Kelly Nielsen is working on sports page marketing. He also said that Kathy Griffin has asked to film *My Life on the D List* at the Dallas rodeo. Tommy asked about purchasing the Hero Unit videos with no luck. Several people commented the same problem.

Membership. Larry Lindstrom introduced the Louisiana State Gay Rodeo Association (LSGRA) that will be based in New Orleans. Their membership application was in order and Larry recommended the board make LSGRA a Recognized Association to be formally seated at convention later in the fall. The recommendation passed by a voice vote.

Larry then introduced the LSGRA board of directors:

- President Lance Pippin
- Vice President George Schwandt
- Secretary Jim Meredith
- Treasurer Patrick Faulkner

Corporate Sponsors. Barry Luke’s report consisted of a PowerPoint presentation. In the end, what amount is achievable? \$50K? \$100K? Consensus was to instruct the committee to pursue four \$25K sponsorships.

The following chart of corporate contacts was created during the meeting.

Board Member	Association	Contact #1	Contact #2
Brian Helander		Walgreen's	Wells Fargo
Mitch Gill		Gist	MAC
Pierre Cadieux	ARGRA	CIBC	West Jet Airlines
Peter Dillon	CCGRA	HP Canada	
Clyde Mitter	CGRA	Tuff Shed	Home Depot
Barry Luke	FGRA	1-800-Pet-Meds	Southwest Airlines
Douglas Graff	GSGRA	Charles Schwab	GAP
Ray Ostmann	GWGRA	Clarins	Nestle-Purina
Ed Barry	ILGRA	Accenture	Kraft
Ernie Bowers	LGRA	Verizon	
David Hallwood	MIGRA	Subaru of America	Ford Motor Co.
Bob Pimentel	NMGRA	Qwest	
Mary Arbuckle	OGRA	Starbucks	Dell
Lester Liu	PNWGRA	Bank of America	Massage Envy
Kelly Nielsen	TGRA	Health Care Assoc.	Texas Instruments

The meeting recessed at noon for lunch and resumed at 1 pm.

Merchandising. Mary Arbuckle reported that we will be keeping the same vendors as last year. She is also looking ahead to see what changes we need to make for 2008. Her committee will also be working on the *IGRA Stockyards* brand at Finals Rodeo.

Nominations. Justin Waldner submitted a report with no action items.

Public Relations. Kelly Nielsen reported on 4 press releases he has in the works, one of which is about new associations LGRA and CCGRA.

Rodeo Rules. Candy Pratt submitted a “no report.”

University. Brian Rogers submitted a written report (see attached). Patrick Terry reported they have 12 people registered. Sponsorships have been pledged from GSGRA, ILGRA, and the IGRA Royalty Team. Lorry King spoke on the sponsorship from the Pinnacle resort, which will also be hosting a Sunday night Oscar party after university concludes.

Finals Rodeo 2006. Brian Chew reported they had 2,057 paid seats and that the rodeo was paid for before the first event started. HSRA will be donating \$29K to their charity partners. And despite the controversy of having the buckles made after the rodeo, he felt it was well worth it.

Finals Rodeo 2007. Roger Courtemanche and Tommy Channel presented CGRA's brand for Finals Rodeo. Roger also reported that the portion of the National Western Stock Show complex that CGRA is using is totally indoors. CGRA is also sending out a ballot to the contestants that have a deadline of February 15.

Finals Rodeo 2008. CGRA was the only association that submitted the RFP (Request for Proposal). It was noted that the following rodeos could move their dates to accommodate the Finals Rodeo in October. Difficult, but not impossible.

- Bighorn Rodeo            October 3–5, 2008
- Capitol City, Austin    September 26–28, 2008
- Bay Area Rodeo         September 19–21, 2008

Jeanne McLeod was contacted via cell phone and stated they had no contracts signed for Austin.

### **Old Business.**

Online Contestant Registration System. It was reported that the online portion was nearly written and ready for testing. The Executive Committee agreed to make a presentation at the next board meeting regarding requirements, flow, and fees.

### **New Business.**

T.J. Lavelle (DSRA) moved for a date change one week earlier to the weekend of April 20–22. The motion passed by a voice vote.

Andrew Goodman (MGRA) moved for a date change to the weekend of September 14–16. He said this date change was for one year only and they would be moving back to Labor Day in 2008. He also said they are moving the rodeo to Missouri and the new arena will actually cost less than the Wyandotte County Fairgrounds. He also stated that one-half of their buckles are already sold. The motion passed by a voice vote.

GLBT Expo. Brian reported that the following 4 groups will man the booth at the GLBT Expo in NYC in late March: IGRA, ASGRA, LGRA, and CCGRA.

### Announcements.

CGRA reminded everyone of the board meeting in Denver. Because of a Microsoft convention the same weekend, Roger encouraged everyone to book early at the Sheraton.

OGRA will be adding \$6,000 and 4 saddles for added prizes.

MGRA is working on both their rodeo and annual convention.

NSGRA announced a new board of directors took over July 1.

DSRA reminded everyone of their new weekend April 20–22.

GWGRA will be adding \$5,200 and 2 saddles for added prizes. They will also be holding their derby contest. The first Saturday in May is Derby Day in Kentucky and to celebrate, GWGRA created the hat contest last year.

FGRA will be hosting the next board meeting. They are using 2 hotels again this year.

LGRA reported they have signed a hotel contract for their first rodeo in 2008.

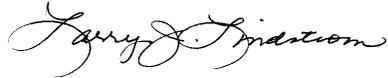
CCGRA announced they are 11 months old and have been active in Toronto.

The meeting was recessed at 2:15 pm for 20 minutes.

Finals Rodeo 2008. The Executive Committee recommended that CGRA be awarded Finals Rodeo in Denver for the weekend of October 10–12, 2008 and passed by a voice vote.

Adjournment. Brian adjourned the meeting at 2:40 pm.

Respectfully submitted,

A handwritten signature in cursive script that reads "Larry Lindstrom".

Larry Lindstrom  
IGRA Secretary

## **Larry Lindstrom**

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**From:** <rmpho2@aol.com>  
**To:** <larry.lindstrom@igra.com>  
**Sent:** Thursday, January 04, 2007 9:23 PM  
**Subject:** Fwd: ASGRA alternate at IGRABOD

-----Original Message-----

From: mike.benner@verizon.net  
To: amazcowboy@cox.net; Rmpho2@aol.com  
Cc: president07@asgra.org; DestinyBChilds@hotmail.com  
Sent: Thu, 4 Jan 2007 10:07 PM  
Subject: ASGRA alternate at IGRABOD

This is to inform you that Ric Legg (aka Destiny B. Childs) will be our alternate for the IGRA BOD meeting since he will be in Phoenix for the rodeo.

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## Larry Lindstrom

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**From:** <CGRATY@AOL.COM>  
**To:** <IGRABOD@yahoogroups.com>  
**Cc:** <acwcowboy@earthlink.net>  
**Sent:** Monday, January 08, 2007 10:26 AM  
**Subject:** [IGRABOD] HGRA Alternate Trustee in Phoenix

Al Wright will be the alternate Trustee for HGRA in Phoenix

Thanks  
Ty Teigen  
HGRA Trustee

## **Larry Lindstrom**

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**From:** "Rick Snider" <rick.snider@mac.com>  
**To:** "Larry Lindstrom" <larry.lindstrom@igra.com>; <president@igra.com>  
**Cc:** "Lester Liu" <rainbowrider3@hotmail.com>  
**Sent:** Tuesday, January 09, 2007 11:00 PM  
**Subject:** PNWGRA Alternate Trustee Designation

Dear Brian and Larry-

This letter is to inform you that the Trustee for PNWGRA, Greg Look, has resigned effective immediately. His resignation has been accepted by the Board as of our meeting this evening. You should be receiving a confirmation e-mail directly from Greg tomorrow morning.

I am designating Lester Liu to serve as our alternate Trustee for the IGRA Board meeting to be held in Phoenix this coming Monday. I will be notifying IGRA shortly of an interim Trustee to be appointed until a new permanent Trustee is elected by our membership.

Thank you for your attention to this matter. If you have any questions, please don't hesitate to contact me. I will be in Phoenix this weekend.

Regards,  
Rick

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**AGENDA**

**Call to Order**

**Roll Call**

**Approval of Minutes**

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**Old Business**

**New Business**

**Rodeo Review Issues and Discussion**

**Certification & Recertification Requests**

Auditors, Secretaries, & Scorekeepers

**Announcements**

**Adjournment**

IGRA Board of Trustees Meeting  
Hilton Garden Inn – Phoenix, Arizona  
Monday, January 15, 2007

Call to Order. Trustees Chair Ray Ostmann called the meeting to order at 2:40 pm.

Roll Call. The Secretary performed the roll call.

**Board Members**

AGRA	Ron Trusley
ARGRA	Pierre Cadeaux
ASGRA Alternate	Ric Legg
CCGRA	Peter Dillon
CGRA	Roger Courtemanche
DSRA	T.J. Lavelle
FGRA	Barry Luke
GSGRA	Douglas Graff
GWGRA	Ray Ostmann
HGRA Alternate	Al Wright
LGRA	Ernie Bowers
MGRA	Andrew Goodman
MIGRA	David Hallwood
NGRA	Lorry King
NMGRA	Bob Pimentel Jr.
NSGRA	Jack Roach
OGRA	Mary Arbuckle
PNWGRA Alternate	Lester Liu

**Others**

President	Brian Helander
Vice President	Mitch Gill
Secretary	Larry Lindstrom
Treasurer	David Hill

Jack Roach moved to approve the minutes as a group. Motion carried by a voice vote.

**Old Business.**

Tommy Channel asked about the advertisements from the 2006 Finals Rodeo that did not have the IGRA logo. In particular, AGRA did not have the logo on their ad. Ron Trusley said not to fine for ads at another rodeo, but rather at its own rodeo.

Doug moved to fine AGRA for lack of the IGRA logo in the 2006 Finals Rodeo program. He rescinded the motion because it was out of order. Doug Graff moved to reconsider the Rodeo Review Board meeting from last night. Motion passed by a voice vote.

Ray recessed the Trustees meeting at 3:00 pm.

Roger Courtemanche called the Rodeo Review Board meeting to order. Doug moved to fine AGRA for lack of the IGRA logo in the 2006 Finals Rodeo program. He referenced the following bylaw.

#### ARTICLE XIV – IGRA INSIGNIA, COLORS

##### Section 2. Usage.

A Member Association holding a rodeo that has been sanctioned by IGRA shall cause the IGRA logo to appear in all advertising and promotional material related to that rodeo, except business card size.

Doug asked for a hand count vote. The motion passed 8–7. Ron made a point that every single rodeo program will be looked at very closely in the future.

Roger adjourned the RRB meeting at 3:35 pm.

Ray resumed the Trustees meeting.

Doug moved to work with AGRA to find a local charity to donate the fine to. This motion was considered out of order since this was a monetary issue, which is handled in by the board of directors. Doug rescinded the motion and suggested the above.

Lorry moved to discuss item #1 on the rodeo checklist.

Ric Legg moved to accept item #1 to be interpreted as “all” and not loosely. Ric rescinded the motion. Ric then moved to interpret “all” on the rodeo checklist to mean “100% of promotional material.” Andrew made a friendly amendment to add the words “the association has complete, direct, and substantial control of.” Motion as amended passed by a voice vote.

Al Wright remembered a timeline that the Administrative Assistant was assigned. Tommy said he would be working on it in the very near future.

#### **New Business.**

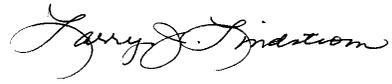
Doug moved to interpret Standing Rule XIV – IGRA Divisions, Rodeos, and Rodeo Approval, Section 1 – The rodeo year will begin following the day following Finals Rodeo. The motion was ruled out of order because Standing Rules can only be changed at annual convention.

#### **Certifications.**

Larry read the following from Jeffrey Shaw. “The Auditor/Secretary/Scorekeeper Certification Committee met yesterday here in Reno to consider your request for recertification for the 2007 rodeo/calendar year. Since your retaken exam resulted in a score of 76 points (95%) and since you have fulfilled the other requirements for recertification and based upon my recommendation, the committee has authorized me to recommend your recertification for 2007 at the next regularly scheduled meeting of the IGRA Board of Trustees, which will convene in Phoenix on Monday, January 15.” The committee recommendation passed by a voice vote.

Adjournment. Ray adjourned the meeting at 4:25 pm.

Respectfully submitted,

A handwritten signature in cursive script that reads "Larry Lindstrom".

Larry Lindstrom  
IGRA Secretary



PO Box 460504  
Aurora CO 80045

*Supporting Associations that Support Their Communities*

To: IGRA Board of Directors  
January 15<sup>th</sup>, 2007  
Phoenix, AZ

Our 2006 Royalty Team made their charity recommendations last year and they chose Mautner Project and the Elizabeth Glazier Pediatrics. These are both 501 c (3) and does leading research to find not only drugs and treatments but also a cure and for AIDS and Cancer. Their findings are used all over the world. I applaud them for their dedication, support and on going research.

The 2006 IGRA Royalty Team has raised \$18,209.70. They are \$10,809.70 over the predicted budget of \$7,400.00 that they are required to raise.

*Mautner - 50  
Glazier - 50*

All of the members of the team did make their requirements for the end of the year. They all have qualified for the second half of the IGRA Royalty payouts. Please help me applaud these individuals:

- |                    |  |
|--------------------|--|
| I. Jymmye Jaymes   | Miss IGRA (ASGRA)                          |
| II. Steve Wollert  | Mr. IGRA (GSGRA)                           |
| III. Kimberly Kay  | Ms IGRA (CGRA)                             |
| IV. Rich Valdez    | Mr. IGRA 1 <sup>st</sup> Runner-up (CGRA)  |
| V. Anne Budd       | Ms. IGRA 1 <sup>st</sup> Runner-up (TGRA)  |
| VI. Rebecca Tucker | Miss IGRA 1 <sup>st</sup> Runner-up (CGRA) |

We had a lot hard work in Reno, Nevada to produce the Royalty Competition. But with the help of past IGRA Royalty as well as friends, we pulled it off. I would like to give a big Thank you to a few hard working people that helped make my job easier so that I didn't lose my mind, James Jenkins, Steve Sublet, Mike Sanders, Jack Edwards, Miss. Patty, Doug Graff, Tori Hart, Beverly De Marco, Tamara Marks, Clark Monk, Divas on the Run, Lorry King, Jeff Shaw, Tommy Channel and their team for all of their help and support of the royalty program. After all is said and done we have a new IGRA Royalty Team. This was the second time that we had a percentage that was in place. The out come of the contest is as follows:

Mr. IGRA 2007  
Clyde Mitter (CGRA)

Mr. IGRA 2007 1<sup>st</sup> Runner-up  
DJ Tompkins (ILGRA)

Miss IGRA 2007  
Destiny B. Childs (ASGRA)

I had my first meeting with the new IGRA Royalty Team, on Sunday afternoon at Finals in Reno, Nevada. I refreshed them on the changes that passed at convention this year that would affect them. Each of them were issued their IGRA Notebooks with copies of all the rules and forms that they would need to fulfill their duties. Each of them exchanged addresses and phone numbers. As well each of them filled out a form on the rodeos that they will attend this coming year. Their plan of actions was also discussed. These were the topics that we decided were to be covered for now:

- ❖ All rodeos covered by IGRA Royalty
- ❖ Keeping a positive attitude
- ❖ Increase visibility
- ❖ Increased participation
- ❖ Assist Association Royalty
- ❖ There are Big Shoes to Fill
- ❖ Communication is a must
- ❖ Paperwork on time

The new team will be making a recommendation to this board today which charity or charities they recommend that half of the money that they were required to raise will go to. We have set up a website to help promote IGRA and local royalty and their events. We have also set up a Yahoo! Group to help maintain communications between the IGRA Vice-President and the royalty team. The website and Yahoo! group were set up to achieve our goals.

The IGRA Royalty Competition Schedule is being worked on at this time and will be ready for the second Board of Directors meeting. We have a lot of surprises in store for this year's competition.

The Team has been asked to supply interview and on stage questions to me by the end of September, so that we can review them. I would like this body and past IGRA Royalty to also supply questions to me that can be considered for this year's competition.

An IGRA Finals Royalty participation fund has been created at this time to raise much-needed funds. Not only for charity, but this will also help promote IGRA Royalty Competition in the coming years. Our goal is also to help build a travel fund to help get the Present and Past IGRA Royalty around the country to events besides rodeos to promote not only IGRA, but the royalty program also. If you would like to produce a fundraiser for this, please contact me.

At this year's Finals we will be honoring Mr. IGRA 1998 Kurt Mc Gregor, Miss IGRA 1998 Beverly De Marco, Ms IGRA 1998 Tamara Marks and Mr. IGRA 1998 1<sup>st</sup> runner-up James Jenkins as the Ten Year Anniversary Royalty that is still involved in IGRA as well as their local royalty programs and associations. I am asking that if any of you can remember anyone else that was on this team please contact me.

If your association would like to sponsor the crown and buckles please advise me ASAP. Your association name will be engraved on the buckles and announced at the IGRA Royalty Competition. We will also include your association in the royalty program.

As I am in my fourth year of my second term, I hope to complete some major projects, such as the IGRA Royalty Tri-folds and getting the IGRA Royalty History Book and picture book put together. If you have pictures of past royalty, would you please share them with me for this upcoming finals and the upcoming book. I also am working on keeping the past IGRA Royalty involved in IGRA as well as the Royalty Competition both on the IGRA level as well as in their own association.

I have created an IGRA Royalty Survey, along with a letter. I ask that each of you read it and take your time to answer the survey. Also please share this with your association and past IGRA Royalty and of course of own association royalty. I look forward to your comments. I will ask that you have this survey back to me by April 1<sup>st</sup>, 2007, So that I may prepare my report for the Board Meeting in Florida.

If you have contact information on any past IGRA Royalty Team member please contact me, so that I may invite them to be a part of Finals Competition in Denver, Co. I look forward with the help of all the past royalty and friends to produce the best competition ever!

I thank you for your time and by honoring me by letting me serve as your IGRA Vice-president. I look forward to working with each of you the rest of my term. Remember my door and mind is always open.

I hope that I can count on each of you and your support as we work to see IGRA and the royalty program through these new times and growth that are sure to elevate IGRA and the royalty program in a big way in the coming years.

Respectfully submitted,

Mitch Gill  
IGRA Vice-president

**Dear Executive Board Members, Board Members, Committee Chairs, 2007 IGRA Royalty Team Members and past IGRA Royalty Team Members;**

As we move into 2007, we are faced with challenges that we as a Board need to move IGRA in new directions. It has come time for IGRA to make some hard decisions. We have started this process by taking a stronger hold and more control and involvement in the production of Finals. As we are looking to move Finals to one location, this will only further the growth of IGRA and its member associations.

As your Vice-President, I am in charge of overseeing the development and growth of the IGRA Royalty Program. With this said, I have put together a survey concerning the growth and future of the Royalty Program. Some members of the Executive Board have voiced a concern about the condition of the program. It has been labeled a "Round Peg in a Square hole."

It is my job to address these issues. I am asking each of you to review and answer this survey. Please share it with your association members, current royalty team members and past IGRA Royalty team members within your association.

Please return the survey with any additional comments to the address listed on the survey no later than April 1, 2007.

Thank you in advance for your assistance in this matter.

Let's Rodeo,  
Mitch Gill  
IGRA Vice-President  
[cowbovigra@yahoo.com](mailto:cowbovigra@yahoo.com)

## **IGRA Royalty Program Survey**

- 1) Has IGRA outgrown the IGRA Royalty Program and its purpose?
- 2) Should we move the Royalty Competition from Finals Weekend?
- 3) If yes, when should we hold it?
- 4) If we move the competition from Finals weekend, do we make it a big Weekend Event? And do we comp the rooms for the judges?
- 5) If we leave the Royalty Competition at Finals, do we put together a team of members to produce this event for IGRA? This would include the Vice-President chairing this committee and at least one member on this committee being from the association where Finals is being held. (Not including the Rodeo Director.)
- 6) Should we ask associations to bid on hosting the competition or does IGRA produce this event?
- 7) Should we restructure the competition?
  - a) Why?
  - b) How?
- 8) Should we change the competition back to the old structure? (Mr. & Ms. competing only in Interview, Horsemanship and Western Wear and PP. Miss & MsTer competing only in Interview, Entertainment, Western Wear and PP.)
- 9) Should we only sash and recognize the top four?
- 10) Should we come up with a new judging system?
- 11) Should we only ask past IGRA Royalty to judge the competition?
- 12) Should we ask celebrity judges to judge the whole competition?
- 13) Could we or should we only ask past IGRA Royalty to MC and work this event?
- 14) Would we produce a Royalty Program/Guide for this Competition?
- 15) Does IGRA offer prize money to the winning team members?
- 16) Will we charge a cover charge for this event?

- 17) Do we need to approach sponsors to help produce this event for IGRA?
- A. Buckles
  - B. Sashes
  - C. Crown
  - D. Judges Books and Forms
- 18) Do we ask the team to take on more responsibilities?
- 19) If yes, what responsibilities would you like to add?
- 20) Should we pay for their rooms or travel to the four Board Meetings. (Up to a limit)
- 21) Do we provide marketing tools to the team? (Tri-folds, Business Cards, Pins, etc.)

Any suggestions you have would be greatly appreciated.

Use additional sheets if necessary.

Please return to the address below by \_\_\_\_\_.

Mitch Gill  
1323 Mimosa Pass  
Cedar Park, TX 78613

Board of Directors Meeting  
January 15, 2007  
Secretary's Report

Since we have many new people to the Board of Directors, please submit your alternates to the entire IGRABOD group for rodeos and board meetings throughout the year and send current membership lists to me AND the administrative assistant.

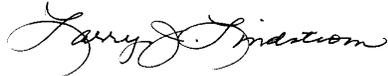
At each rodeo, assign one person to collect the following information and get back to me:

- Pre-rodeo notes
- Post-rodeo notes
- Rodeo checklist
- Stock contractor insurance certificate
- Roll call
- Protest forms, if any
- Injury forms, if any
- Contestant surveys, if any

As I was updating the various lists for the new handbook, I tried to compare addresses and phone numbers for the Member Associations against their Web sites. There are many Web sites that do not have a physical mailing address listed for their association. Even though we do more and more business by E-mail, we still do mailings to the associations from time to time. This includes rodeo rulebooks as well as the annual convention notice as stated in the Standing Rules.

I look forward to working with all of you for another year.

Respectfully submitted,



IGRA Secretary

## 2007 IGRA Rodeo Auditor's Schedule

#	Rodeo Name	Rodeo Location	Rodeo Dates	Auditor	Sec/Score Seminar
1	Road Runner Regional Rodeo	Phoenix, AZ	January 12-14, 2007	David Hill	
	IGRA University	Las Vegas, NV	February 22-26, 2007	n/a	
2	Big D Rodeo	Fort Worth, TX	March 2-4, 2007	David Hill	
3	Sunshine Stampede	Fort Lauderdale, FL	April 13-15, 2007	David Hill	
4	Rodeo in The Rock	Little Rock, AR	April 27-29, 2007*	Michael Norman	
5	Gateway Regional Rodeo	St. Louis, MO	May 4-6, 2007	David Hill	
6	Great Plains Rodeo	Oklahoma City, OK	May 25-27, 2007	David Hill	David Hill
7	Greater San Diego Rodeo	San Diego, CA	June 1-3, 2007	Larry Lindstrom	
8	North Star Regional Rodeo	Minneapolis/St Paul, MN	June 29-30, July 1, 2007	Jeffrey Shaw	
9	Canadian Rockies Int'l Rodeo	Calgary, AB	June 29-30, July 1, 2007	Larry Lindstrom	
10	Rocky Mountain Regional Rodeo	Denver, CO	July 13-15, 2007	David Hill	Jeffrey Shaw
11	LA Rodeo 2007	Los Angeles, CA	August 3-5, 2007	Jeffrey Shaw	Jeffrey Shaw
12	Zia Regional Rodeo	Albuquerque, NM	August 17-19, 2007	Michael Norman	
13	Windy City Rodeo	Chicago, IL	August 24-26, 2007	David Hill	
14	MGRA Show Me State Rodeo	Kansas City, MO	August 31, Sept 1-2, 2007*	Jeffrey Shaw	
15	Atlantic Stampede 2007	Washington, DC	September 7-9, 2007	Larry Lindstrom	Larry Lindstrom
16	San Francisco Bay Area Gay Rodeo	San Francisco, CA	September 14-16, 2007	David Hill	
17	Capital City Rodeo	Austin, TX	September 21-23, 2007	Michael Norman	
18	Bighorn Regional Rodeo	Las Vegas, NV	September 21-23, 2007	David Hill	
19	21st Annual IGRA Finals/Rodeo	Denver, CO	October 11-14, 2007	David Hill	
	23rd Annual IGRA Conv/Dance	Kansas City, MO	November 7-11, 2007	Shaw/Norman	Jeffrey Shaw

\* Date change possible

David Hill	Larry Lindstrom	Michael Norman	Jeffrey Shaw
20140 East Maplewood Lane	14741 Tejon Street	7601 Kings Ridge Road	252 Pennsylvania St #206
Centennial, CO 80016-1279	Broomfield, CO 80020-6232	Frisco, TX 75035-7116	Denver, CO 80203-4175
(303) 766-5630	(303) 280-1185	(972) 334-0157	(303) 282-4346
<a href="mailto:David.Hill@IGRA.com">David.Hill@IGRA.com</a>	<a href="mailto:Larry.Lindstrom@IGRA.com">Larry.Lindstrom@IGRA.com</a>	<a href="mailto:M.Norman@SBCGlobal.net">M.Norman@SBCGlobal.net</a>	<a href="mailto:JCShawColo@AOL.com">JCShawColo@AOL.com</a>



## COMMITTEE REPORTING FORM

**Committee Name:** Arena Directors

**Committee Chair(s):** Al Wright

**Committee Members:** Brian Helander, Kim Dawson, Jorge Ramirez

**Date & Time of Last Meeting:** \_\_\_\_\_

**Brief Overview of Last Meeting:** \_\_\_\_\_

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**Items of Critical Importance (to be discussed at the next BOD meeting):**

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\_\_\_\_\_

\_\_\_\_\_

**Items Requiring Action (to be voted on at the next BOD meeting):**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**No report at this time**

**Respectfully submitted,** Al Wright

Income	Jan - Dec 06	Budget	\$ Over Budget	Explanation > 10%
4110 · Rodeo sanction fees	11,400.00	12,000.00	(600.00)	
4120 · Rodeo additional seat tax	4,557.00	2,300.00	2,257.00	FL 1,638/SD 138/GW 76/IL 104/DC 299
4130 · Rodeo general operating income	6,068.00	7,000.00	(932.00)	Contestant entries less than budgeted
4140 · Rodeo fines income	1,500.00	800.00	700.00	4 assns with late memb renewals \$200/each
4150 · Rodeo finals contestant entries	47,394.00	50,000.00	(2,606.00)	Cont fund/entries down
4200 · Initiation fees/annual dues	16,200.00	15,600.00	600.00	Additional association
4300 · Mr/Ms/Miss entry fees	1,000.00	1,500.00	(500.00)	Entries down
4310 · Mr/Ms/Miss fund raisers	18,209.70	9,000.00	9,209.70	Mr's \$5,558/Ms's \$5,380/Miss's \$7,271
4320 · Mr/Ms/Miss cont fund raisers	3,471.30	6,000.00	(2,528.70)	Mr's \$2,171/Ms \$250/Miss's \$1,050
4330 · Royalty participation fund	2,333.73	-	2,333.73	DeShannon \$606/Vierra \$972/2005 \$845
4400 · Contributions	16,375.00	27,500.00	(11,125.00)	Contribuion transfers not necessary
4470 · IGRA University income	6,787.66	6,000.00	787.66	More sponsorship than budgeted
4500 · Contestant mailing income	2,906.92	3,000.00	(93.08)	Matches expense
4600 · Interest income	1,236.03	300.00	936.03	Cash balances higher than budgeted
4700 · Merchandise commission	727.20	400.00	327.20	Rainbow & Stars \$253/Cut Above \$474
4750 · Avis commission income	56.66	-	56.66	
4800 · Miscellaneous income	75.00	-	75.00	3 judges late seminar payment
<b>Total Income</b>	<b>140,298.20</b>	<b>141,400.00</b>	<b>(1,101.80)</b>	
<b>Expense</b>				
6500 · Office supplies	1,599.18	1,400.00	199.18	Expense unused numbers \$171
6510 · Telephone expense	1,570.03	1,000.00	570.03	Long distance higher than budgeted
6520 · Postage	3,050.21	2,300.00	750.21	Postage for rulebook more than budgeted
6530 · Printing	5,362.92	5,500.00	(137.08)	Reduced CDs duplication for officials
6560 · Payroll expenses	9,123.75	8,800.00	323.75	Overtime for finals invitations/rodeo director
7500 · Document scanning fee	742.38	1,000.00	(257.62)	Scan rodeo files \$109/1990-2007 M/M/M \$742
7530 · Committee meeting expense	956.16	1,200.00	(243.84)	Secretaries \$543/judge's \$413
7540 · Dance competition	1,752.50	2,000.00	(247.50)	2005 dance fund raiser at Calgary
7550 · Royalty competition	2,000.00	2,000.00	-	
7560 · M/M/M/M winnings	494.98	1,300.00	(805.02)	Two people did not complete requirements
7600 · Travel	5,836.25	5,000.00	836.25	TRChannel tvl Reno/Nashville/Shaw Reno
7650 · Executive meeting expense	5,196.22	7,000.00	(1,803.78)	Not all turned in
7750 · Computer-hardware	2,506.08	2,500.00	6.08	
7760 · Computer-software	524.65	1,000.00	(475.35)	Norton upgrades/DOS2USB/Word/FTP
7770 · Computer-maintenance	346.45	500.00	(153.55)	HP LaserJet 1300/6210 printers
7780 · Computer-on line services	1,685.40	2,200.00	(514.60)	Not all turned in
8100 · Name badges	-	400.00	(400.00)	Donated by Creative Awards
8150 · Rodeo finals contestant payout	47,394.00	50,000.00	(2,606.00)	Matches income
8200 · Marketing expense	2,264.13	7,000.00	(4,735.87)	Toronto/Philidelphia/New Orleans meetings
8471 · IGRA University facility costs	400.00	2,000.00	(1,600.00)	Arena expense
8472 · IGRA University food service	2,684.22	2,500.00	184.22	
8473 · IGRA University instructor rooms	944.89	-	944.89	Budgeted in facility costs above
8473 · IGRA University supplies/printing	2,495.89	2,500.00	(4.11)	
8470 · IGRA University expense total	<b>6,525.00</b>	<b>7,000.00</b>	<b>(475.00)</b>	
8500 · Donations and contributions	13,517.35	6,000.00	7,517.35	Vierra hosp 972l/MMM cont 1736/MMM 10809
8510 · Legal and professional services	369.32	1,000.00	(630.68)	Broadcast Music Inc \$369
8520 · Taxes and licenses	1,978.00	3,000.00	(1,022.00)	05 income less than budgeted
8530 · Bank charges	206.45	100.00	106.45	Blank check stock \$25/higher svc chgs
8535 · Credit card charges	866.85	800.00	66.85	
8540 · Contestant mailing expense	2,906.98	3,000.00	(93.02)	Matches income
8545 · Sponsorship development	-	1,000.00	(1,000.00)	Nothing to date
8550 · Association/rodeo insurance	11,909.98	10,000.00	1,909.98	BOD approved more than budgeted
8900 · Convention registration fees	800.00	1,000.00	(200.00)	Registration down
8950 · Convention int'l awards	1,464.05	1,400.00	64.05	
8955 · Convention expense	5,000.00	5,000.00	-	
9500 · Interest expense	3.24	-	3.24	
9510 · Miscellaneous expense	68.22	-	68.22	Plant for Wayne Jakino
<b>Total Expense</b>	<b>138,020.73</b>	<b>141,400.00</b>	<b>(3,379.27)</b>	
<b>Net Income</b>	<b>2,277.47</b>	<b>-</b>	<b>2,277.47</b>	

## Proposed I.G.R.A. BUDGET 2007

	12/06 Actual	2006 Budget	2007 Budget
<b>Income</b>			
4110 - Rodeo sanction fees	11,400.00	12,000.00	10,800.00
4120 - Rodeo additional seat tax	4,557.00	2,300.00	4,200.00
4130 - Rodeo general operating income	6,068.00	7,000.00	6,200.00
4140 - Rodeo fines income	1,500.00	800.00	1,000.00
4150 - Rodeo finals contestant entries	47,394.00	50,000.00	50,000.00
4200 - Initiation fees/annual dues	16,200.00	15,600.00	16,200.00
4300 - Mr/Ms/Miss entry fees	1,000.00	1,500.00	1,000.00
4310 - Mr/Ms/Miss fund raisers	18,209.70	9,000.00	9,000.00
4320 - Mr/Ms/Miss cont fund raisers	3,471.30	6,000.00	4,300.00
4330 - Royalty participation fund	2,333.73	-	-
4400 - Contributions	16,375.00	27,500.00	24,000.00
4470 - IGRA University income	6,787.66	6,000.00	8,000.00
4500 - Contestant mailing income	2,906.92	3,000.00	3,000.00
4600 - Interest income	1,236.03	300.00	1,100.00
4700 - Merchandise commissions	727.20	400.00	700.00
4750 - Avis commission income	56.66	-	-
4800 - Miscellaneous income	75.00	-	-
<b>Total Income</b>	<b>140,298.20</b>	<b>141,400.00</b>	<b>139,500.00</b>
<b>Expense</b>			
6500 - Office supplies	1,599.18	1,400.00	1,600.00
6510 - Telephone expense	1,570.03	1,000.00	1,200.00
6520 - Postage	3,050.21	2,300.00	3,000.00
6530 - Printing	5,362.92	5,500.00	5,100.00
6560 - Payroll expenses	9,123.75	8,800.00	9,000.00
7500 - Document scanning fee	742.38	1,000.00	1,000.00
7530 - Committee meeting expense	956.16	1,200.00	1,400.00
7540 - Dance competition	1,752.50	2,000.00	2,000.00
7550 - Royalty competition	2,000.00	2,000.00	2,000.00
7560 - M/M/M/M winnings	494.98	1,300.00	900.00
7600 - Travel	5,836.25	5,000.00	5,500.00
7650 - Executive meeting expense	5,196.22	7,000.00	7,000.00
7750 - Computer-hardware	2,506.08	2,500.00	2,500.00
7760 - Computer-software	524.65	1,000.00	2,500.00
7770 - Computer-maintenance	346.45	500.00	500.00
7780 - Computer-on line services	1,685.40	2,200.00	1,000.00
8100 - Name badges	-	400.00	-
8150 - Rodeo finals contestant payout	47,394.00	50,000.00	50,000.00
8200 - Marketing expense	2,264.13	7,000.00	5,000.00
8471 - University facility costs	400.00	2,000.00	1,000.00
8472 - University food service	2,684.22	2,500.00	2,500.00
8473 - Univ instructor honorarium/rooms	944.89	-	2,000.00
8474 - University supplies/printing	2,495.89	2,500.00	2,500.00
8500 - Donations and contributions	13,517.35	6,000.00	6,000.00
8510 - Legal and professional services	369.32	1,000.00	500.00
8520 - Taxes and licenses	1,978.00	3,000.00	2,000.00
8530 - Bank charges	206.45	100.00	100.00
8535 - Credit card charges	866.85	800.00	800.00
8540 - Contestant mailing expense	2,906.98	3,000.00	3,000.00
8545 - Sponsorship development	-	1,000.00	500.00
8550 - Assn/rodeo insurance	11,909.98	10,000.00	10,000.00
8900 - Convention registration fees	800.00	1,000.00	1,000.00
8950 - Convention int'l awards	1,464.05	1,400.00	1,400.00
8955 - Convention expene	5,000.00	5,000.00	5,000.00
9500 - Interest expense	3.24	-	-
9510 - Miscellaneous expense	68.22	-	-
<b>Total Expense</b>	<b>138,020.73</b>	<b>141,400.00</b>	<b>139,500.00</b>
<b>Net Income</b>	<b>2,277.47</b>	<b>-</b>	<b>-</b>



## COMMITTEE REPORTING FORM

**Committee Name:** Bylaws & Standing Rules

**Committee Chair(s):** Benjamin Avant

**Committee Members:** \_\_\_\_\_

**Date & Time of Last Meeting:** \_\_\_\_\_

**Brief Overview of Last Meeting:** \_\_\_\_\_

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**Items of Critical Importance (to be discussed at the next BOD meeting):**

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**Items Requiring Action (to be voted on at the next BOD meeting):**

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\_\_\_\_\_

\_\_\_\_\_

**No report at this time**

**Respectfully submitted,** Benjamin Avant

23<sup>rd</sup> Annual IGRA Convention & Dance Competition  
November 8 – November 11, 2007  
Kansas City

Radisson Hotel & Suites Kansas City—City Center

Toll Free 1-800-333-3333    Direct 1-816-474-6664  
Online Reservations [www.radisson.com/kansascitymo\\_center](http://www.radisson.com/kansascitymo_center)

Personalized Group Code: IGR

***Single-Quad Room: \$89.00 plus tax***

All rooms feature: coffee makers, iron/ironing boards, hair dryers, working desk with data port that includes complimentary high-speed internet access, built in power strips, cable television, in-room movies and games. All rooms feature Sleep Number beds by Select Comfort.

***King Suites: \$109 plus tax***

All suites feature: amenities listed above PLUS a double sleeper sofa, wet bar with refrigerator and microwave, two 21" tvs, walk in closet, and conference table in the parlor. All rooms feature Sleep Number beds by Select Comfort.

Also includes complimentary parking for guests.

Check in time is 3:00 p.m. and Check out time is 12:00 p.m.

## Midwest Airlines

With the help of Midwest Airlines and *Functioneer*, MGRA has secured the following discount on air travel:

- 10% discount on flights booked to IGRA Convention more than 60 days in advance.
- 6% discount on flights booked to IGRA Convention less than 60 days in advance.

IGRA Convention will be listed at [www.midwestairlines.com/conventions](http://www.midwestairlines.com/conventions) and discount code **CMZ6800** will be activated on Wednesday, January 17, 2007.



## COMMITTEE REPORTING FORM

**Committee Name:** Finals Rodeo 2007

**Committee Chair(s):** Roger Courtemanche

**Committee Members:** \_\_\_\_\_

**Date & Time of Last Meeting:** \_\_\_\_\_

**Brief Overview of Last Meeting:** Finals Rodeo 2006

Everything for Finals Rodeo 2007 is going well.

The Finals Rodeo 2007 Web site will be online in February.

**Items of Critical Importance (to be discussed at the next BOD meeting):**

CGRA will have more information at the BOD meeting in Florida.

**Items Requiring Action (to be voted on at the next BOD meeting):**

**No report at this time**

**Respectfully submitted,** Roger Courtemanche



## COMMITTEE REPORTING FORM

**Committee Name:** Hall of Fame

**Committee Chair(s):** Bob Pimentel Jr

**Committee Members:** Still forming.

**Date & Time of Last Meeting:** N/A

**Brief Overview of Last Meeting:** N/A

**Items of Critical Importance (to be discussed at the next BOD meeting):**

I will be verifying committee members and communicating with them to be ready to meet at the Ft Lauderdale meeting to go over selections for 2007.

**Items Requiring Action (to be voted on at the next BOD meeting):**

None

**No report at this time**

**Respectfully submitted,** Bob Pimentel Jr



## COMMITTEE REPORTING FORM

**Committee Name:** Information Systems

**Committee Chair(s):** David Hill

**Committee Members:** \_\_\_\_\_

**Date & Time of Last Meeting:** \_\_\_\_\_

**Brief Overview of Last Meeting:** \_\_\_\_\_

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**Items of Critical Importance (to be discussed at the next BOD meeting):**

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**Items Requiring Action (to be voted on at the next BOD meeting):**

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\_\_\_\_\_

\_\_\_\_\_

**No report at this time**

**Respectfully submitted,** David Hill



## COMMITTEE REPORTING FORM

**Committee Name:** Judges

**Committee Chair(s):** Amy Griffin & Rick Jones

**Committee Members:** Above and Thom Sloan, Brian Helander

**Date & Time of Last Meeting:** 11/12/06 (in person, RJ & AG), ongoing via phone and e-m

**Brief Overview of Last Meeting:** Review rule changes. Review progress of students.

2007 Seminars scheduled for Phoenix, Oklahoma City, Los Angeles, Chicago and

Convention (Kansas City).

**Items of Critical Importance (to be discussed at the next BOD meeting):**

n/a

**Items Requiring Action (to be voted on at the next BOD meeting):**

n/a

**No report at this time**

**Respectfully submitted,** Amy Griffin & Rick Jones



## COMMITTEE REPORTING FORM

**Committee Name:** Membership

**Committee Chair(s):** Larry Lindstrom

**Committee Members:** \_\_\_\_\_

**Date & Time of Last Meeting:** October 21, 2006 at Annual Convention in Nashville

**Brief Overview of Last Meeting:** Since convention, I have had interest from Alabama, Indiana, Louisiana, and New South Wales. Representing IGRA, four people traveled to New Orleans the first weekend of December 2006. On that Saturday night we met with members and local business owners. We showed the Hero Unit promotional video followed by a question and answer session. LSGRA (Louisiana) is the closest to being seated next.

**Items of Critical Importance (to be discussed at the next BOD meeting):**

**Items Requiring Action (to be voted on at the next BOD meeting):**

**No report at this time**

**Respectfully submitted,** Larry Lindstrom



## COMMITTEE REPORTING FORM

**Committee Name:** \_\_\_\_\_Nominations\_\_\_\_\_

**Committee Chair(s):** \_\_\_\_\_Justin James (Waldner)\_\_\_\_\_

**Committee Members:** \_\_\_\_\_  
\_\_\_\_\_

**Date & Time of Last Meeting:** \_\_\_\_\_20 October 2006\_\_\_\_\_

**Brief Overview of Last Meeting:** \_\_\_\_\_

\_\_\_\_\_Committee Meeting held a Convention. Dot supervised election of officers.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Items of Critical Importance (to be discussed at the next BOD meeting):**

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\_\_\_\_\_  
\_\_\_\_\_

**Items Requiring Action (to be voted on at the next BOD meeting):**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**No report at this time**

**Respectfully submitted,** \_\_\_\_\_Justin James (Waldner)\_\_\_\_\_



## COMMITTEE REPORTING FORM

**Committee Name:** Rodeo Rules

**Committee Chair(s):** Chuck Browning & Candy Pratt

**Committee Members:** \_\_\_\_\_

**Date & Time of Last Meeting:** \_\_\_\_\_

**Brief Overview of Last Meeting:** \_\_\_\_\_

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**Items of Critical Importance (to be discussed at the next BOD meeting):**

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**Items Requiring Action (to be voted on at the next BOD meeting):**

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\_\_\_\_\_

**No report at this time**

**Respectfully submitted,** Chuck Browning



## COMMITTEE REPORTING FORM

**Committee Name:** \_\_\_\_\_

**Committee Chair(s):** \_\_\_\_\_

**Committee Members:** \_\_\_\_\_

**Date & Time of Last Meeting:** \_\_\_\_\_

**Brief Overview of Last Meeting:** \_\_\_\_\_

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**Items of Critical Importance (to be discussed at the next BOD meeting):**

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**Items Requiring Action (to be voted on at the next BOD meeting):**

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\_\_\_\_\_

**No report at this time**

**Respectfully submitted,** \_\_\_\_\_

# Corporate Sponsor Committee



Presentation for the  
IGRA Board of Directors

# Corporate Fund Raising

- ✍ Review fund raising process
- ✍ Review initiatives for IGRA
- ✍ Report on options

# Fund Raising 101

## Corporate Sponsorships

- ✍️ What do other **Rodeo** associations have?
  - PRCA, College Rodeo, Reno & Houston Livestock Show
  - IGRA member associations
- ✍️ What do other **GLBT** organizations have?
  - HRC, Lambda Legal, and others

# PRCA Sponsors

- Fox Sports Network
- CBS Sports
- Coors
- Resistol Hats
- Dodge Trucks
- Jack Daniels
- Wrangler jeans
- Montana Silversmiths
- US Smokeless Tobacco
- **US Army**
- **Boyd Gaming**
- **Cingular**
- Priefert Ranch Equipment

# College Rodeo Sponsors

- **Andreini & Company**
  - ✍ Risk Management, Insurance, Employee Benefits
- Dodge
- Coors
- Pepsi
- Ticketmaster
- U.S. Smokeless Tobacco
- Justin Boots
- Harris Ranch
- **Metro PCS**
- **Trend West Time Shares**

# College Rodeo, continued

- Wranglers
- Red Wing Shows
- U.S. Air Force Recruiting
- Cactus Ropes
- Cactus Saddlery
- Fast Back Ropes
- Pro Equine
- Maynard Buckles

# Houston Livestock Show

## – Sponsors

AGventure  
CapitalOne  
Walmart  
Black Heritage Day  
Kroger  
Valero  
Justin Boots  
Ford (3 times)  
ConocoPhillips  
Verizon  
Continental Airlines  
CocaCola  
Miller Lite  
CVS Pharmacy  
BP  
AIM investments  
Veritas  
Reliant Energy  
Gallery Furniture  
Aflac Insurance

## Official Providers

Siemens  
IKON Office Solutions  
Cat Lift Trucks  
Shoppas Farm Supply  
Ford  
Waste Management  
Verizon

# IGRA Sponsors

## Past and Present

- Logo Online
- Hero Unit Productions
- Bud Light
- Avis
- American Airlines
- Miller Lite

# HRC Sponsors

- Merrill Lynch
- MGM Mirage
- Showtime
- Volvo
- Deloitte
- Hilton
- Replacements LTD
- Shell
- IBM
- Olivia
- American Airlines
- Price Waters Cooper
- SM satellite radio
- Chase
- Advocate
- Harrah's Entertainment
- Citigroup
- Hotels.com
- Prudential Financial
- Washington Mutual
- Nike

# HRC Foundation

## Sponsors

- Evelyn and Walter Haas Jr. Foundation
- Gill Foundation
- I Do Foundation
- John F. Dreeland and Robert V. Hauff Foundation
- Joseph H. and Florence A. Roblee Foundation
- Open Society Institute
- Robert Stuart Foundation
- RobLee Foundation
- Tawani Foundation
- Tides Foundation
- Traverse Foundation
- Working Asset

# Lambda Legal Sponsors

- IBM
- Deloitte Touche
- Merrill Lynch
- Stole liquor
- American Airlines
- Prudential Financial
- Levi Strauss Foundation
- Wells Fargo
- Time Warner
- Sidley
- Heller Ehrman
- ReedSmith
- Paul Hastings Attorney
- LexisNexis
- PassPort

# Who do we Represent?

## What is our **market focus**?

- IGRA members and contestants?
- GLBT community at large
- C&W community at large
- Entire community

# Statistically Speaking....

## Sources studied for this report:

- International Gay Rodeo Association, Rodeo Resource, Marketing Summary, January 2006
- Watermark Publications, GLBT demographics
- Preliminary Market Appraisal (PMA), Sports Market
- Nevada Gay Rodeo demographics report
- Reno Rodeo Economic and Demographic Report
- PRCA Pro Rodeo, Fan Demographics Overview
- Houston Livestock Show & Rodeo Demographics

# Sports Fan Demographics

- adult sports fans, ages 25-54 are 62-73% higher in **affluent** house income (>\$60,000)
- sports fans are typically more younger, more educated, and more affluent
- adult sports fan is 85-90% more likely to be a **college graduate**
- (57% are college graduates)
- adult sports fan is 79-91% higher likelihood to be in a **professional/managerial** capacity
- tend to travel a greater distance to view their sport
- willing to spend **large amounts** of money on their sport and vacations

# Traditional Rodeo Market

- Rodeo spectators have higher incomes
- PRCA: 76% earn > \$35,000; 56% earn >\$50,000; 36% earn > \$75,000
- 56% of the average rodeo audience is women
- PRCA: 53% female, 47% male
- PRCA: 73% is age 18-49 and 68% is 25-54
- 58% of the average audience is between the ages of 25-44
- first time rodeo patrons spend more per person (\$409) than repeat patrons (\$ 352)
- Houston: 53% are age 35 and under
- Houston: 42.8% are male, and 57.2% are female
- **Houston: average household income is \$ 73,335**
- Houston: 69.3% of all household incomes are over \$ 50,000
- Houston: 35% of spectators are married with kids, 27.3% are married with no kids

# PRCA

## Rodeo Market

- PRCA: 67% attended college, and 28% graduated
- PRCA: 80% used a credit card in last 3 months
- 86% have checking accounts, **64% have investments**
- 35% have a home mortgage, and 33% have a car loan
- 78% own a cell phone, and 74% have a home computer
- 41% more likely to have a **home security system**
- 258% more likely to stay in a **LaQuinta** Hotel
- 96% more likely to stay in a **Double Tree** Hotel
- 38% more likely to stay in an upscale hotel
- 135% more likely to plan a domestic truck purchase in the next 12 months
- 55% more likely to own a domestic truck or SUV
- 51% more likely to own a power boat and 44% more likely to own personal watercraft

# PRCA Study

## ✂ **RODEO FANS AS COMPARED TO THE NATIONAL AVERAGE**

- ✂ 55% more likely to use the Internet for a radio station site
- ✂ 53% more likely to use the Internet for a local TV station site
- ✂ 41% more likely to have a home security system
- ✂ 39% more likely to own a PDA
- ✂ 32% more likely to do online banking
- ✂ 21% more likely to pay bills online

## ✂ **TRAVEL**

- ✂ 258% more likely to stay in a **La Quinta** hotel
- ✂ 133% more likely to take an average of 10 or more domestic air roundtrips
- ✂ 96% more likely to stay in a **Doubletree** hotel
- ✂ 69% more likely to rent a car from **National**
- ✂ 65% more likely to have traveled 1,000 or more total miles in the past 7 days
- ✂ 63% more likely to take 10 or more domestic overnight trips
- ✂ 40% more likely to stay in a bed & breakfast
- ✂ 38% more likely to stay in any "upscale" hotel or motel
- ✂ 29% more likely to buy airline tickets on the Internet

## ✂ **AUTOMOBILES**

- ✂ 85% of rodeo fans purchase their own auto parts
- ✂ 655% more likely to shop at O'Reilly Auto Parts for auto products or services
- ✂ 135% more likely to plan on buying a domestic truck in the next 12 months
- ✂ 60% more likely to use a gasoline credit card
- ✂ 55% more likely to own a domestic truck or SUV
- ✂ 42% more likely for household to own 3 vehicles
- ✂ 27% more likely to purchase a vehicle based on reputation of dealer

# PRCA Study

## RECREATIONAL VEHICLES

- ✍ 51% more likely to own a powerboat
- ✍ 44% more likely to own a personal watercraft
- ✍ 38% more likely to own a sailboat
- ✍ 23% more likely to own an RV or motor home

## OUTDOOR ACTIVITIES (past twelve months)

- ✍ 1044% more likely to go horseback riding
- ✍ 215% more likely to river raft
- ✍ 150% more likely to hunt
- ✍ 61% more likely to fish
- ✍ 41% more likely to participate in outdoor camping activities
- ✍ 23% more likely to go hiking/backpacking

## OTHER LEISURE ACTIVITIES (past twelve months)

- ✍ 308% more likely to downhill ski
- ✍ 182% more likely to water-ski
- ✍ 131% more likely to cross country ski
- ✍ 49% more likely to participate in team sports (soccer, softball, etc.)
- ✍ 47% more likely to participate in extreme sports (bungee jumping, sky surfing, etc.)
- ✍ 47% more likely to go jogging or running
- ✍ 38% more likely to golf

## ATTENDING SPORTS EVENTS (past twelve months)

- ✍ 272% more likely to attend a high school football game
- ✍ 212% more likely to attend an INDY race
- ✍ 161% more likely to attend an NBA game
- ✍ 120% more likely to attend horse races
- ✍ 116% more likely to attend a college football game
- ✍ 100% more likely to attend an NFL game
- ✍ 85% more likely to attend a Major League Baseball game
- ✍ 71% more likely to attend a CART race
- ✍ 27% more likely to attend a college basketball game
- ✍ 20% more likely to attend an NHL event

# PRCA Study

## ENTERTAINMENT

- ✍ 321% more likely to attend a country music concert
- ✍ 114% more likely to attend a home & garden show
- ✍ 89% more likely to attend an auto show
- ✍ 85% more likely to visit Las Vegas
- ✍ 70% more likely to attend a state fair
- ✍ 32% more likely to participate in casino gambling
- ✍ 24% more likely to attend a rock concert

## ADDITIONAL FACTS - TELEVISION

- ✍ 60 million rodeo fans will watch PRCA television broadcasts in 2004
- ✍ *Source: CBS Sports, Outdoor Life Network, ESPN, ESPN2*
- ✍ 300 total hours of television broadcasts in 2003 on CBS, Outdoor Life Network, ESPN, ESPN2

## LIVE EVENTS

- ✍ More than 2,000 rodeo performances in 2003
- ✍ 24 million spectators attend PRCA rodeos each year
- ✍ *Source: DaimlerChrysler Dodge Division field reports*

## WEB

- ✍ 2.35 million unique visitors at [espn/prorodeo.com](http://espn/prorodeo.com)
- ✍ 3.2 million total page views during the 2003 Wrangler NFR
- ✍ *Source: Winnercomm*

# GLBT Market

- 61% are college graduates
- 30% use American Express
- GLBT average income of \$ 86,485 vs. national average of \$ 42,409

# IGRA Market

- 28.9% of IGRA members earn more than \$ 75,000 a year
- 62% of IGRA members are in a committed relationship
- 24.5% prefer Coke to Pepsi
- 60% do not smoke, those that do prefer **Marlboro**
- 55% prefer shopping at **Walmart**
- 37.9% said they would make their next electronics purchase at **Best Buy** (9,475)
- 38.5% drive a truck, and prefer **Ford** as their brand of truck
- 79% consider themselves spiritual
- 20 gay rodeos held last year, 24,191 in attendance,
- Gay Rodeo spectators, contestants, and participants have higher incomes

# IGRA Numbers

- 28 member associations
- 3,351 total members
- 322 gay rodeo's produced since circuit started
- 20 gay rodeo's held in 2006
- 24,191 paid attendance at rodeo's in 06

# Association Impact

- Focus on the total **number of people** that we see and impact each year
- FGRA estimated between 150,000 to 1 million
  - ✍️ Pride Events, 100K  
(Palm Beach, Lauderdale, St. Pete)
  - ✍️ FGRA Events, Film Festivals
  - ✍️ Membership & Charity Events
  - ✍️ Newsletter and Publication outreach
  - ✍️ Rodeo, 6,000 spectators
  - ✍️ National Rodeo contestant contact, 24,000

# **IGRA**

## **Strengths & Weaknesses**

# IGRA Weaknesses

- ✂ No current national sponsor
- ✂ No organized program for corporate sponsorships
- ✂ Lack of a corporate plan
- ✂ Not a large rodeo spectator base



# IGRA Strengths

- ✍ We are national and international
- ✍ We are professionally run
- ✍ We have no current sponsorships which might conflict with new sponsorship goals



# IGRA Strengths

- IGRA Associations fund **Charity Events**  
(good sponsor visibility and support)
- Most charities are 501C3 and are approved in a formal process  
(low risk)
- We also offer the same **opportunity** as straight rodeo to a vendor
- We reach out to **men and women**
- We reach out to the **GLBT** and **straight community**
- We have a **unique entertainment** value, **niche market**
- We are **professional** in our operations and our presentation
- We are good for **product introduction** and sales to target market
- We provide **networking** opportunities for companies
- We provide **local, regional, statewide, and national** exposure
- We have a focus on **sexuality** on **camaraderie and charity**

# IGRA Strengths

- we offer a **unique** way to market products and services
- while we produce printed materials, much of our outreach is "direct" to the consumer
- our **members** live and promote the western lifestyle
- our **members** are credible, professional, and well spoken
- our members include rodeo competitors, rodeo officials, ranchers, horse owners, and country and western enthusiasts,
- our members professionally represent our corporate sponsors in the same way they represent our organization and our charities.
- our organization is seen by more than 200,000 men and women annually and we reach out to more than 45,000 through magazine ads and distribution of printed material.

# IGRA Strengths

- we operate a highly ranked **web site** that is visited by thousands of persons weekly.
- we use **professional marketing** and advertising methods to communicate our message.
- we provide a designated IGRA Marketing Liaison to work with the sponsor.
- we want an ongoing "partnership" and plan to be "engaged" with the sponsor throughout the year.

# Corporate Fund Raising Vs. the Budget

- ✍️ Must have a target for fund raising
  - Are we raising IGRA general budget funds?
  - Are we raising funds for IGRA Finals?
- ✍️ Target should be based on the budget
  - Target specific line items/functions for sponsorship.
- ✍️ Budget sets the number of sponsors and the amount of each sponsorship

# Corporate Fund Raising Vs. the Budget

## ✍ Sponsorships

- Need to control how many there are
  - ✍ Want meaningful exposure for big sponsors
  - ✍ There are only so many benefits to “sell”
- Need to coordinate “**exclusivity**”
- Need to coordinate “**compatibility**”
  - ✍ Are we “family friendly” ?
  - ✍ Are we “adult entertainment” ?
- Need to be mindful of existing Association sponsorships and relationships.
  - ✍ Can we impose an international alcohol sponsorship?

# Marketing Options

1. IGRA Designated Team
2. Association initiated sponsorships
3. Hiring a professional marketing firm

# IGRA

## Designated Team

- ✍ Set up a designated team within IGRA
- ✍ Make this team responsible for corporate outreach and fund raising
- ✍ **PRO:**
  - Assigns responsibility on a small, focused scale
  - Allows persons with specialized expertise to get involved
- ✍ **CON:**
  - Need to find personnel who will do this for IGRA, vs. their own Association

# Association Initiated Sponsorships

- ✍ Ask each IGRA Association to bring in a sponsor
- ✍ Each Association would locate a corporate sponsor
- ✍ **PRO:**
  - Assigns responsibility to a larger group,
  - more people are involved, more options and opportunities
  - Potentially faster result
- ✍ **CON:**
  - Will Associations find corporate partners for IGRA, vs. their own association?

# Professional Marketing Firm

- ✍ Hire a professional marketing firm to manage IGRA
- ✍ Pay the firm to handle all corporate outreach
- ✍ **PRO:**
  - Professional agency with existing contacts and support system
- ✍ **CON:**
  - Have to be funded by IGRA
  - Percentage return on investment can be elusive
  - Possible negative impact of using a “hired gun” marketing company

# Corporate Marketing Consultants

## ✂ Fund Raising Consultants

- ✂ **Alford Group** - The Alford Group has a long tradition of guiding organizations on building and broadening their private support base. Our strength in fundraising, strategic planning, resource and leadership development, training and consultation has helped our clients to become efficient, stable and vital organizations.
- ✂ Brewer Direct - A full service agency that specializing in custom direct marketing solutions.
- ✂ **Campagne Associates Ltd** - Assisting non-profit organizations become more effective fund-raisers through the use of information systems, helping them to find their way around the world of computer technology and fund-raising software.
- ✂ The Domain Group - specialists in direct response marketing and new donor acquisition.
- ✂ Grizzard - one of the largest and most respected direct marketing companies in the US.
- ✂ **John R. Frank Consulting** - Counsel in Development, Management, and Leadership to non-profit organizations. Services include current, capital, and planned giving programs, board development and retreats, and management training and counsel.
- ✂ Killion McCabe & Associates - a full-featured direct marketing and consulting company with a very interesting web site.
- ✂ **Krueger Communications** - a company specializing in capital campaigns for small and medium size nonprofits. Their site features a very good introduction to the capital campaign process. - a company specializing in capital campaigns for small and medium size nonprofits. Their site features a very good introduction to the capital campaign process.
- ✂ Mark R. Fisher & Associates - full-service development, public relations and marketing firm specializing in serving Rescue Missions. Mark R. Fisher can assist you with a highly creative yet organized approach to develop a plan of action that will position your organization to achieve excellent results.
- ✂ PhilanthroCorp - Christian ministry development and planned giving offices expand the scope and reach of donor services, while reducing your workload and costs through America's Planned Giving Outsource.
- ✂ Russ Reid Company - The nation's innovators in fund raising, marketing, public relations, and government relations for non-profit organizations.
- ✂ Douglas Shaw & Associates - Douglas Shaw & Associates believes that your fund raising materials and strategies should tell the story of your ministry in a way that makes your donors glad to be a part of your work.
- ✂ Strategic Consulting - a direct response agency that provides fundraising consulting services to a number of rescue missions.

# What is needed 1<sup>st</sup> ?

## ✍ Corporate Offerings

### – What are we “selling”?

- ✍ Logo on all posters, materials, web sites?
- ✍ Literature in all contestant bags?
- ✍ Ad in all Association rodeo programs?
- ✍ Repetitive 1 minute commercials during rodeos
- ✍ Flag/Banner to be used by all Associations at local events
- ✍ Booth space at all IGRA rodeos?
- ✍ Name Finals Rodeo after them
- ✍ Name Events after them (Finals or all rodeos)
- ✍ Name Chutes after them (Finals or all rodeos)

# What is needed 2<sup>nd</sup>?

## ✍️ IGRA Corporate Image:

- IGRA has to decide on a corporate marketing image.

- ✍️ What is appropriate and inappropriate for sponsorships.

- ✍️ Are we “family friendly” or are we “adult entertainment”?

## ✍️ Association’s continue to engage their own corporate image.

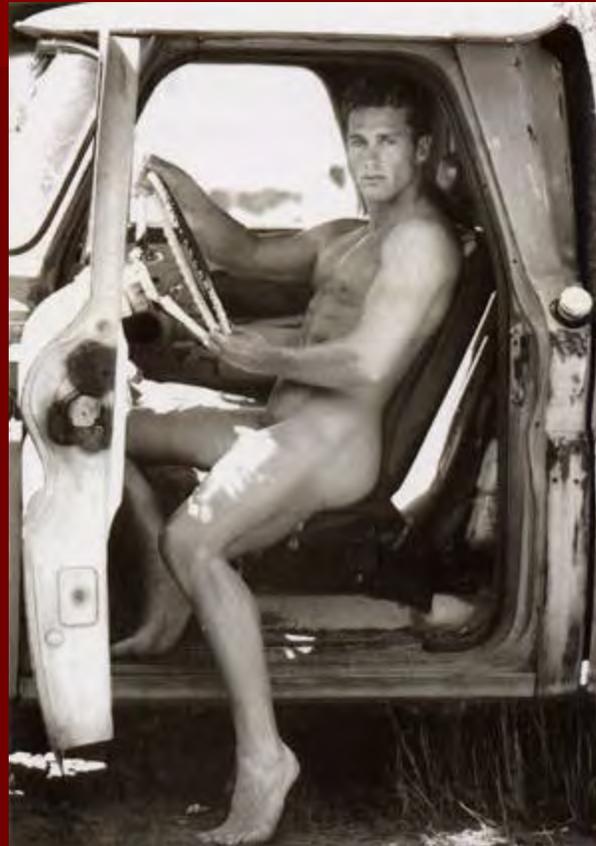
# Ford Trucks



# Guys4Guys Now



# Acme Sex Toy Factory



# Corporate Comfort Level



# What else is needed?

## Corporate Marketing Team

### – Professional Contact Control

 Designated phone number, Virtual PBX

 Business Cards, Stationery, etc.

### – Professional Portfolio

 Printed materials and graphics

 Video and Electronic materials

# Summary

IGRA has the necessary **strengths** for a highly successful corporate marketing program

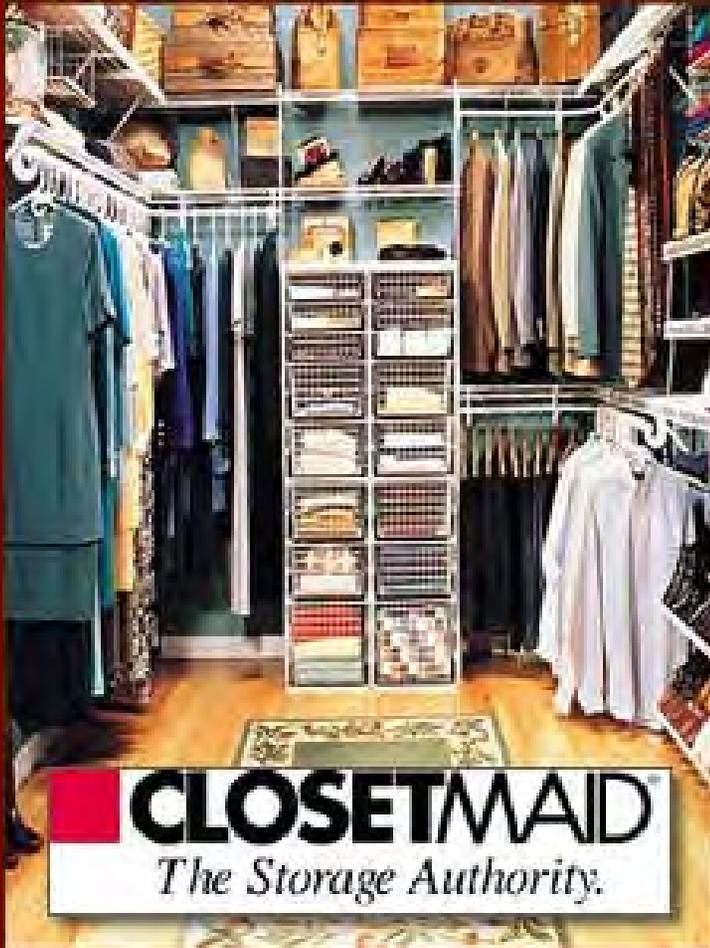
for instance.....

Get's The Tough Stains Out  
*When you know it's ground in dirt!*



Proud Sponsor of IGRA Rodeo





Now that you're  
out of the closet...

It's time to get organized!

Proud Sponsor of IGRA Rodeo

Visit [ClosetMaid.com](http://ClosetMaid.com)  
for ideas on how to get your closet going



# Next Steps:

- ✍️ What are our fund raising **goals**?
  - Fund Raising Target
  - Raising funds for Finals vs. General Budget
- ✍️ What is “OK” to **sell**?
- ✍️ What is our corporate **image**?
  - Family Friendly, Adult Entertainment, Mix?
- ✍️ What Corporate Marketing **option**?
  - IGRA Team, Association Teams, Hired Firm

## Decisions reached at PHX Board Meeting:

- Fund Raising Target is \$100,000
- We are a mix of family friendly and adult, done tastefully
- We can sell anything relating to Finals (chutes, events, program) and market them all year long at all rodeos
- We will use a hybrid approach, Associations will help develop leads and follow through with leads, with focus and control from the Corporate Committee



Partnership Proposal  
IGRA Finals Rodeo and Royalty Competition 2008

From:  
Colorado Gay Rodeo Association (CGRA)

To:  
International Gay Rodeo Association (IGRA)

January 6, 2007

The Colorado Gay Rodeo Association is proud to submit this partnership proposal to join with IGRA in producing a world class Finals Rodeo, Royalty Competition and "IGRA Marketplace" in 2008. We applaud IGRA's decision to take a more active role in the production of these important events. It is our hope to provide the support, experience, and venues to make this transition not only smooth, but provide spectacular results.

CGRA welcomes the opportunity to share our incredible history, strength and depth of knowledge among our membership and local community.

This year we will produce Rocky Mountain Regional Rodeo 25 (RMRR), the longest running annual event on the IGRA Circuit. CGRA also produced the Pikes Peak Rodeo for several years in Colorado Springs as well as hosting IGRA Finals on two occasions.

We are fortunate to have the active participation of many of our founders as well as bright, fresh input from involved newer members. CGRA's membership as of December 2006 is 154 active members.

The CGRA royalty program is an active participant in both IGRA Royalty competitions as well as important outreach to other community organizations. CGRA has the honor of counting many members among those who have competed and represented the IGRA Royalty program during their respective years.

We actively work with a large network of other organizations, providing an incredible network of available volunteer hours and talents. Some partners are; Imperial Court of the Rocky Mountain Empire, Gay & Lesbian Latino Alliance, Rocky Mountain Shining Star, Colorado Prime Timers, Rocky Mountaineers, CLIMAX Hockey Club, Project Angel Heart, Colorado AIDS Project, Horizon House Hospice, Rocky Mountain Leather, and many others.

CGRA has the fiscal resources to assist in the production of this major event without jeopardizing our commitment to support our local community. For 10 years we have averaged almost \$20,000 annually in contributions to local non-profits. We have solid credibility with the local, non-profit, & business communities.

CGRA offers IGRA the opportunity to work closely with us during the production of the 2007 IGRA Finals Rodeo at the incredible National Western Event Center. We feel it is a major benefit to be familiar with the venue as IGRA assumes the production lead in this event. The venue is also extremely well

suited to the various needs of IGRA Finals event, providing practicality along with a welcoming experience for spectators, vendors, sponsors, contestants, & volunteers.

The CGRA membership stands prepared to assist IGRA in this transitional event. We understand the need for a strong foundation on which to build the IGRA Finals and Royalty Competition legacy and the opportunity this event holds.

Attached:

Responses to IGRA Request for Proposal  
December 2006 CGRA Financial Statement  
National Western Complex Proposal  
Red Lion Denver Central Hotel Proposal



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## Section 1: ASSOCIATION CONTACTS AND DATES

### ***Association name, address and primary Contact, including phone number and EMAIL address***

- a) Colorado Gay Rodeo Association  
P.O. Box 18728  
Denver, Colorado 80218  
303-333-4486  
[www.cgra.net](http://www.cgra.net)

Tommy Channel, President; 303-885-5135 [president@cgra.net](mailto:president@cgra.net)

Ken Pool, V-President & Finals '07 Co-Rodeo Director; 303-887-6877  
[vice.president@cgra.net](mailto:vice.president@cgra.net)

Roger Japp, RMRR Rodeo Director & Finals '07 Co-Rodeo Director;  
970-396-8176 [rodeo.director@cgra.net](mailto:rodeo.director@cgra.net)

***Propose two sets of weekend dates in October/November 2008. Please consult the tentative 2008 IGRA rodeo schedule for possible conflicts. Each weekend schedule must include a Friday, Saturday, and Sunday.***

- b) Only one date within the IGRA parameters is available at our selected rodeo venue.  
October 10, 11, 12, 2008

## Section 2: VENUE DETAILS

### ***What is the cost of the arena and related venue space?***

a)	Facility Charge	\$5000.00	
	Chutes Install	\$1750.00	
	Stock Pen Fees	\$ 150.00	(est. @ \$2.50/head)
		<hr/>	
		\$6900.00	

These numbers on based on the preliminary proposal included here. Many items were included or the prices negotiated down for the 2007 Finals event. The National Western is open to further negotiations for the 2008 event.

### ***Is the venue union or non-union?***

- b) Non-Union

### ***Does the arena have equipment needed such as chutes and panels, holding pens, tractor for grading, water truck, etc.?***

- c) All equipment, tractors, pens, panels except for stock tanks are included.

### ***Does the venue control alcohol sales?***

- d) Yes, contracted through K-A Catering. They have a history of assisting with community organizations; we have made contact and are working towards possible commission structure for the event.

### ***What is the amount (sq feet) of vendor space? Is the space out-door, in-door, or in-door climate controlled?***

- e) 3500 square feet is available. The space surrounds the main rodeo arena inside the climate controlled event center.

### ***Are there additional fees for vendor space utilization? Including cost for electric, security, set up or tear down.***

- f) Yes, some charges could apply. Chairs - \$1.00 ea Tables - \$6.00 ea. (\*included in '07 contract) Standard electrical outlets are included, special electrical wiring or loads may incur \$50.00 / hour electrician charges.

### ***Are fees charged for parking? Identify all costs associated for parking.***

- g) 75 all access passes are included in the rental fees. 3 day passes available for \$9.ea (\*\$6.ea in '07 contract) Public parking \$6.day

**Describe the horse stalls (size, in-door or out-door, covered, connected to arena and quantity available). Is there space for additional horse stalls to be brought in if necessary?**

- h) There are 336 box stalls, most 12' x 12' some are 10' x 10'. All are under the same roof, adjacent to the warm up arena. Also wash racks & bathrooms with full showers are available in the barn.

**Is there a charge for cleaning stalls afterwards?**

- i) No additional cleaning charges.

**What is the shaving cost, if provided?**

- j) Shavings are not provided. CGRA has begun negotiating to bring in bulk shavings for Finals '07 and would hope to retain those resources in '08.

**Can contestants bring shavings in?**

- k) Contestants may bring their own shavings if they wish.

**What is the charge to IGRA for stalls?**

- l) \$27.50 for 3 days \$5.00 each additional day (\*tack stalls were negotiated for '07 event)

**Is there horse trailer parking and RV hook-ups and what is the cost for RV hookups? How many horse trailer and RV parking spots are available? Do all hookups have water and electric?**

- m) There are at 54 RV electrical hookups with water available to share. The two RV areas are very conveniently placed at each end of the horse barn. Rate is \$18.00/day (\*\$20 for entire weekend for '07 event).

**What is the arena size?**

- n) 150' X 300'

**Is there a warm-up arena , what is the size, and is it indoor or outdoor?**

- o) Indoor warm up arena, adjacent to the main arena & the horse barn. 180' x 90'

**What is the seating capacity in the stands?**

- p) 4777.

**Is there an entertainment quality sound system?**

- q) Yes, the venue is also used for concert events.

***Is there suitable rodeo performance dirt already in the arena or will it be brought in?***

- r) The arena is already in place. The venue is specifically designed for equine events.

***What kind of dirt is it? Sandy v. top soil etc.***

- s) The ground is a sandy loam (70% clay/loam, 28% sand, 2% bio-material)

***Describe the food vendor resources on site, (how many vendors, what is sold, provide a list of the current food and beverage pricing)***

- t) There are 4 food stands managed by KM Catering. An event type snack bar menu is available. A sampling of pricing; Burger \$4.00, Chicken Sandwich \$4.00, Nachos \$4.00, Hot Dogs \$3.00, Coffee \$2.00, Sodas \$3.00, Popcorn \$3.00, Pretzels \$2.00.

***Are there options for additional vendors and are there any options for revenue sharing with the vendors?***

- u) There is the possibility, with non-competing food types.

***What is the charge for additional tables and chairs for an entertainment area?***

- v) Chairs \$1.00 ea Tables \$6.00 ea (\*no charge for '07 event)

***Is there indoor room for entertainment and dancing? Please provide the size of the area that could be made available, and options for set-up***

- w) There are options in the event center, the Lobby and also the Equestrian Lounge. The Lobby area (approx 75' x 60') could accommodate a stage & dance floor if desired. The Equestrian Lounge is a lounge atmosphere overlooking the warm up arena, could accommodate performers & possibly a small dance floor. Additional space in other buildings could be available for additional charges. There is also the option of placing a stage in the stands section overlooking the main arena for performers.

***Are there any additional fees for the entertainment area? (ie: electric, set-up charges and tear down charges, etc.)***

- x) The Equestrian Lounge is included. The lobby space would require a sound system & larger electrical capacity which would incur additional charges. The arena side stage would work from the existing Main Arena sound system.

## **Section 3: HOTEL & LOCAL BARS**

### ***What is the ballroom space and cost?***

- a) \$500 set up fee & the expectation of \$7500.00 food & beverage sales over course of the weekend, includes sales from the lobby bar area.

### ***Are the setup workers union or non-union?***

- b) Non-Union

### ***What are the proposed room rates?***

- c) \$89.00 single/double

### ***How many rooms are available in our room block?***

- d) 100 peak night

### ***Can room block be expanded?***

- e) Yes

### ***Is parking free or is there a parking charge?***

- f) Free

### ***What is the proximity to rodeo venue and bars and ease of travel between venues?***

- g) Approximately 3 miles to the Rodeo Grounds, hotel offers free shuttle service. Ranging from 3 to 7 miles to most of Denver's GLBT Bars.

### ***What are the proposed alcohol prices in the hotel?***

- h) \$3.50 - \$5.00 per drink

### ***Are there country and western gay bars close to the hotel?***

- i) Yes, Charlie's Denver is 6 miles and Ms C's is 3.5 miles.

### ***Are there lesbian bars near the hotel?***

- j) Yes, Denver Detour is 6.5 miles and Ms C's is 3.5 miles.

### ***Describe all GLBT friendly bars, restaurants and shops in the area***

- k) Denver has a large and diverse GLBT & G Friendly business community. The bulk of these business are focused around the Capital Hill area, home to Charlie's, The Denver Wrangler, Denver Detour, Broadways, Hamburger Mary's, and JR's to name a few. There are many restaurants, clothing stores, bookstores, and others in the Capital Hill area, Downtown, South Broadway and other parts of the metro area catering to the GLBT Community.

***Do you have a commitment from the bars?***

- l) CGRA has ongoing relationships with a large majority of the bars for sponsorship partnerships.

***Are you proposing holding your own parties and dances?***

- m) We are very open to the idea of hosting a dance at the host hotel in conjunction with the Royalty Competition. There would be no additional charges to host such an event at the host hotel.

***Is there a charge for a dance floor?***

- n) No.

***How big a dance floor can the ballroom hold?***

- o) 24' x 24' is standard; 27' or 30' can be offered.

***Is there a free shuttle from the airport or describe charges and options?***

- p) Yes, every 30 minutes 4:30 am – 12:30 am.

***What rebate options exist for the association with regard to room rates?***

- q) CGRA declined to pursue a rebate in lieu of lower room rates.

***What are the staff room rates?***

- r) \$69.00 ; 1 per 45 comp. room exchange, comp. suite for weekend.

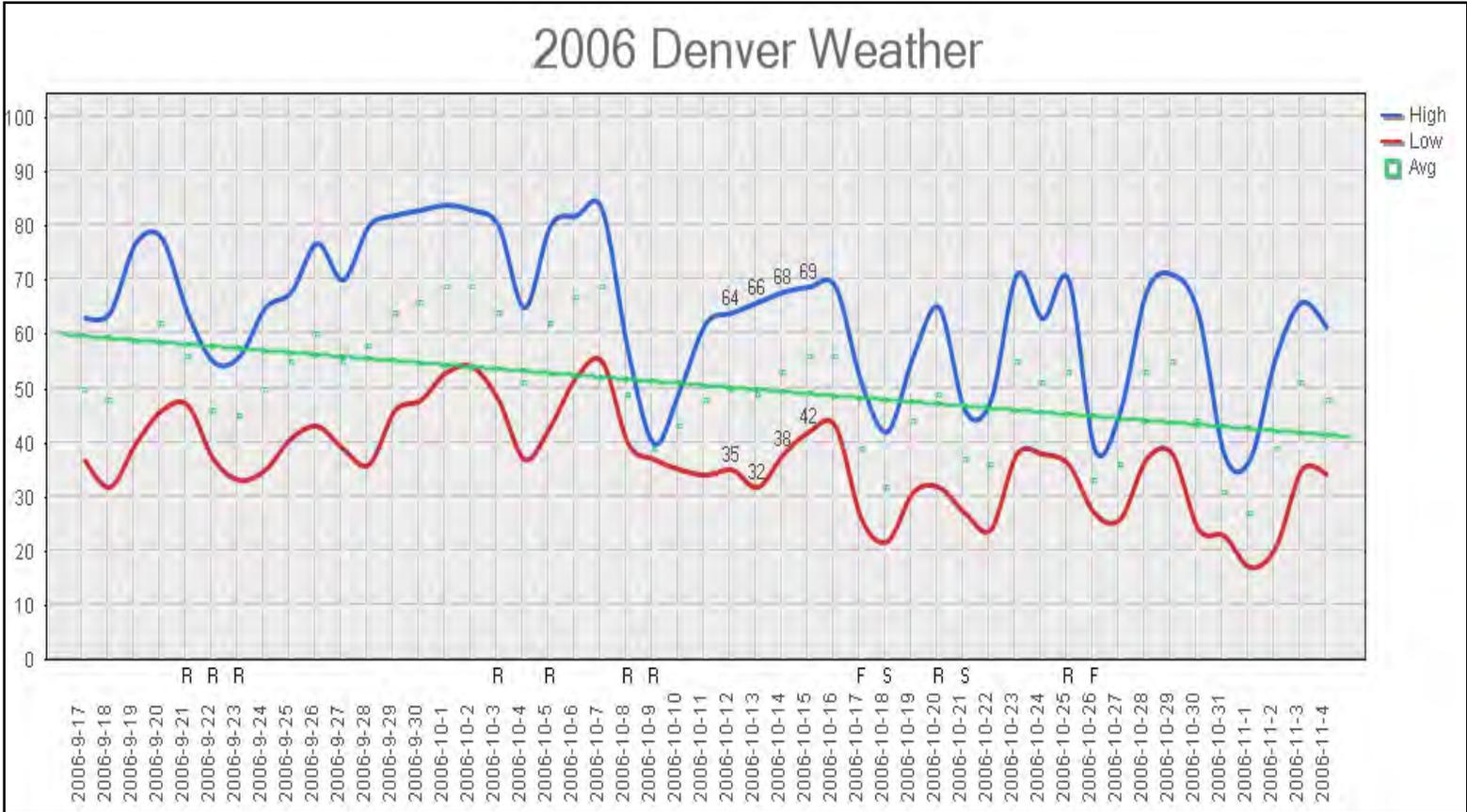
***Describe the entertainment, food & beverage, and social options in the immediate area of the hotel that are accessible on foot?***

- s) Over 50 retail and restaurants within walking distance at Quebec Square and hundreds more coming at Northfield development.

# Section 4: WEATHER

Conditions as reported at Denver International Airport

Weather source: Weather Underground at [www.wunderground.com](http://www.wunderground.com)



September 2006

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<p><b>17</b> </p> <p>Actual: 63   37 Precip: 0.00 Average: 77   47 Precip: 0.04</p>	<p><b>18</b> </p> <p>Actual: 64   32 Precip: 0.00 Average: 77   46 Precip: 0.04</p>	<p><b>19</b> </p> <p>Actual: 77   40 Precip: 0.00 Average: 76   46 Precip: 0.04</p>	<p><b>20</b> </p> <p>Actual: 78   46 Precip: T Average: 76   46 Precip: 0.04</p>	<p><b>21</b> </p> <p>Actual: 64   47 Precip: 0.13 Average: 76   45 Precip: 0.04</p>	<p><b>22</b> </p> <p>Actual: 55   37 Precip: 0.06 Average: 75   45 Precip: 0.03</p>	<p><b>23</b> </p> <p>Actual: 56   33 Precip: T Average: 75   44 Precip: 0.03</p>
<p><b>24</b> </p> <p>Actual: 65   35 Precip: 0.00 Average: 75   44 Precip: 0.03</p>	<p><b>25</b> </p> <p>Actual: 68   41 Precip: 0.00 Average: 74   44 Precip: 0.03</p>	<p><b>26</b> </p> <p>Actual: 77   43 Precip: 0.00 Average: 74   43 Precip: 0.03</p>	<p><b>27</b> </p> <p>Actual: 70   39 Precip: 0.00 Average: 74   43 Precip: 0.03</p>	<p><b>28</b> </p> <p>Actual: 80   36 Precip: 0.00 Average: 73   43 Precip: 0.03</p>	<p><b>29</b> </p> <p>Actual: 82   46 Precip: 0.00 Average: 73   42 Precip: 0.03</p>	<p><b>30</b> </p> <p>Actual: 83   48 Precip: 0.00 Average: 73   42 Precip: 0.03</p>

October 2006

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<p><b>1</b> </p> <p>Actual: 84   53 Precip: 0.00 Average: 72   42 Precip: 0.03</p>	<p><b>2</b> </p> <p>Actual: 83   54 Precip: 0.00 Average: 72   41 Precip: 0.03</p>	<p><b>3</b> </p> <p>Actual: 80   48 Precip: T Average: 72   41 Precip: 0.03</p>	<p><b>4</b> </p> <p>Actual: 65   37 Precip: 0.00 Average: 71   41 Precip: 0.03</p>	<p><b>5</b> </p> <p>Actual: 80   43 Precip: T Average: 71   40 Precip: 0.03</p>	<p><b>6</b> </p> <p>Actual: 82   52 Precip: 0.00 Average: 71   40 Precip: 0.03</p>	<p><b>7</b> </p> <p>Actual: 83   55 Precip: 0.00 Average: 70   40 Precip: 0.03</p>
<p><b>8</b> </p> <p>Actual: 57   40 Precip: 0.01 Average: 70   39 Precip: 0.03</p>	<p><b>9</b> </p> <p>Actual: 40   37 Precip: 0.00 Average: 69   39 Precip: 0.03</p>	<p><b>10</b> </p> <p>Actual: 50   35 Precip: 0.17 Average: 69   38 Precip: 0.03</p>	<p><b>11</b> </p> <p>Actual: 62   34 Precip: 0.00 Average: 69   38 Precip: 0.03</p>	<p><b>12</b> </p> <p>Actual: 64   35 Precip: 0.00 Average: 68   38 Precip: 0.03</p>	<p><b>13</b> </p> <p>Actual: 66   32 Precip: 0.00 Average: 68   37 Precip: 0.03</p>	<p><b>14</b> </p> <p>Actual: 68   38 Precip: 0.00 Average: 67   37 Precip: 0.03</p>
<p><b>15</b> </p> <p>Actual: 69   42 Precip: 0.00 Average: 67   36 Precip: 0.03</p>	<p><b>16</b> </p> <p>Actual: 69   43 Precip: 0.00 Average: 66   36 Precip: 0.03</p>	<p><b>17</b> </p> <p>Actual: 51   26 Precip: 0.11 Average: 66   36 Precip: 0.03</p>	<p><b>18</b> </p> <p>Actual: 42   22 Precip: 0.01 Average: 65   35 Precip: 0.03</p>	<p><b>19</b> </p> <p>Actual: 56   31 Precip: 0.00 Average: 65   35 Precip: 0.03</p>	<p><b>20</b> </p> <p>Actual: 65   32 Precip: 0.13 Average: 64   34 Precip: 0.03</p>	<p><b>21</b> </p> <p>Actual: 46   27 Precip: 0.02 Average: 64   34 Precip: 0.03</p>
<p><b>22</b> </p> <p>Actual: 48   24 Precip: 0.00 Average: 63   34 Precip: 0.03</p>	<p><b>23</b> </p> <p>Actual: 71   38 Precip: 0.00 Average: 63   33 Precip: 0.03</p>	<p><b>24</b> </p> <p>Actual: 63   38 Precip: 0.00 Average: 62   33 Precip: 0.03</p>	<p><b>25</b> </p> <p>Actual: 70   36 Precip: 0.02 Average: 63   33 Precip: 0.03</p>	<p><b>26</b> </p> <p>Actual: 39   27 Precip: 0.56 Average: 61   32 Precip: 0.04</p>	<p><b>27</b> </p> <p>Actual: 46   26 Precip: 0.00 Average: 61   31 Precip: 0.04</p>	<p><b>28</b> </p> <p>Actual: 68   37 Precip: 0.00 Average: 60   31 Precip: 0.04</p>
<p><b>29</b> </p> <p>Actual: 71   38 Precip: 0.00 Average: 60   30 Precip: 0.04</p>	<p><b>30</b> </p> <p>Actual: 64   24 Precip: 0.00 Average: 59   30 Precip: 0.04</p>	<p><b>31</b> </p> <p>Actual: 38   23 Precip: 0.00 Average: 59   30 Precip: 0.04</p>	<p>Precip: Actual Month Total: 1.03 Normal month total: 0.99</p>			

November 2006

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			<p><b>1</b> </p> <p>Actual: 37   17 Precip: 0.00 Average: 58   29 Precip: 0.03</p>	<p><b>2</b> </p> <p>Actual: 56   21 Precip: 0.00 Average: 58   29 Precip: 0.03</p>	<p><b>3</b> </p> <p>Actual: 66   35 Precip: 0.00 Average: 57   28 Precip: 0.03</p>	<p><b>4</b> </p> <p>Actual: 61   34 Precip: 0.00 Average: 56   28 Precip: 0.03</p>

**Calendar Key:**

Sunny Clear	Mostly Cloudy Partly Sunny	Partly Cloudy Mostly Sunny	Cloudy	Rain	Snow
Hail Flurries	Thunderstorms	Hazy Fog	Sleet	? denotes chance of	Unknown

Actual: 90 | 58  
Precip: 0.00  
Average: 71 | 53  
Precip: 0.03

**Data Category**  
 High Temp  
 Lo Temp  
 Precip. (in inches)  
 Daily Avg. Temp  
 Temp. in F  
 90 30 0 30 60 90 120

## Section 5: AIRFARE AND TRAVEL

This is a sample of airlines and October flight pricing for the seven largest carriers in and out of Denver. A complete airline list accompanies the chart below.

All numbers non-stop (connecting in parentheses)								
<i>City</i>	<i>Average Price</i>	<i>Frontier</i>	<i>United</i>	<i>US Airways</i>	<i>Air Canada</i>	<i>American</i>	<i>America West</i>	<i>Alaska</i>
San Francisco, Ca	\$267.00	5	14	8				
Washington DC	\$310.00	3	1 (14)	8				
Calgary, Canada	\$380.00	2	5		5			
Toronto, Canada	\$473.00		5		5			
Chicago, IL	\$179.00	6	11	9		5		
Phoenix, AZ	\$218.00	7	9	8			8	
Dallas, TX	\$218.00	7	8	8		12		
Los Angeles, CA	\$240.00	6	12	12		3		3
Tampa, FL	\$262.00	1	3 (4)	3				
Oklahoma City, OK	\$267.00	3	6	4				

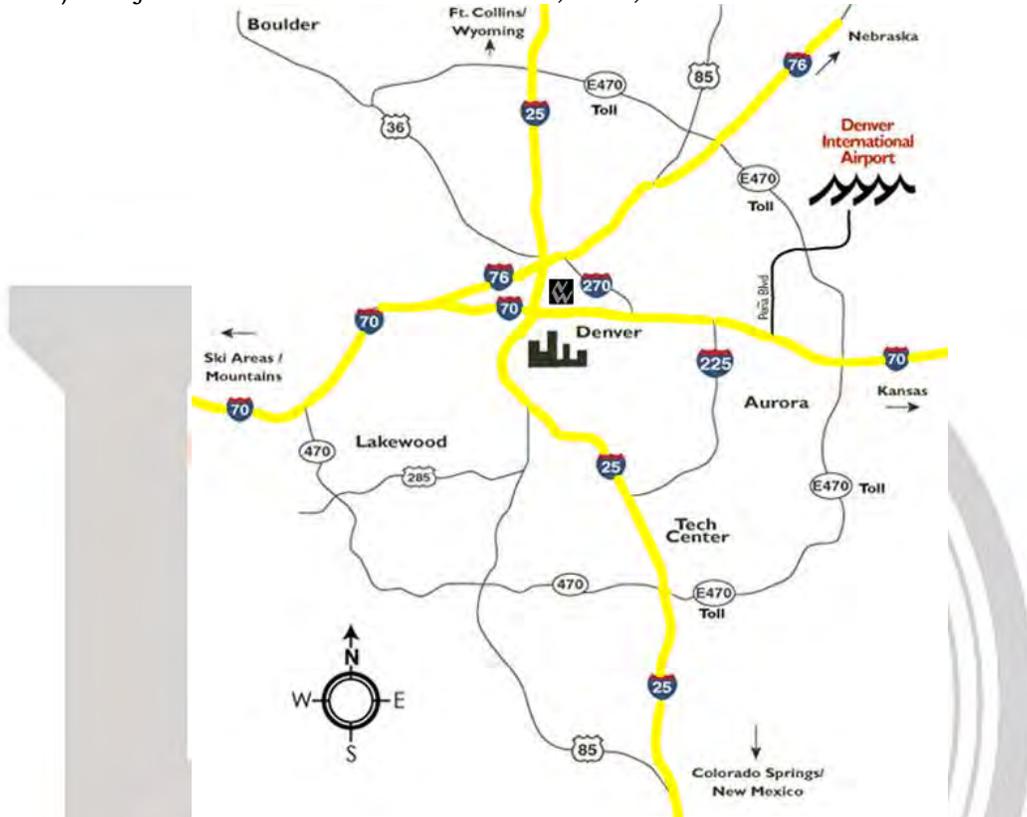
Complete Airline list for Denver International Airport (airport code: DEN)

Air Canada	Great Lakes Airlines
AirTran Airways	Hooters Air
Alaska Airlines	Horizon Air
America West Airlines	jetBlue Airways
American Airlines	Lufthansa
ATA	Mesa Airlines
Big Sky Airlines	Mexicana
British Airways	Midwest Airlines
Champion Air	NWA
Continental Airlines	Sun Country Airlines
Delta	*United
*Frontier	US Airways

(\* indicated major hub)

**What are the interstate highways or other roads that horse trailers would use to reach the venue?**

- a) Major direct interstates are I -70, I-25, & I-76.



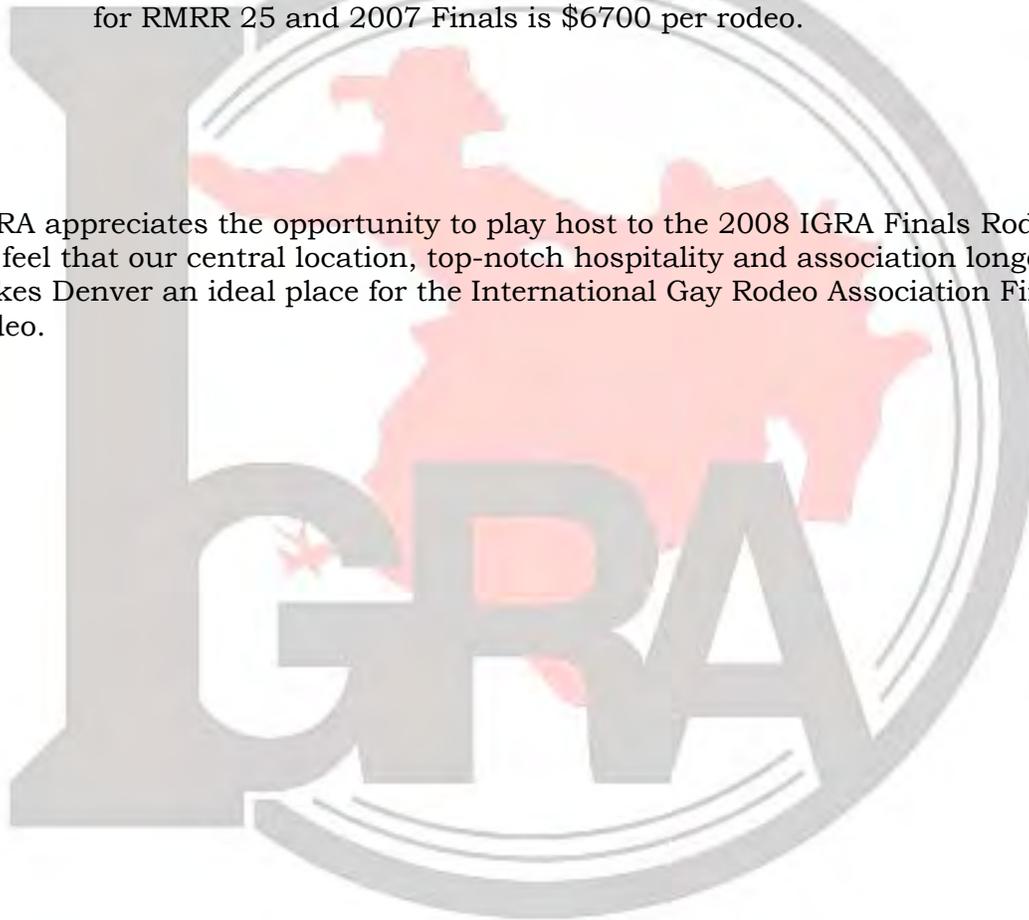
**Describe the road conditions for the proposed time period and comment on weather issues and the availability of alternate travel routes.**

- b) It is not uncommon for travel conditions around our state to vary significantly, not only between the plains and the mountains, but literally from mile to mile on the same road. At times temperatures can hover in the fifties near Denver while snow is falling a short 30 minute drive west of town. High winds across the plains can limit visibility during snow storms or shaded areas on mountain and canyon roads can present icy conditions on otherwise dry highways. Although uncommon, Colorado has even had snow in the higher elevations on the 4th of July! All of these factors make Colorado a distinctive place to drive during the winter. It is possible for late night road closures in the high mountain passes around the Eisenhower Tunnel. Travellers are urged to plan ahead and allow plenty of time when traveling I-70 from September through May.

***Please provide any additional information that may be helpful in evaluating your proposal***

- c) We have established working relationships with several stock contractors familiar to the IGRA circuit. We have been very pleased to work with the Razor's Edge Livestock Company, LLC providing first quality stock and an abundance of knowledgeable, friendly staff for RMRR. Razor's Edge is a member of and contractor for the Colorado Pro Rodeo Association and ABBI (American Bucking Bull Inc). Razor's Edge is located in Boone Colorado, just 2 short hours south of Denver. The close proximity allows us to negotiate rates much lower than those of other common IGRA contractors. Our negotiated rate for RMRR 25 and 2007 Finals is \$6700 per rodeo.

CGRA appreciates the opportunity to play host to the 2008 IGRA Finals Rodeo. We feel that our central location, top-notch hospitality and association longevity makes Denver an ideal place for the International Gay Rodeo Association Finals Rodeo.



# December 2006 CGRA Financial Statement

12/13/06

## C.G.R.A. Balance Sheet As of November 30, 2006

	<u>Nov 30, 06</u>	<u>Nov 30, 05</u>	<u>\$ Change</u>
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
Checking	731.63	6,124.96	(5,393.33)
Rodeo reserve account	12,683.60	34,674.60	(21,991.00)
Total Checking/Savings	13,415.23	40,799.56	(27,384.33)
Accounts Receivable			
Accounts receivable	8,767.00	695.00	8,072.00
Total Accounts Receivable	8,767.00	695.00	8,072.00
Other Current Assets			
Prepaid expenses	2,700.00	2,325.00	375.00
Reimbursable expenses	500.00	500.00	0.00
Total Other Current Assets	3,200.00	2,825.00	375.00
Total Current Assets	25,382.23	44,319.56	(18,937.33)
<b>TOTAL ASSETS</b>	<b><u>25,382.23</u></b>	<b><u>44,319.56</u></b>	<b><u>(18,937.33)</u></b>
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Accrued expenses	608.83	100.00	508.83
Contestant appreciation payable	527.44	330.00	197.44
Mr/Ms/Miss 501-C3 payable	1,660.00	6,080.50	(4,420.50)
RMRR prize payable	0.00	1,067.83	(1,067.83)
Scholarship fund	6,755.50	6,755.50	0.00
Total Other Current Liabilities	9,551.77	14,333.83	(4,782.06)
Total Current Liabilities	9,551.77	14,333.83	(4,782.06)
Total Liabilities	9,551.77	14,333.83	(4,782.06)
Equity			
Retained Earnings	12,423.47	14,113.06	(1,689.59)
Net Income	3,406.99	15,872.67	(12,465.68)
Total Equity	15,830.46	29,985.73	(14,155.27)
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>25,382.23</u></b>	<b><u>44,319.56</u></b>	<b><u>(18,937.33)</u></b>

12/13/06

**C.G.R.A.**  
**Profit & Loss**  
**November 2006**

	Nov 06	Nov 05	Jan - Nov 06
<b>Income</b>			
CGRA shirt income	0.00	0.00	1,204.00
Donations	0.00	0.00	5.00
Fund raisers	567.00	800.00	4,745.44
Gymkhana entry fees	0.00	0.00	2,223.00
Gymkhana food/bev sales	0.00	0.00	316.00
Interest income	0.64	4.56	7.21
M/M/M cont fund raisers	0.00	0.00	2,129.78
Membership dues	330.00	330.00	3,670.00
Miscellaneous income	0.00	0.00	106.46
R.M.R.R. income	0.00	0.00	111,564.00
<b>Total Income</b>	<b>897.64</b>	<b>1,134.56</b>	<b>125,970.89</b>
<b>Expense</b>			
Advertising	0.00	0.00	1,313.40
Badges and ladders	0.00	57.13	66.22
Bank service charges	0.00	0.70	268.02
CGRA shirt expense	165.00	0.00	2,437.17
Charitable donations	0.00	0.00	980.00
Christmas party/NWSS	1,160.00	0.00	770.00
Computer on-line services	56.30	22.99	978.97
Credit card charges	0.00	0.00	33.42
Gymkhana arena rental	0.00	0.00	1,450.00
Gymkhana equipment	0.00	0.00	655.03
Gymkhana food/bev expense	0.00	0.00	321.86
IGRA conv delegate fees	0.00	0.00	800.00
IGRA conv host exp	0.00	0.00	150.00
IGRA conv rooms	0.00	0.00	1,140.00
IGRA dues	0.00	0.00	600.00
IGRA M/M/M entry fees	0.00	0.00	100.00
IGRA univ rooms	0.00	0.00	400.00
IGRA university	0.00	0.00	225.00
Legal and professional services	0.00	0.00	10.00
M/M/M pagent expense	140.00	193.75	1,695.22
Meeting expense	0.00	0.00	626.02
Miscellaneous expense	0.00	0.00	18.48
Newsletter printing	0.00	0.00	5.19
Office supplies	0.00	0.00	175.54
Pride float expense	0.00	0.00	1,000.55
Printing	97.77	0.00	222.33
R.M.R.R. expense	0.00	25.00	105,678.23
Telephone	0.00	0.00	443.25
<b>Total Expense</b>	<b>1,619.07</b>	<b>299.57</b>	<b>122,563.90</b>
<b>Net Income</b>	<b>(721.43)</b>	<b>834.99</b>	<b>3,406.99</b>

12/13/06

**C.G.R.A.**  
**R.M.R.R. Profit and Loss YTD**  
 January through November 2006

	Jan - Nov 06	Jan - Nov 05	\$ Change
<b>Income</b>			
<b>R.M.R.R. income</b>			
Ad sales	950.00	2,150.00	(1,200.00)
Buckle sponsorship	20,825.00	15,780.00	5,045.00
Camping	1,817.00	1,073.00	744.00
Chute sponsorship	3,050.00	2,200.00	850.00
<b>Contestant fees</b>			
Added prize money	5,000.00	350.00	4,650.00
Contestant appreciation fun...	0.00	1,025.00	(1,025.00)
Contestant hat fines	60.00	45.00	15.00
Entry fees	21,355.00	18,676.00	2,679.00
Int'l sponsorship	0.00	1,200.00	(1,200.00)
<b>Total Contestant fees</b>	<b>26,415.00</b>	<b>21,296.00</b>	<b>5,119.00</b>
<b>Contributions</b>	<b>0.00</b>	<b>125.00</b>	<b>(125.00)</b>
Food sales	3,932.00	6,219.41	(2,287.41)
Gate sales	10,591.80	15,669.00	(5,077.20)
Int'l sponsorship	10,000.00	6,814.50	3,185.50
Merchandise sales	816.00	266.00	550.00
Miscellaneous	15.00	0.00	15.00
Rodeo bank	13,100.00	13,000.00	100.00
<b>Rodeo fund raisers</b>			
Bar tips	1,254.12	1,697.17	(443.05)
Parking	1,428.00	2,242.00	(814.00)
Rodeo fund raisers - Other	1,995.07	7,085.01	(5,089.94)
<b>Total Rodeo fund raisers</b>	<b>4,677.19</b>	<b>11,024.18</b>	<b>(6,346.99)</b>
Script sales	14,235.01	15,822.04	(1,587.03)
Stall fees	300.00	350.00	(50.00)
<b>Vendor sales</b>			
Electric charge	280.00	410.00	(130.00)
Space sales	560.00	1,720.00	(1,160.00)
<b>Total Vendor sales</b>	<b>840.00</b>	<b>2,130.00</b>	<b>(1,290.00)</b>
<b>Total R.M.R.R. income</b>	<b>111,564.00</b>	<b>113,919.13</b>	<b>(2,355.13)</b>
<b>Total Income</b>	<b>111,564.00</b>	<b>113,919.13</b>	<b>(2,355.13)</b>
<b>Expense</b>			
<b>R.M.R.R. expense</b>			
Advertising	2,991.55	2,521.70	469.85
Ambulance	1,487.50	1,487.50	0.00
Arena rental	1,200.00	2,860.00	(1,660.00)
Award buckles	3,225.50	2,962.50	263.00
Award ribbons	512.20	526.07	(13.87)
Buckle promotion	0.00	5.55	(5.55)
Bull fighter	150.00	0.00	150.00
Camping expense	1,380.00	720.00	660.00
<b>Charitable contributions</b>			
Bar tips	1,254.12	0.00	1,254.12
Parking	1,428.00	0.00	1,428.00
<b>Total Charitable contributions</b>	<b>2,682.12</b>	<b>0.00</b>	<b>2,682.12</b>
Clean up expense	1,000.00	1,300.00	(300.00)
Contestant mailing	249.51	478.29	(228.78)
<b>Contestant payoff</b>			
Finals arena fund	457.00	400.00	57.00
Finals contestant fund	2,064.00	1,837.00	227.00
IGRA operating fund	457.00	400.00	57.00
Contestant payoff - Other	19,158.00	16,408.00	2,750.00
<b>Total Contestant payoff</b>	<b>22,136.00</b>	<b>19,045.00</b>	<b>3,091.00</b>
Entertainment	0.00	250.00	(250.00)
Equipment and supplies	4,713.62	3,260.23	1,453.39
Equipment rentals	11,774.46	10,190.10	1,584.36
<b>Food and beverage expense</b>			
Bar supplies	7,843.43	7,562.60	280.83
Food supplies	2,255.57	2,815.59	(560.02)
<b>Total Food and beverage expe...</b>	<b>10,099.00</b>	<b>10,378.19</b>	<b>(279.19)</b>

12/13/06

**C.G.R.A.**  
**R.M.R.R. Profit and Loss YTD**  
 January through November 2006

	Jan - Nov 06	Jan - Nov 05	\$ Change
Garbage/porta potties	1,515.00	2,625.00	(1,110.00)
IGRA arena seat tax	414.00	328.25	85.75
IGRA contestant mailing	177.05	149.56	27.49
IGRA fines	0.00	100.00	(100.00)
IGRA sanction fee	600.00	600.00	0.00
IGRA seat tax	0.00	156.50	(156.50)
Insurance	1,923.27	40.00	1,883.27
Licenses and permits	200.00	200.00	0.00
Merchandise expense	1,218.84	0.00	1,218.84
Official's travel	3,881.00	2,277.73	1,603.27
Poster expense	269.29	125.00	144.29
Program expense	2,768.00	3,584.73	(816.73)
Promotional printing	412.04	208.71	203.33
Rodeo bank	13,100.00	13,000.00	100.00
Sales tax	802.00	679.74	122.26
Security	3,600.00	3,250.00	350.00
Sponsorship promo	56.00	0.00	56.00
Stall clean-up expense	500.00	315.00	185.00
Stall expense	1,960.00	1,260.00	700.00
Stock contractor	6,657.50	5,182.97	1,474.53
T-shirt expense	814.00	617.83	196.17
Tri fold	0.00	623.59	(623.59)
Vendor promo	39.08	42.98	(3.90)
Veterinarian	660.00	620.00	40.00
Volunteer party	509.70	1,344.88	(835.18)
<b>Total R.M.R.R. expense</b>	<b>105,678.23</b>	<b>93,317.60</b>	<b>12,360.63</b>
<b>Total Expense</b>	<b>105,678.23</b>	<b>93,317.60</b>	<b>12,360.63</b>
<b>Net Income</b>	<b>5,885.77</b>	<b>20,601.53</b>	<b>(14,715.76)</b>

12/15/06

**C.G.R.A.**  
**Profit & Loss Detail**  
November 2006

Type	Date	Num	Name	Memo	Class	Split	Amount
<b>Income</b>							
<b>Fund raisers</b>							
Depo...	11/29/2006		The Denver Wrangler	11/19 beer bust		Checking	567.00
Total Fund raisers							567.00
<b>Interest income</b>							
Depo...	11/24/2006		US Bank	Interest earned		Rodeo rese...	0.64
Total Interest income							0.64
<b>Membership dues</b>							
Depo...	11/3/2006			Griffin/J Smith/Tabay/Hoppe/Stoneking-Jones		Checking	150.00
Depo...	11/4/2006			Michael Korzen dues		Checking	30.00
Depo...	11/26/2006			Richard Wheeler dues		Checking	30.00
Depo...	11/26/2006			Paul Chet dues		Checking	30.00
Depo...	11/27/2006			James Jenkins dues		Checking	30.00
Depo...	11/28/2006			David Westman dues		Checking	30.00
Depo...	11/30/2006			Ron Peck-Aragon dues		Checking	30.00
Total Membership dues							330.00
Total Income							897.64
<b>Expense</b>							
<b>CGRA shirt expense</b>							
Check	11/3/2006	6774	Bad Burro Embroidery	3 CGRA shirts Aly/Aly/Dale		Checking	85.00
Check	11/30/2006	6778	Cut Above Designs	Rodeo director shirts Roger/Ken		Checking	80.00
Total CGRA shirt expense							165.00
<b>Christmas party/NWSS</b>							
Depo...	11/3/2006			NWSS tickets sold		Checking	(100.00)
Check	11/30/2006	6779	National Western Stock S...	A/N 33450 1/20/07 @ 8:00p 60 tks @ \$21/each		Checking	1,260.00
Total Christmas party/NWSS							1,160.00
<b>Computer on-line services</b>							
Check	11/1/2006		Authnet Gateway	Monthly usage		Checking	35.70
Check	11/1/2006		Authnet Gateway	Monthly usage		Checking	20.60
Total Computer on-line services							56.30
<b>M/M/M pagent expense</b>							
Check	11/29/2006	6776	3rd Planet Promotions, LLC	Embroidery 4 sashes		Checking	140.00
Total M/M/M pagent expense							140.00
<b>Printing</b>							
Check	11/30/2006	6777	The Copy Shoppe	Finals 07 tents/postcards		Checking	97.77
Total Printing							97.77
Total Expense							1,619.07
<b>Net Income</b>							<b>(721.43)</b>

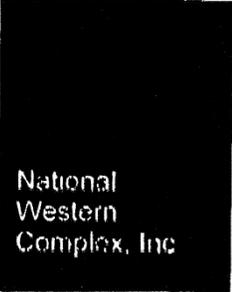
12/13/06

**C.G.R.A.**  
**A/R Aging Summary**  
As of December 13, 2006

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Anheuser-Busch Sales Co. of Denver	0.00	500.00	0.00	0.00	0.00	500.00
Beck's Beverages	0.00	0.00	0.00	0.00	200.00	200.00
Central Car Service, LLC	0.00	0.00	0.00	0.00	400.00	400.00
Contreras, Jesse	0.00	0.00	0.00	0.00	92.00	92.00
Denver Eagle	0.00	0.00	0.00	0.00	800.00	800.00
Future Brands	0.00	0.00	0.00	0.00	2,075.00	2,075.00
M4M-USA.com	0.00	0.00	0.00	0.00	5,000.00	5,000.00
Mr/Ms/Miss C.G.R.A. 2005	0.00	184.50	0.00	0.00	0.00	184.50
Tafoya, Ron & Mike Martinez	0.00	0.00	0.00	0.00	200.00	200.00
<b>TOTAL</b>	<b>0.00</b>	<b>684.50</b>	<b>0.00</b>	<b>0.00</b>	<b>8,767.00</b>	<b>9,451.50</b>

# National Western Complex Proposal

Marketing Department  
4655 Humboldt St.  
Denver, CO 80216-2818



National  
Western  
Complex, Inc

Dear International Gay Rodeo Association:

The National Western Complex would like to thank you for allowing us the opportunity to bid on your upcoming event. Currently, we are working closely with the Colorado Gay Rodeo Association and have reserved October 10-12, 2008 for the International Gay Rodeo Finals. We would love to help you celebrate your event.

The National Western Complex offers practical, impressive and spacious show facilities, along with a number of amenities.

#### National Western Events Center

- 150-foot x 300-foot total floor space
- 336 adjacent stalls
- 4,777 fixed stadium seats
- Outstanding and nationally-recognized arena footing
- 3,500 sq. ft. of display space on concourse (*see enclosed layout*)
- State of the art sound system
- Heated with four fresh air exchanges per hour
- Four concession stands with a variety of menu selections
- Multiple beer and liquor stands
- Highly maintained restrooms in each corner of concourse

#### Events Center Paddock Arena

- 180-foot x 90-foot total floor space
- 5,000 sq. ft. for truck and trailer display
- Contiguous to Events Center Arena
- Includes show office, two suites, lounge and first aid room

#### Events Center Stable

- 336 stalls adjoining the warm-up and shoe arenas
- Three large wash racks
- Large restrooms that include showers

Once again, we are excited about this opportunity and look forward to hosting your event. We assure you that you will have a great Rodeo in the Mile High City of Denver.

Sincerely,

Kyle Baun  
Facility Manager  
National Western Complex  
303-299-5515  
nwtickets@nationalwestern.com

# NATIONAL WESTERN COMPLEX

*Pricing Proposal for the Rodeo October 10-12, 2008*

*IGRA Finals Rodeo*

*PO Box 18782*

*Denver, CO 80218-0728*

*Attn: Ken Pool*

*303-722-0072*

## National Western Charges

Events Center Building Rental - \$2,500/day

Deposit - \$2,500

Stalls - \$27.50 for 3 days - \$5 per additional day

Cattle pens in Yards - \$2.50/head

Tables - \$6/each

Chairs - \$1/each

Chutes - \$1,500

Roping End - \$250

Electrician - \$50/hour

Any other equipment charged as used

Marquee - \$1,000/week

## Hours of Event

Move in Friday - 7:30am-6:00pm

Saturday Slack - 8:00am-1:00pm

Saturday Event - 2:00pm-5:00pm

Sunday Slack - 8:00am-1:00pm

Sunday Event - 2:00pm-5:00pm

Move out - 5:30pm-midnight - If there are horses that can't be moved out by midnight, they will have the option to move to a different area of the Complex until noon on Monday (if needed).

## Parking

RV's - Weekend rate \$18/day. We will charge IGRA and you will collect.

Parking Passes - 75 free

3-Day Passes - \$9/each - available at Gate 7

Public Parking - \$6/day

## Third Party Charges

Police - 2 Officers at \$35/hour each

Firemen - 1 at \$35/hour

Security - \$15/hour ? on how many needed

Ambulance - \$50/hour

Bedding - Bill Amen

Ticket Office - National Western can supply this service

## Other Details

Thursday will be the early move in day

Licensed and bonded security will be needed at nights

Client will need to provide water tanks in the Yards



## RED LION HOTEL® DENVER CENTRAL

### A PROPOSAL DESIGNED FOR: INTERNATIONAL GAY RODEO ASSOCIATION



#### Rest Easy at the Red Lion

With our new Sweet Dreams® beds, a good night's sleep is easy to find. But you'll *rest easy* in the confidence that your next meeting will be picture perfect.

#### Why?

We'll meet your needs and exceed your expectations with our:

- Incomparable Value,
- Convenient Location,
- Complimentary Transportation, and
- Superior Amenities

#### Incomparable Value

- 120 newly renovated guestrooms
- Sweet Dreams® beds with pillow-top mattresses in every room
- Two parlor suites
- 15,000 square feet of recently constructed, flexible meeting space

#### Convenient Location

- Six miles from downtown [Denver](#)
- 16 miles from [Denver International Airport](#)
- More than [30 restaurants and 60 retail outlets](#) within one mile

#### Complimentary Transportation

- Denver International Airport shuttle service every 30 minutes, 4:25AM-12:25AM
- Shuttle service to downtown Denver's 16<sup>th</sup> Street Mall every two hours, 12:55PM-8:55PM

#### Superior Amenities

- Business Center (including 24-hour internet, photocopier, fax, printer)
- Complimentary wireless Internet access throughout lobby
- Four in-house dining options:
  1. The Amberstone Grill – breakfast, lunch and dinner
  2. 24 Hour Grab and Go Counter
  3. The Amberstone Lounge – evening drinks
  4. Room Service – full restaurant menu 6:00AM-10:00PM
- Complimentary fitness center, outdoor pool
- Enterprise car rental next door
- High-speed internet access in guestrooms and meeting space





**GuestAwards Program**

GuestAwards offers:

- Earn points toward hotel stays
- Flight rewards with air miles or air travel
- Credit toward concert tickets, sporting events and other entertainment available on TicketsWest.com
- Car rental rewards
- Merchandise rewards from leading retailers

**Guestroom Accommodations**

This proposal confirms the following guestroom requirements for this group:



Dates	10/8/08 Wednesday	10/9/08 Thursday	10/10/08 Friday	10/11/08 Saturday	10/12/08 Sunday
Deluxe Guestrooms	30	60	100	100	60

Our best available rate for non-group rooms over this time is \$139 plus tax.

We are pleased to extend the following non-commissionable group rate for single or double occupancy, which does not include tax currently at 14.85%:

**Deluxe Guestrooms Rate for IGRA 2008: \$9.00**

**Function Space**



We are very fortunate to have all of our meeting space on one level, and in one area, minimizing traffic challenges, attendee frustration, and confusion. Your specific agenda is outlined on the final page of this document.

[Click here](#) to view floor plans of our meeting space.

**We'll Sweeten the Deal**



We are pleased to offer the following concessions for your group:

- One complimentary room per 45 rooms actualized
- (1) complimentary Parlor Suite above the comp policy
- (10) complimentary amenities for VIP guests
- (15) staff rooms at a rate of \$69.00
- Three week cut-off date
- Room Rental waived to \$500.00 one time set up fee with minimum food and beverage of \$7500.00 total for 3 events to include banquet and lobby bar revenues. Should the Sunday evening event be secured, the total revenues needed for 4 days would be \$8500.00

**Resting Easy Yet?**



If all of the above meets with your approval, we would be delighted to arrange a site inspection or forward you a formal letter of agreement. Should you have any questions, please contact me directly at 303-329-5207.



Mr. Pool, thank you again for your consideration and we look forward to the opportunity to work with you. If you would like to familiarize yourself further with the Red Lion Denver Central, please visit our website at [www.redlion.com/denvercentral](http://www.redlion.com/denvercentral).

Sincerely,

Molly Flagg  
Director of Sales  
Red Lion Denver Central  
4040 Quebec Street  
Denver, CO 80216





## RED LION HOTEL<sup>®</sup> DENVER CENTRAL

### MEETING AGENDA FOR: INTERNATIONAL GAY RODEO ASSOCIATION

Date	Start Time	End Time	Function	Room	Setup	Agr	Room Rental
10/09/2008	6:00 PM	1:00 AM	Cash Bar	Aspen Ballroom	Rounds	350	500.00
10/10/2008	6:00 PM	1:00 AM	Cash Bar	Aspen Ballroom	Rounds	350	
10/11/2008	6:00 PM	1:00 AM	Cash Bar	Aspen Ballroom	Rounds	350	
10/12/2008	6:00 PM	1:00 AM	Cash Bar	Aspen Ballroom	Rounds	350	

[Click here](#) to view floor plans of our meeting space.



*This document is based on information communicated to this facility and in no way constitutes a binding contractual agreement.*

