



Oregon State Fair Council Meeting Notice & Agenda Thursday, March 19, at 1:30 pm

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

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

Zoom Meeting Link: <https://us06web.zoom.us/meeting/register/xue5ATLQSlY0U8wX6uqIYQ>

Meeting ID# 845 2005 0591

Passcode# 215446

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.



Minutes of the Oregon State Fair Council Regular Meeting

February 5, 2026

In person - Cascade Hall - Oregon State Fair/Virtual/Zoom Meeting
Audio Recorded – No (*system malfunction*)

- **Call to Order:** The meeting convened at 1:30pm 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
Soraida Cross, Council Member
Tami Kerr, Council Member
Lucy Escobar, Council Member
Travis Smith, Council Member
(*Smith not present at the start*)

Non-Present:

Arnie Roblan, Council Member
Geoff Hinds, 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

- **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 November 20, 2025, 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 Cross.

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

- **Reports:**

Council Chair's Report: Chair Burns stated he did not have anything new to report at this time.

CEO Report: The team has remained extremely busy over the past period, focusing on several key areas that support the continued growth and visibility of the organization. Staff have been actively attending industry conventions to stay engaged with current trends, strengthen relationships, and identify opportunities within the fair and events industry.

In addition, leadership and staff have been dedicating significant time to internal strategizing and planning to support upcoming initiatives and organizational priorities.

The team has also been working through the onboarding process with our new marketing firm, Sasquatch Marketing, to strengthen marketing, communications, and promotional efforts moving forward.

Financials:

Director/CEO Grewe-Powell reported the Assets and Liabilities/Equities in balance at \$13,500,000. Assets grew 10.17% from 2024. Total income up 2.7% from 2024. Our income for 2025 was \$752,835 from forecasted income. The expenses were \$151,267 under forecasted budget. Reviewing the signature events, Holiday Village net income \$6,846, Scare at the Fair net income \$14,326, July Spectacular loss of \$19,326 due to an underperforming concert and the Oregon State Fair net income \$2,141,819.

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 12/31/2025. Council Member Kerr motioned to approve the Financial Statements as presented, with a second motion by Vice Chair Conder.

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

Chair Burns gave the Council time to review and discuss the P&L Budget vs Actual 2025. Chair Burns asked for a motion to approve the P&L Budget vs Actual 2025. Vice Chair Conder motioned to approve the P&L Budget vs Actual 2025, with a second motion by Council Member Smith.

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

Chair Loyal Burns gave the Council time to review and discuss the P&L Previous Year Comparison 25-24. Chair Burns asked for a motion to approve P&L Previous Year Comparison 25-24. Vice Chair Conder motioned to approve the P&L Previous Year Comparison 25-24, with a second motion by Council Member Kerr.

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

The Proposed 2026 Budget was presented. Director/CEO Grewe-Powell reported in this current climate, Expositions, Fairs and Festivals project a flat year. Lower turnout at ours and partner events are affecting and will affect our bottom line.

Projections are very conservative in our approach, taking into consideration a lean year with a flat budget. We have done our best to reduce expenses in some departments and asked the team to scale back as much as possible.

For Revenue we are projecting a slightly lower gross income from 2025 in several areas: Expo business, Treasury Income, and Fair Revenue.

A major resource from Fair that we focused on was to increase our revenue with an increase cost of parking during the fair. We reviewed our 2025 data and surveyed other fairgrounds and Expo centers. Based on our findings we propose an increase cost of parking to \$10 on Friday – Sunday and the last Monday while keeping Monday – Thursday at \$5. This allows us to keep our admission cost the same as last year. You will see in Parking Expenses for Fair we project \$398K in actual expenses.

Areas of greater expense increases are being projected were \$47K in the category 150 Employee Benefits as the Medical Insurance benefit increased 25% and more of our employees elected the 3% simple IRA match. In category 170 Professional Services we project 5% increases with our costs associated with Northside electrical staff. In category 230 utilities (Electric, Gas, Water & Trash) we are projecting an additional \$50K increase from this last year's expenses.

In category 300 Equipment Purchase we have delayed upgrading necessary equipment for years and now the time has come to purchase some new equipment. We analyzed two years of our expenses renting the equipment. It is no longer affordable with the increased pricing and our necessary needs. We have projected the purchase of two new ADA stages required for facility rental and other used equipment (Scrubber, Scissor Lift, Skid steer) needed to maintain the grounds. This will allow for a decrease to rental maintenance of equipment costs in the long term.

Good news received on the outcome of House Bill 5006 (2025 Regular Session) the General Fund Grant will allow for us to make some much needed upgrades!

Originally, our request was \$2.2 Million in grant money asked of DAS. Grant funds of \$855,000 were received from DAS during the end of 2025. **Additional funds of \$150,872 are the responsibility of OSFEC (Is included in 2026 Budget).**

These funds were awarded for emergency communications and evacuation center upgrades which included 3 permanent reader boards, portable reader boards, a ground-wide PA System, security upgrades, replacement of antiquated drinking fountains with water bottle filling stations and portable water container systems.

As you can see, our budget forecast is lean and flat leaving minimal profitability – Actual Income 2025 \$10,787,282.73 and Projected Income 2026 \$11,184,868.00

Actual Expense 2025 \$10,653,189.80 and Projected Expense 2026 \$11,148,700.00

Following discussions, Chair Burns asked for a motion to approve the Proposed 2026 Budget. Vice Chair Conder motioned to approve the Proposed 2026 Budget, with a second by Council Member Cross.

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

Fair Foundation Report: No report.

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

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

- **Old Business:**
Reminder of the upcoming online Public Law Meeting Training February 24th.

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

Oregon State Fair Council
Profit & Loss
January through February 2026

	<u>Jan - Feb 26</u>
Ordinary Income/Expense	
Income	
400 Administration Revenue	59,297.03
410 Operations Revenue	8,528.00
450 Expo Center Revenue	230,154.30
451 Holiday Village Revenue	21,063.78
452 July Spectacular Revenue	5,000.00
453 Scare at the Fair Revenue	2,500.00
470 State Fair Revenue	9,522.00
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Total Income	336,065.11
Gross Profit	336,065.11
Expense	
100 Signature Events	18,024.76
110 Employee Salaries & Wages	152,658.32
130 Contracted Labor PT/Temps	31,948.00
150 Employee Benefits - ER Exp	33,181.60
160 Payroll Tax - ER Share	13,205.55
170 Professional Services	47,944.02
190 Travel/Training/Conferences	3,767.70
200 Supplies & Expenses	7,994.69
230 Utilities	148,551.37
240 Maint and Repairs of Equip	5,807.72
250 Maint of Bldg and Grounds	44,615.44
270 Marketing Expenses	3,245.68
280 Vehicle Expenses	2,978.62
290 Merchant & Bank Fees	1,347.56
300 Equipment Purchase	53,632.96
310 Permits & License Fees	123.20
400 State Fair Administrative	88.82
410 State Fair Marketing	17,037.52
420 State Fair Operations	6,132.24
500 State Fair Attractions	177.62
510 State Fair Exhibits	4,082.57
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Total Expense	596,545.96
Net Ordinary Income	-260,480.85
Other Income/Expense	

03/13/26
Accrual Basis

Oregon State Fair Council
Profit & Loss
January through February 2026

	<u>Jan - Feb 26</u>
Other Income	
Other Income	132,243.00
Total Other Income	132,243.00
Other Expense	
Special Projects Expense	10,372.60
Total Other Expense	10,372.60
Net Other Income	121,870.40
Net Income	<u><u>-138,610.45</u></u>

Oregon State Fair Council

Balance Sheet

As of February 28, 2026

	Feb 28, 26
ASSETS	
Current Assets	
Checking/Savings	
10120 · USB - Operating Acct - 5013	2,537,518.26
10121 · USB - Payroll Acct - 3265	20,049.42
10122 · USB - Premium Acct - 5021	782.00
10127 · USB - Fair Admission -5088	30,525.21
10128 · USB - Office Expo - 5104	442,471.97
10129 · USB - Show Works - 5120	1,343.54
10130 · USB - Camp Ground - 5138	122.50
10131 · USB - Office FAIR - 5112	3,516.83
10150 · Petty Cash Box - Fair	430.69
10200 · State Treasury Fund Account	8,813,080.90
Total Checking/Savings	11,849,841.32
Accounts Receivable	363,999.94
Other Current Assets	59,522.96
Total Current Assets	12,273,364.22
Other Assets	
19000 · Capital Investments- SF Council	
19015 · 2015 Capital Investments	313,465.71
19016 · 2016 Capital Investments	282,283.78
19017 · 2017 Capital Investments	459,316.41
19018 · 2018 Capital Investments	493,738.09
19019 · 2019 Capital Investments	552,403.62
19020 · 2020 Capital Investments	101,788.09
19021 · 2021 Capital Investments	73,577.00
19022 · 2022 Capital Investments	46,615.00
19023 · 2023 Capital Investments	248,897.84
19024 · 2024 Capital Investments	56,655.00
19099 · Accum Deprec Capital Improv	-1,294,714.31
Total 19000 · Capital Investments- SF Coun...	1,334,026.23
Total Other Assets	1,334,026.23
TOTAL ASSETS	13,607,390.45
LIABILITIES & EQUITY	
Liabilities	580,698.93
Equity	13,026,691.52
TOTAL LIABILITIES & EQUITY	13,607,390.45