

MINUTES FOR THE MONUMENT
BOARD OF DIRECTORS
THE MONUMENT

Rapid City, South Dakota

Tuesday, January 27, 2026

ROLL CALL AND DETERMINATION OF QUORUM

Tim Johnson, Chair, called the meeting to order at 8:15 a.m.

MEMBERS PRESENT: Tim Johnson, Outgoing Chair; Jason Lambert, Vice-Chair; Charity Doyle, Outgoing Member; Stuart Wevik, Member; Chris Johnson, Incoming Member. Via tele-conference: Ivy Allard, Incoming Member; Patri Acevedo Fuentes, Member. **MEMBERS ABSENT:** None.

OTHERS PRESENT: Craig Baltzer, Executive Director; Tracy Heitsch, Deputy Director; KayDee Klapperich, Director of Events; Jarrett Breuninger, Accounting and Administration Manager; Rory Hammerbeck, Engineering Manager; Justin Williams, Assistant City Attorney; Jacob Ault, Accounts Receivable Specialist; Ron Jeffries, Central States Fair General Manager; Kim Sutton, Sutton Rodeo; Steve Sutton, Sutton Rodeo; and via tele-conference: Greg Strommen, City Councilman; Coy Sasse, Rapid City Area Schools; Domico Rodriguez, VRC/Rapid City Sports Commission; Jordan Bauer, Rapid City Area Schools.

ADOPTION OF AGENDA

Motion to approve agenda as presented was made by Lambert, and second by Doyle, motion carried.

APPROVE MINUTES

1) December 19, 2025 - **Motion to approve minutes as presented made by Wevik, second by Lambert, motion carried.**

GENERAL PUBLIC COMMENT – Ron

Jeffries presented. Kim and Steve Sutton presented.

• Jeffries provided an update and noted strong enthusiasm for this year's Stock Show, which will serve as the first official event recognizing America's 250th and mark the 100th anniversary of Sutton Rodeo.

• Market conditions are favorable, with cattle prices trending upward and a strong horse market, contributing to positive expectations for the upcoming show. A ribbon-cutting ceremony is scheduled for Thursday at 3 p.m.

• The Sutton's reported that they have won the 2025 PRCA's Large Indoor Rodeo of the Year award for the third consecutive year, competing against other professional rodeos in large markets including San Antonio, Houston, Fort Worth, and Denver. Appreciation was expressed to the Monument staff and Board for their continued support and their integral role in the ongoing success of Rodeo Rapid City.

Outgoing Chair Johnson welcomed the two new board members (Allard, and Chris Johnson), and thanked the outgoing members (Doyle, and Tim Johnson).

FINANCIAL ITEMS REQUIRING BOARD ACTION

2) **Bill List** – Breuninger highlighted items greater than \$5,000. **Motion to approve bill list as presented made by Doyle, second by Acevedo Fuentes, motion carried.**

VENDOR, DESCRIPTION

AMOUNT

28 CS BOOSTER CLUB

CLUB COMMISSION

A & B BUSINESS SOLUTIONS

OFFICE EQUIPMENT

A & B WELDING SUPPLY CO INC

SAFETY GLASSES

ADDICTION RECOVERY CENTERS

CLUB COMMISSION

ADMIRAL BEVERAGE CORPORATION

MERCH FOR RESALE

AIRE MASTER OF BLACK HILLS

OTHER PRO SERVICE

ALSCO INC

OTHER RENTALS – LINENS

AMAZON CAPITAL SERVICES

MISC SUPPLY/MATERIALS

BAREFOOT DANCE STUDIOS

CLUB COMMISSIONS

BH & BADLANDS TOURISM ASSOC

2026 – ANNUAL MEMBERSHIP

BLACKSTRAP INC

YEARLY LOAD OF SALT

BOCA SYSTEMS INC

OFFICE SUPPLIES – TICKETS

BORDER STATES ELECTRIC SUPPLY

RRP ELECTRICAL

BSA TROOP 2020

CLUB COMMISSION

CASH-WA DISTRIBUTING COMPANY

MERCH FOR RESALE

CBH COOPERATIVE

GAS/OIL/FUEL

CITY OF RAPID CITY

OTHER PRO SERVICE

CLIMATE CONTROL SYSTEMS LLC

OTHER PRO SERVICE

COCA-COLA OF THE BLACK HILLS

MERCH FOR RESALE

CONSOLIDATED ELECTRICAL DISTRIB

RRP STRUCTURES

CONVERGINT TECHNOLOGIES LLC

OTHER PRO SERVICE

CRESCENT ELECTRIC SUPPLY CO

RRP ELECTRICAL

CROSSROADS WESLEYAN CHURCH

CLUB COMMISSION

DAKOTA SUPPLY GROUP

RRP ELECTRICAL

DAKTRONICS INC

OTHER PRO SERVICE

DARK CANYON COFFEE CO

MERCH FOR RESALE

DIMOCK DAIRY INC

MERCH FOR RESALE

DIVINE SHEPHERD LUTHERAN CHURCH

CLUB COMMISSION

EASTMAN SOUND & MUSIC

DUES – MONTHLY SERVICE

ECOLAB INSTITUTIONAL INC

LEASE/PURCHASES

ELSWORTH AFB TOP III ASSOCIATION

CLUB COMMISSION

FASTERN COMPANY

JANITORIAL/CHEMICAL

I SCREAM LLC

MERCH FOR RESALE

INTEGRATED TECH & SECURITY

RPR ELECTRICAL – LICENSE

INTERSTATE BATTERIES INC

RPR ROLLING STOCK – BLEACHERS

JUSTPARK

OTHER PRO SERVICE

KIEFFER SANITATION INC

OTHER PRO SERVICE

LIFT PRO EQUIPMENT COMPANY INC

RPR EQUIPMENT

M G OIL CO

GAS/OIL/FUEL

MARY HASTINGS

EMPLOYEE CLOTHING

MASTERS CUSTOM DESIGN

EMPLOYEE CLOTHING

MATHESON TRI-GAS INC

JANITORIAL/CHEMICAL

MEAD LUMBER COMPANY INC

MISC SUPPLY/MATERIALS

MEADE COUNTY FAIR ASSOC INC

CLUB COMMISSION

MENARDS

MISC SUPPLY/MATERIALS

MOUNTAIN STATES SECURITY INC

OTHER PRO SERVICE

NORTH CENTRAL SUPPLY INC

MISC SUPPLY/MATERIALS

O'CONNOR COMPANY

RRP EQUIPMENT

OLSON'S PEST

OTHER PRO SERVICE

PACIOLAN LLC

OTHER PRO SERVICE

PEOPLE READY INC

OTHER PRO SERVICE

PERFORMANCE FOOD GROUP INC

MERCH FOR RESALE

PIEDMONT CUTTING EDGE MEAT

MERCH FOR RESALE

PURCHASE POWER/PITNEY BOWES

OFFICE SUPPLIES – POSTAGE

QUALITY BRANDS OF THE BLACK HILLS

OTHER RENTALS

RAIDER BAND BOOSTER ASSOCIATION

CLUB COMMISSION

RAPID CITY CATHOLIC SCHOOLS

CLUB COMMISSION

RAPID CITY CHRISTIAN EDUCATION INC

CLUB COMMISSION

RAPID CITY COUGARS SOFTBALL

CLUB COMMISSION

RAPID CITY GIRLS OLYMPIC SOFTBALL

CLUB COMMISSION

RAPID CITY SHRINE CLUB

RC RODEO TEAM

CLUB COMMISSION

RED WING SHOE STORE

EMPLOYEE CLOTHING

RUNNINGS SUPPLY INC

MISC SUPPLY/MATERIALS

\$1,074.57

\$351.09

\$8,819.97

\$4,134.00

\$772.23

\$143.60

\$67.30

\$5,137.46

\$781.44

\$1,176.11

\$119.92

\$1,519.26

\$119.75

\$88.98

\$913.81

\$55,000.00

TOTAL

\$328,155.36

SAM'S CLUB

MERCH FOR RESALE

SESAC INC

DUES – ANNUAL

SIMPSON'S PRINTING

OFFICE SUPPLIES – ENVELOPES

SO IT GROWS PLANT CARE

OTHER PRO SERVICE

SD UNITED GIRLS SOFTBALL

CLUB COMMISSION

SYSCO MONTANA INC

MERCH FOR RESALE

TREVIPAY – WALMART

MERCH FOR RESALE

ULINE INC

MINOR TOOLS

US FOODS

MERCH FOR RESALE

VENUE COALITION INC

ANNUAL DUES

VERIZON WIRELESS

TELEPHONE

WATERTREE INC

JANITORIAL/CHEMICAL

WESTERN LEGACY FOUNDATION

2026 – ANNUAL MEMBERSHIP

WESTERN STATIONERS

OFFICE SUPPLIES – COPY PAPER

ZYMRACY BEER COMPANY

MERCH FOR RESALE

TOTAL

\$328,155.36

ITEMS NOT REQUIRING BOARD ACTION

CONTINUED

3) **Capital Update** – Heitsch

presented. Discussion followed. • Heitsch presented the Long-Term Capital Maintenance Plan, focused on strategic investment in the venue to maintain, upgrade, and manage furniture, fixtures, and equipment (FF&E), and structural asset improvements to support long-term, profitable, and efficient operations.

• Major upgrades identified for the Ice Arena (built 2008), including aging equipment. The video board project came in approximately \$200,000 under budget. Telescopic seating replacement is under evaluation, with a preference for refurbishment if feasible, prioritizing cost-effectiveness and longevity.

• Proposed use of \$1 million from \$3.4 million capital reserves, with the remainder to be financed as needed; loans will not be drawn until absolutely necessary, keeping interest costs in mind.

• Spent \$282,000 of the \$400,000 2025 FFE budget; budget was adjusted after Q1 2025 due to revenues not coming in as expected. Structural budget of \$500,000 saw \$170,000 spent.

• Proposed \$400,000 FFE budget based on revenue performance. Proposed items include glass-door stand up coolers for concession diversification and an internal radio communications infrastructure overhaul to improve operational efficiency. Seating covers planned for telescopic seating and lower bowl to replace temporary curtains. Structural priorities include replacement/refurbishment of the Rushmore Hall panel wall system; a generic RFP is anticipated this year to obtain necessary information.

• Concerns were raised by Wevik regarding project risk and potential additional funding, with a request to revise related language. Heitsch thanked Hammerbeck and Acevedo Fuentes for their work on the plan. Sasse also commended the team for their efforts in developing the capital plan.

4) **Declaration of Surplus Items – Motion to approve declaration of surplus items as presented, was made by Lambert, second by Doyle, motion carried.**

5) **Declaration of Surplus Items – Motion to approve declaration of surplus items as presented, was made by Lambert, second by Doyle, motion carried.**

6) **Visit Rapid City – Rodriguez**

presented. Discussion followed.

• Rodriguez provided an update regarding the Tax Increment Financing (TIF) vote, noting the outcome did not meet expectations.

• Alternative site options within the TIF boundaries are being evaluated, and a presentation is scheduled for the City Council meeting next Monday.

7) **RC Council – Strommen**

presented. Discussion followed.

• Strommen welcomed the newly appointed board members and expressed appreciation to the outgoing board members for their service.

• Noted the upcoming combined State A and AA boys' basketball tournaments.

8) **Rapid City Area Schools – Bauer**

and Sasse presented. Discussion followed.

• Sasse provided a legislative update, noting the primary focus is on activity at the state legislature, including multiple bills addressing property tax relief. Close attention is being paid to those proposals that do not replace lost local revenues due to its impact on local schools.

• Additional concerns include the lack of an inflationary increase for education funding and enrollment losses.

• Bauer expressed excitement for the upcoming girls' and two boys' state basketball tournaments and shared enthusiasm for working with The Monument again.

• Appreciation was conveyed for the continued support and contributions of The Monument staff.

9) **Executive Director's Update**

– Baltzer presented. Discussion followed.

• Baltzer welcomed the new board members, noting enthusiasm for the diverse backgrounds and experience they bring to the board.

• Appreciation was expressed to Doyle and Johnson for their close collaboration with Baltzer for the significant time and assistance they have provided to The Monument during their Board tenure ship.

• Decided not to move forward with submitting a proposal for management of the Sports Complex at this time, citing the need to prioritize our building and noting that peak usage times for both facilities overlap.

• Rodriguez added that no management company has been selected, no bids have been reviewed, and the RFP process may need to be reopened in the future.

10) **Financial summary** – Heitsch presented. Discussion followed.

• Heitsch reported, as had been discussed throughout 2025, we did not meet our 2025 revenue budget goals, missing the goal by about 4%. However, our departments also held their expenses in line with each department within the complex coming in under budget for 2025. Labor and benefits are the largest expenditure, representing 45% of total costs. Our cash position remains strong. Our Long Term Capital Maintenance plan includes drawing from capital reserves this year for Ice Arena upgrades as needed.

• Self-generated revenue declined about 5% amid softer discretionary spending throughout 2025. Our revenue funding mix remains 2/3 self-generated and 1/3 BBB, with BBB up 3.5% year over year. Club commissions paid out to local groups increased in 2025 to \$286,000 up from \$215,000 in 2024. Utility costs increased 15%, with concern for further 2026 rate increases.

• Looking ahead: in an effort to maximize our revenue streams, continued diversification of Food and Beverage offerings is a priority, as well as focusing 2026 on operating lean, efficient, and effective.

11) **Event Update** – Klapperich discussed the calendar and highlighted events and plans for the next few weeks.

• Working through interviews for the new Production Manager

• Ribbon Cutting 3pm Thursday in the Barnett Fieldhouse

• Black Hills Stock Show and Rodeo for the next two weeks!

ADJOURNMENT

Lambert adjourned the meeting at 10:00 a.m.

Respectfully submitted,

Jacob Ault
Accounts Receivable Specialist
The Monument

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