



Oregon State Fair Council Meeting Notice & Agenda Thursday, May 21, at 1:30 pm

State Fair & Expo Center
2330 17th Street NE Salem, OR 97301

This meeting will be conducted in person & Virtual/Zoom.

Meeting Link:

<https://us06web.zoom.us/join/ni4L9L-xT0KlpUmePtIAGw>

Meeting ID # 879 4097 0775

Passcode # 807604

Council Members

Loyal Burns, Chair

Joel Conder, Vice Chair

Shane Matthews

Soraida Cross

Geoff Hinds

Tami Kerr

Lucy Escobar

Travis Smith

Arnie Roblan

Advisory Members

Representative Paul Evans

Our Mission

The Mission of the Oregon State Fair & Exposition Center is to provide a reason and a place for all people to gather, connect and learn, embrace excellence in all forms, and celebrate the achievements of Oregonians.

Our Vision

We envision a relevant Oregon State Fair & Exposition Center that embodies good stewardship of the public's trust and serves as a self-sustaining asset for Oregonians to treasure long into the future.

Public Comments

The Oregon State Fair Council values the input of citizens in making important decisions that affect the Oregon State Fair and Exposition Center. The Oregon State Fair Council also believes in the right for interested parties to observe Oregon State Fair Council meetings. Working to ensure the general public has the opportunity to attend Council meetings and offer public comment, to ensure that the Council can conduct its business, the following guidelines apply to all public comment.

- The Council will have two sign-up sheets at a table in the meeting room 15 minutes before the scheduled meeting, if in person, for those wishing to speak on agenda items or non-agenda subjects. Individuals may sign up in person, or in advance or on our website, <https://oregonstatefaircouncil.org/meetings-1>, in advance of the meeting via email. Email requests should include the date the requester wishes to speak, the requester's name, phone number, and the agenda item or topic of their comments.
- Public comment on agenda items before the Council: individuals on the list will be called to testify before actions on these items are taken. On the sign-up sheet, list your name, address, and the agenda item upon which you wish to be heard.
- Public Comment on Non-Agenda items during Oregon State Fair Council Meetings: list your name, address, and the subject matter upon which you wish to be heard.
- You will have 3 minutes to testify.
- When you are called to come forward to speak, state and spell your name for the recorded record of the meeting.
- Council members may ask questions to clarify your testimony but will not engage in a discussion with you. Public Comment allows the Council and CEO to hear issues that interest our citizens but does not allow an opportunity for dialogue between the Speaker, Council, or Administrators.
- If the Council determines that follow-up is necessary, you may be referred to the CEO or an item may be placed on a future Council agenda.
- If you wish to submit written testimony before or at the meeting, please provide 15 copies.
- The public may not use videos or PowerPoint presentations to accompany their testimony without prior approval by the Council Chair.
- Speakers are expected to address the Council without yelling, name-calling, using abusive or foul language or other behavior or speech that negatively impacts the efficiency of the Council meeting.



Oregon State Fair Council Meeting Notice & Agenda Thursday, May 21, 2026 at 1:30pm

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Zoom Meeting Link:

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Meeting ID # 879 4097 0775

Passcode # 807604

Agenda

1:30pm – Public Session

- Call to Order
- Roll Call
- Pledge of Allegiance
- Minutes
 - Council Meeting of March 19, 2026 – *motion needed*
- Reports
 - Council Chair Report – Loyal Burns
 - CEO Report – Kim Grewe-Powell
 - Financial Statements 1/1/2026-4/30/2026 – *motion needed*
- Public Comments
- Committee Report
- Old Business
- Adjourn



Minutes of the Oregon State Fair Council Regular Meeting

March 19, 2026

In person - Cascade Hall - Oregon State Fair/Virtual/Zoom Meeting

Audio Recorded – Yes

- **Call to Order:** The meeting convened at 1:34pm with Chair Burns presiding.
- **Roll Call:** The attendance, both in person and via Zoom, was recorded as shown below:

Present:

Loyal Burns, Chair
Joel Conder, Vice Chair
Shane Matthews, Council Member
Geoff Hinds, Council Member
Tami Kerr, Council Member
(Kerr Joined following voting on Min.)
Lucy Escobar, Council Member
Travis Smith, Council Member

Non-Present:

Soraida Cross, Council Member
Arnie Roblan, Council Member
Representative Paul Evans Advisor Council Member

Other-Present:

Kim Grewe-Powell, Director/CEO
Jean Wheat-Palm, CFO and Director of Human Resources
Maddie Kansky, Administrative Assistant and Contract Procurement
Deborah Hall, Accounts Payable and Front Office Lead

- **Pledge of Allegiance:**
The Pledge Allegiance was made by all parties present.
- **Approval of Minutes:**
Chair Burns gave the Council time to review the minutes from the February 5, 2026 Council Meeting. Chair Burns asked for a motion to approve the minutes. Vice Chair Conder motioned to approve the minutes as presented, with a second by Council Member Matthews.

Yes Vote: Burns, Conder, Matthews, Hinds, Escobar and Smith **No Vote:** None

The motion carried unanimously.

- **Reports:**

Council Chair's Report: Chair Burns stated the Council needs to discuss the review of Director/CEO Grewe-Powell, along with a wage review. The Council gave positive feedback about CEO, Kim Grewe-Powel. The Council voted on a 15% wage increase and an annual automobile stipend of \$5,500 effective January 1, 2026.

Council Vice Chair Conder, Council Member Smith and Council Member Escobar will be the subcommittee for the next CEO review process.

Following discussions, Chair Burns asked for a motion to approve Director/CEO Grewe-Powell wage increase and automobile stipend. Vice Chair Conder motioned to approve a 15% wage increase and an annual automobile stipend of \$5,500 effective January 1, 2026, with a second by Council Member Matthews.

Yes Vote: Burns, Conder, Matthews, Hinds, Kerr, Escobar and Smith **No Vote:** None
The motion carried unanimously.

CEO Report: Director/CEO Kim Grewe-Powell gave special mention to Gene Derfler who passed away at the age of 101 on March 16th. Gene was a champion of the OSFEC and instrumental in the success we are today.

The Jackman Long Building received a landscape facelift through a partnership with Green Acres. The Crosswalk project is near completion with lights to be finished before April 1st of this year.

The sales team is actively recruiting larger public events, securing new livestock and sporting events.

Vendor spaces are nearly full for the 4th of July Spectacular. OSFEC will replace a big-name concert with tribute bands on the center stage due to past unprofitability. The fireworks display will be expanded in celebration of America 250. The City of Salem has offered additional funding for the fireworks display and OSFEC is very thankful for that.

OSFEC is bringing back the Artisan's Village to the Fair this year. Ten out of eleven major acts secured; the majority of food concessionaires and trucks are confirmed, and half of the exhibitors are secured.

Financials:

Director/CEO Grewe-Powell reported the Assets and Liabilities/Equities in balance at \$13,607,390.45. Assets grew 10.17% from 2024. Total income as of February 28, 2026 reflects \$336,065.11. The total expenses were \$596,545.96 for the same time period.

The decrease in Expo revenue during the first two months of the year was reflected by a reduction in parking, Expo food and alcohol sells with fewer events scheduled.

Overall it is not unusual with the given monthly expenses to be in a negative net income the first 6 months of the year.

There will be an uptick with larger events that will increase revenue up in these areas over the next several months. We are very diligent in monitoring our overall performance.

Chair Burns gave the Council time to review and entertain questions of the Financial Statements. Chair Burns asked for a motion to approve the Financial Statements for 1/1/2026-2/28/2026. Council Member Vice Chair Conder motioned to approve the Financial Statements as presented, with a second motion by Council Member Kerr.

Yes Vote: Burns, Conder, Matthews, Kerr, Hinds, Escobar, Smith **No Vote:** None

Fair Foundation Report: President, Zach Pickett stated he is trying to get a grant between \$100,000 and \$200,000 for the Horse Stadium and ADA restroom improvements. The Fair Foundation will operate the water sales booth this year at the Oregon State Fair, the projected dollars raised is around \$50,000. These funds will be used for OSF improvements.

- **Public Comments on Non-Agenda Items:**
None

- **Committee Reports:**
Executive Committee: Did not meet.

- **Old Business:**

Adjourn: There being no further business, the meeting adjourned.

Oregon State Fair Council
Profit & Loss
January through April 2026

| | <u>Jan - Apr 26</u> |
|---------------------------------|---------------------|
| Ordinary Income/Expense | |
| Income | |
| 400 Administration Revenue | 122,999.51 |
| 410 Operations Revenue | 17,056.00 |
| 450 Expo Center Revenue | 777,558.57 |
| 451 Holiday Village Revenue | 21,063.78 |
| 452 July Spectacular Revenue | 7,966.05 |
| 453 Scare at the Fair Revenue | 3,097.27 |
| 470 State Fair Revenue | 9,544.50 |
| | <hr/> |
| Total Income | 959,285.68 |
| Gross Profit | 959,285.68 |
| Expense | |
| 100 Signature Events | 29,709.26 |
| 110 Employee Salaries & Wages | 314,377.48 |
| 130 Contracted Labor PT/Temps | 60,595.50 |
| 150 Employee Benefits - ER Exp | 64,967.67 |
| 160 Payroll Tax - ER Share | 27,935.18 |
| 170 Professional Services | 130,920.46 |
| 190 Travel/Training/Conferences | 5,720.59 |
| 200 Supplies & Expenses | 29,447.29 |
| 210 Dues and Subscriptions | 175.00 |
| 220 Insurance | 172,735.50 |
| 230 Utilities | 302,219.38 |
| 240 Maint and Repairs of Equip | 9,181.97 |
| 250 Maint of Bldg and Grounds | 117,994.05 |
| 270 Marketing Expenses | 9,490.58 |
| 280 Vehicle Expenses | 4,360.54 |
| 290 Merchant & Bank Fees | 2,984.14 |
| 300 Equipment Purchase | 129,012.41 |
| 310 Permits & License Fees | 123.20 |
| 400 State Fair Administrative | 96.54 |
| 410 State Fair Marketing | 49,456.80 |
| 420 State Fair Operations | 6,934.98 |
| 500 State Fair Attractions | 193.04 |
| 510 State Fair Exhibits | 10,860.01 |
| | <hr/> |

05/12/26
Accrual Basis

Oregon State Fair Council
Profit & Loss
January through April 2026

| | <u>Jan - Apr 26</u> |
|--------------------------|---------------------------|
| Total Expense | 1,479,491.57 |
| Net Ordinary Income | -520,205.89 |
| Other Income/Expense | |
| Other Income | |
| Other Income | 264,486.00 |
| Special Projects Income | 12,279.80 |
| Total Other Income | 276,765.80 |
| Other Expense | |
| Special Projects Expense | 105,800.36 |
| Total Other Expense | 105,800.36 |
| Net Other Income | 170,965.44 |
| Net Income | <u><u>-349,240.45</u></u> |

Oregon State Fair Council
Balance Sheet
As of April 30, 2026

| | <u>Apr 30, 26</u> |
|---|-----------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 10120 · USB - Operating Acct - 5013 | 1,377,817.81 |
| 10121 · USB - Payroll Acct - 3265 | 22,161.72 |
| 10122 · USB - Premium Acct - 5021 | 782.00 |
| 10127 · USB - Fair Admission -5088 | 30,962.12 |
| 10128 · USB - Office Expo - 5104 | 544,880.43 |
| 10129 · USB - Show Works - 5120 | 1,298.54 |
| 10130 · USB - Camp Ground - 5138 | 122.50 |
| 10131 · USB - Office FAIR - 5112 | 264,977.51 |
| 10150 · Petty Cash Box - Fair | 430.69 |
| 10200 · State Treasury Fund Account | 9,626,783.33 |
| Total Checking/Savings | <u>11,870,216.65</u> |
| Accounts Receivable | |
| 11000 · Accounts Receivable | 566,014.80 |
| Total Accounts Receivable | <u>566,014.80</u> |
| Other Current Assets | |
| 12004 · Prepaid Rent | 500.00 |
| 12005 · Prepaid FCC 10 Yr License | 490.00 |
| 13000 · Prepaid Contracts | 57,521.88 |
| Total Other Current Assets | <u>58,511.88</u> |
| Total Current Assets | 12,494,743.33 |
| Other Assets | |
| 19000 · Capital Investments- SF Council | 1,334,026.23 |
| Total Other Assets | <u>1,334,026.23</u> |
| TOTAL ASSETS | <u><u>13,828,769.56</u></u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 20000 · Accounts Payable | -1,131.66 |
| Total Accounts Payable | <u>-1,131.66</u> |
| Credit Cards | |
| 20040 · US Bank #4238 | 1,223.20 |
| 20055 · US Bank #4736 | 5,248.22 |
| 20056 · US Bank #9984 | 1,027.34 |
| 20057 · US Bank #5184 | 1,909.53 |
| Total Credit Cards | <u>9,408.29</u> |
| Other Current Liabilities | |
| 20100 · Deferred Rent Income - MCFair | 92,996.85 |
| 20200 · Deferred Income - Fair | 611,114.62 |

Oregon State Fair Council

Balance Sheet

As of April 30, 2026

05/12/26

Accrual Basis

| | <u>Apr 30, 26</u> |
|---|-----------------------------|
| 20515 · Deferred Income - Expo | 255,008.00 |
| 20516 · Deferred Income - Security Dep | 6,250.00 |
| 24000 · Payroll Liabilities | <u>35,532.25</u> |
| Total Other Current Liabilities | <u>1,000,901.72</u> |
| Total Current Liabilities | <u>1,009,178.35</u> |
| Total Liabilities | 1,009,178.35 |
| Equity | |
| 25000 · State Parks Opening Bal | 3,014,804.40 |
| 25020 · State Biennium Fund 2015-2017 | 1,015,299.00 |
| 32000 · Retained Earnings | 9,385,537.24 |
| 32001 · Ret Earn - Facility Assess Cost | -254,738.00 |
| 32050 · Restricted Net Posititon | 7,929.02 |
| Net Income | <u>-349,240.45</u> |
| Total Equity | <u>12,819,591.21</u> |
| TOTAL LIABILITIES & EQUITY | <u>13,828,769.56</u> |