



# Oregon State Fair Council Meeting Notice & Agenda Thursday, December 8, 2022 at 1:30 PM

State Fair & Expo Center

2330 17<sup>th</sup> Street NE Salem, OR 97301

In person Cascade Hall or Call in option

Phone number: 267-807-9598 Pin: 324-649-707#

## **Council Members**

*Vicki Berger, Chair*

*Loyal Burns, Vice Chair*

*Kevin Cameron*

*Jon Chandler*

*Leah Hagele-Perkins*

*George Jennings*

*Dayna Jung*

*Austin McGuigan*

*Arnie Roblan*

*Craig Smith*

*Joel Conder*

## **Advisory Members**

*Representative Paul Evans*

*Senator Bill Hansell*

*Salem City Manager Keith Stanley*

## **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. We also believe in the right of citizens to observe Council meetings. To ensure citizens have an opportunity to attend Council meeting and offer citizen comment and 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 desk in the meeting room 15 minutes before the scheduled meeting for those wishing to speak on agenda items or non-agenda subjects. Individuals may sign up in person, or in advance of the meeting via email. Email requests should include the date requester wishes to speak, requester's name, phone number and the agenda item or topic of their comments.
- Public Comment on Agenda Items before the Council: individuals on this 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 Board Meetings: list your name, address and the subject matter upon which you wish to be heard.
- You will have 3 minutes to testify, unless otherwise stated.
- 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 Chief Executive Officer 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 presentation to accompany their testimony without prior approval by the Board Chair.
- Individuals offering citizen comment are not permitted to make personal attacks on any Council employee, Council member, other testifier, or member of the public.



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Phone number: 267-807-9598 Pin: 324-649-707#

### *Agenda*

#### **1:30 pm - Public Session**

- I. **Call to Order**
- II. **Roll Call**
- III. **Pledge of Allegiance**
- IV. **Approval of Minutes**
  - a. Council Meeting of October 20, 2022
- V. **Council Chair's Report**
- VI. **CEO's Report**
  - a. Tom Wood – OSF Capital Improvements – Bond Projects Update
- VII. **Foundation Report by Debbie McCune**
- VIII. **Action Items**
  - a. **State Fair Council**
    - i. Financial Statements 1/1/2022 to 10/30/2022
    - ii. Preliminary Financial Statements 1/1/2022 to 12/02/2022
    - iii. Budget Proposal for 2023 and 2024
  - b. **Committee Reports and Action Thereon**
    - i. Executive Committee
    - ii. Governmental Affairs Committee
    - iii. Nominating Committee
- IX. **Council Members' Comments**
- X. **Public Comments**
- XI. **Adjourn**



**Oregon State Fair Council Meeting – December 8, 2022**

Agenda Item: IV.a. [For Action] Council  
Meeting Minutes of October 20, 2022



## Minutes of the Oregon State Fair Council Regular Meeting

October 20, 2022

Cascade Hall- Oregon State Fair & Expo Center

Audio Recorded: Yes

I. **Call to Order:** The meeting convened at 1:34 PM with Chair Berger presiding.

II. **Roll Call:** The attendance, both by Zoom and by phone, was recorded as shown below:

**Present:**

Vicki Berger, Chair  
Loyal Burns, Vice Chair  
Kevin Cameron, Council Member  
Leah Hagele -Perkins, Council Member  
George Jennings, Council Member  
Austin McGuigan, Council Member  
Arnie Roblan, Council Member  
Craig Smith, Council Member  
Joel Conder, Council Member  
Kim Grewe-Powell, Director/CEO

**Non-Present:**

Jon Chandler, Council Member  
Dayna Jung, Council Member  
Sen. Bill Hansel, Advisory Council Member  
Rep. Paul Evans, Advisory Council Mbr.

III. **Pledge of Allegiance:** The Pledge of Allegiance was made by all parties present. Following the Pledge of Allegiance, Chair Berger took an opportunity to welcome new Council Member, Joel Conder.

IV. **Approval of Minutes:**

a. **Council Meeting of July 21, 2022:** Chair Berger asked if there were any changes or corrections to the minutes presented for approval. Hearing none, a motion was made by Council Member McGuigan and seconded by Vice Chair Burns to approve the minutes as presented. The motion carried unanimously.

V. **Council Chair's Report:** Chair Berger shared that she is working with a team on the review process for CEO, Kim Grewe-Powell. Chair Berger said that she will be sending an email to each of the Council Members for feedback on the process and suggestions they may have. The review process will then be given to CEO, Kim Grewe-Powell, so she knows what to expect.

VI. **CEO's Report:** CEO Kim Grewe-Powell reported that the Oregon State Fair was a great success. CEO, Kim Grewe-Powell presented a PowerPoint stating:

**Media Insights :**

- OSF had a multitude of radio commercials that aired almost 4,000 times in the months of August and September. Six different targeted television

commercials aired just over 1,000 times. Media attention was well received as we saturated the markets. We received more than \$383,000 in publicity value.

**Digital Stats:**

- OSF had 3.1 million website page views, OSF e-blast subscribers increased to almost 65,000, and had over 164 posts on Facebook alone. Almost 12 million digital impressions between Facebook, Instagram, TikTok, YouTube and Snapchat.

**Revenue:**

- All areas were up this year, 346,000 people attended the 2022 Fair a 64% increase over 2021. Admission Revenue was up 90% over 2021 and almost 98% over the 5-year average. Carnival was up 15.14%, Concert Pre-Sales were up over 25%, Food and Beverage was at an astonishing 50% increase over 2021, Sponsorship Sales were up 19%, and overall revenue was up almost 42% and almost 60% over the 5-year average. We are so thankful to all the Volunteers that contributed more than 5,000 hours of their time. I could be prouder of our team, contractors, volunteers and vendors for putting such a great Fair on this year. We are full steam ahead planning for the 2023 Oregon State Fair!

**Exposition Report:**

- Facility sales are slowly getting back to normal. We are in the process of rebuilding our sales team to focus on bringing in larger multi-day events that will be more profitable to the facility and filling the mid-week business. We are also researching future events that we can self-produce, I am very excited for the opportunities ahead of us. Dalke Construction will be presenting their guaranteed price proposal to us tomorrow. Then we can begin the negotiations with them for the \$10 million bond projects. We are hopeful the projects will start soon after the negotiations are complete. I have been working closely with DAS to answer their questions regarding the '23-'25 biennium ask proposal from the Oregon State Fair and Exposition Center.

**Financial Statement January – September 2022:**

- We have worked hard to ensure that majority of the accounts payables and receivables have been accounted for earlier this year. Once we have reconciled October we will have a more accurate financial picture, this will allow me to bring a full Fair financial report to you at the December Council Meeting. I also plan to present the Proposed Operating Budget for 2023 at that time.

Council Member Craig Smith stated that the only thing he hear that was negative was about the Carnival ticket sales lines. The Council was pleased with the Oregon State

Fair numbers. CEO Kim Grewe-Powell stated that we were already discussing options for faster line service in the Carnival with our ride provider.

Greg Olson, Public Safety Officer for the Oregon State Fair was present to discuss safety for the patrons that attended the OSF. Mr. Olson has been working for nine or ten years in the Public Safety for Oregon State Fair and the last seven as the Public Safety Supervisor. Mr. Olson discussed that there was a gentleman that did not like that his 4<sup>th</sup> amendment rights were violated by having his bags searched by a government agency. OSFEC is not a government agency and has the right to search bags to protect the patrons of the Oregon State Fair.

Mr. Olson stated that this year they had two 15-year-old kids that had guns and OSP is now working with these individuals. Mr. Olson suggested the need to consider purchasing or buying metal detectors for the safety of the patrons coming to the Fair. He has received a quote of \$3,818 per unit that would be adequate for the purposes of the Fair. Council Member Hagele-Perkins stated that her Fair would be interested in renting them from the OSF to use at her Fair in Washington County. Council Member McGuigan said that the major cost will be having efficient staffing at the gates to process the patrons in a timely manner. Discussion proceeded and ended with this being a staff decision for security, not a Council decision. Chair Berger said that the Council would like to see options and what this could look like for the Oregon State Fair and Exposition Center.

Eric Marcuse, Entertainment Buyer for the Oregon State Fair joined the meeting to discuss concerts at the Oregon State Fair. Mr. Marcuse stated that he had discussed with CEO, Kim Grewe-Powell that he would like to move the OSF back to a nine-concert series, instead of seven (2022), as well as Pavilion Events. Mr. Marcuse also stated that he would like move the start time for concerts to 7:30 PM to give patrons a bit more time to get parked and to their seats.

**VII. Foundation Report: None**

**VIII. Action Items**

**a. State Fair Council**

**i. Financial Statement 1/1/2021-12/31/2021**

Chair Berger asked if there were any questions regarding the financial statements.

Council Member Smith moved to accept the financial reports as presented, the motion was seconded by Vice Chair Burns. The motion carried unanimously.

**b. Committee Reports and Action Thereon**

- i. **Executive Committee:** None
- ii. **Governmental Affairs Committee:** Council Member Roblan shared that he has not done much because of the elections and waiting to see who is elected.
- iii. **Nominating Committee:** CEO, Kim Grewe-Powell stated we are still waiting for approval from the Governor of the applications of candidate Schultz to go through.

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

**X. Council Members' Comments:** None

**XI. Adjourn:** There being no further business, the meeting adjourned at 2:43 PM.

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**Meeting Materials:**

Agenda

Council Meeting Minutes October 20, 2022

Financial Statements 1/1/2022- 10/30/2022

Balance sheet, profit and loss- total

Profit and loss by class -Exclude non- cash

Proposed budget – 2023 and 2024



**Oregon State Fair Council Meeting – December 8, 2022**

Agenda Item: VIII.a.i. [For Action]  
Financial Statements 1/1/2022 - 10/30/2022



**Oregon State Fair Council**  
**Balance Sheet**  
As of October 31, 2022

	Oct 31, 22
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
10000 · Maps Checking Account	4,586.21
10100 · Maps Savings Account	5,026.14
10120 · USB - Operating Acct - 5013	2,469,653.94
10121 · USB - Payroll Acct - 3265	12,151.73
10122 · USB - Premium Acct - 5021	6,170.00
10125 · USB - Mrchnt Pre-Sales - 2438	1,500.00
10127 · USB - Fair Admission -5088	791,000.72
10128 · USB - Office Expo - 5104	90,402.57
10129 · USB - Show Works - 5120	29,343.57
10130 · USB - Camp Ground - 5138	49,795.51
10131 · USB - Office FAIR - 5112	416,770.67
10150 · Petty Cash Box - Fair	500.00
10156 · Petty Cash - Presales Fair	2,750.00
10200 · State Treasury Fund Account	3,281,547.62
10300 · Cash Fund - Money Room	9,919.00
<b>Total Checking/Savings</b>	7,171,117.68
<b>Accounts Receivable</b>	
11000 · Accounts Receivable	241,233.40
<b>Total Accounts Receivable</b>	241,233.40
<b>Other Current Assets</b>	
2120 · Payroll Asset	-1,357.92
12001 · *Undeposited Funds	26,091.50
12004 · Prepaid Rent	500.00
12005 · Prepaid FCC 10 Yr License	1,225.00
12030 · Prepaid FSA Funding	526.00
13000 · Prepaid Contracts	2,117.71
<b>Total Other Current Assets</b>	29,102.29
<b>Total Current Assets</b>	7,441,453.37
<b>Other Assets</b>	
19000 · Capital Investments- SF Council	1,703,685.64
<b>Total Other Assets</b>	1,703,685.64
<b>TOTAL ASSETS</b>	9,145,139.01
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20000 · Accounts Payable	151,472.59
<b>Total Accounts Payable</b>	151,472.59
<b>Credit Cards</b>	
20040 · US Bank - Mike	-1,118.39
20020 · US Bank - Kim	-2,342.08
20025 · US Bank - Wayne	833.47
<b>Total Credit Cards</b>	-2,627.00

**Oregon State Fair Council**  
**Balance Sheet**  
As of October 31, 2022

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	<u>Oct 31, 22</u>
<b>Other Current Liabilities</b>	
20100 · Deferred Rent Income - MCFair	255,500.00
20200 · Deferred Income - Fair	12,037.71
20515 · Deferred Income - Expo	103,419.50
20530 · Direct Deposit Liabilities	-1,357.92
24000 · Payroll Liabilities	20,324.91
<b>Total Other Current Liabilities</b>	<u>389,924.20</u>
<b>Total Current Liabilities</b>	<u>538,769.79</u>
<b>Total Liabilities</b>	538,769.79
<b>Equity</b>	
25000 · State Parks Opening Bal	3,014,804.40
25020 · State Biennium Fund 2015-2017	1,015,299.00
32000 · Retained Earnings	2,660,686.13
32001 · Ret Earn - Facility Assess Cost	-254,738.00
32050 · Restricted Net Posititon	7,929.02
Net Income	2,162,388.67
<b>Total Equity</b>	<u>8,606,369.22</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>9,145,139.01</u></u>

**Oregon State Fair Council**  
**Profit & Loss - Total**  
 January through October 2022

	Jan - Oct 22
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Administration Revenue	31,619.90
Operations Revenue	45,453.00
Expo Center Revenue	1,023,597.85
State Fair Revenue	7,377,172.29
<b>Total Income</b>	8,477,843.04
<b>Gross Profit</b>	8,477,843.04
<b>Expense</b>	
80810 - Bank Service Charges	0.00
Salaries & Wages - Permanent	574,738.47
Contracted Labor - PT/Snl/Temp	72,507.54
Employee Benefits - ER Exp	76,437.19
Payroll Tax - Employer's Share	58,594.25
Professional Services Exp.	231,379.29
Council Expense	370.19
Travel/Training/Relocation - EE	21,481.43
Supplies & Expenses	39,090.71
Dues and Subscriptions	6,450.00
Insurance	257,697.00
Utilities-Elec,Gas,Water, Trash	560,934.83
Maint. and Repairs of Equipment	12,171.62
Maint. of Buildings and Grounds	381,882.35
Special Repairs & Maint.	17,569.88
Marketing Expenses	8,260.82
Vehicle Expenses	12,242.13
Bank Fees	49,464.72
Doubtful Debt Expense	-5.00
Equipment Purchase <\$5k	7,508.10
Permits, Licenses	1,033.61
State Fair Administrative Exp.	32,732.16
State Fair Marketing Expenses	652,719.27
State Fair Operations Expenses	1,466,165.63
State Fair Attractions Expenses	1,625,308.82
State Fair Exhibits Expenses	608,913.68
<b>Total Expense</b>	6,775,648.69

12/02/22  
Accrual Basis

**Oregon State Fair Council**  
**Profit & Loss - Total**  
January through October 2022

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	<u>Jan - Oct 22</u>
Net Ordinary Income	1,702,194.35
Other Income/Expense	
Other Income	
Other Income	<u>493,145.00</u>
Total Other Income	493,145.00
Other Expense	
Special Projects Expense	27,529.91
90700 - Bond Project Exp	<u>5,420.77</u>
Total Other Expense	<u>32,950.68</u>
Net Other Income	<u>460,194.32</u>
Net Income	<u><u>2,162,388.67</u></u>

12/02/22  
Accrual Basis

**Oregon State Fair Council**  
**Profit & Loss by Class - Exclude NonCash**  
January through October 2022

	Admin	Operations	Expo	Fair	TOTAL
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Administration Revenue	31,619.90	0.00	0.00	0.00	31,619.90
Expo Center Revenue	5,392.88	627.53	1,017,262.57	314.87	1,023,597.85
State Fair Revenue	0.00	0.00	0.00	7,377,172.29	7,377,172.29
<b>Total Income</b>	<b>37,012.78</b>	<b>627.53</b>	<b>1,017,262.57</b>	<b>7,377,487.16</b>	<b>8,432,390.04</b>
<b>Gross Profit</b>	<b>37,012.78</b>	<b>627.53</b>	<b>1,017,262.57</b>	<b>7,377,487.16</b>	<b>8,432,390.04</b>
<b>Expense</b>					
80810 - Bank Service Charges	0.00	0.00	0.00	0.00	0.00
Salaries & Wages - Permanent	120,190.61	100,367.19	192,834.74	161,345.93	574,738.47
Contracted Labor - PT/Snl/Te...	0.00	12,727.78	58,501.35	1,278.41	72,507.54
Employee Benefits - ER Exp	36,773.13	34,463.40	2,600.33	2,600.33	76,437.19
Payroll Tax - Employer's Share	8,144.72	10,671.94	15,957.37	23,820.22	58,594.25
Professional Services Exp.	47,537.84	86,254.81	92,549.75	5,036.89	231,379.29
Council Expense	232.73	0.00	0.00	137.46	370.19
Travel/Training/Relocation - ...	21,131.43	350.00	0.00	0.00	21,481.43
Supplies & Expenses	9,943.74	13,477.70	8,267.19	7,402.08	39,090.71
Dues and Subscriptions	3,950.00	0.00	0.00	2,500.00	6,450.00
Insurance	44,672.00	42,605.00	85,210.00	85,210.00	257,697.00
Utilities-Elec,Gas,Water, Trash	2,594.54	541,151.44	2,290.63	14,898.22	560,934.83
Maint. and Repairs of Equip...	0.00	11,577.64	0.00	593.98	12,171.62
Maint. of Buildings and Grou...	0.00	299,811.55	9,816.21	26,801.59	336,429.35
Special Repairs & Maint.	0.00	16,557.38	1,012.50	0.00	17,569.88
Marketing Expenses	1,064.50	0.00	6,347.50	848.82	8,260.82
Vehicle Expenses	0.00	12,242.13	0.00	0.00	12,242.13
Bank Fees	14,082.79	0.00	5,645.86	29,736.07	49,464.72
Doubtful Debt Expense	0.00	0.00	-25.00	20.00	-5.00
Equipment Purchase <\$5k	1,569.00	5,840.44	0.00	98.66	7,508.10
Permits, Licenses	0.00	788.61	0.00	245.00	1,033.61
State Fair Administrative Exp.	0.00	0.00	0.00	32,732.16	32,732.16
State Fair Marketing Expenses	0.00	0.00	0.00	652,719.27	652,719.27
State Fair Operations Expen...	0.00	1,306.42	1,372.92	1,463,486.29	1,466,165.63
State Fair Attractions Expen...	0.00	0.00	210.60	1,625,098.22	1,625,308.82
State Fair Exhibits Expenses	0.00	0.00	4,436.00	604,477.68	608,913.68
<b>Total Expense</b>	<b>311,887.03</b>	<b>1,190,193.43</b>	<b>487,027.95</b>	<b>4,741,087.28</b>	<b>6,730,195.69</b>
<b>Net Ordinary Income</b>	<b>-274,874.25</b>	<b>-1,189,565.90</b>	<b>530,234.62</b>	<b>2,636,399.88</b>	<b>1,702,194.35</b>

12/02/22  
Accrual Basis

**Oregon State Fair Council**  
**Profit & Loss by Class - Exclude NonCash**  
January through October 2022

	Admin	Operations	Expo	Fair	TOTAL
<b>Other Income/Expense</b>					
<b>Other Income</b>					
Other Income	369,859.00	0.00	123,286.00	0.00	493,145.00
<b>Total Other Income</b>	369,859.00	0.00	123,286.00	0.00	493,145.00
<b>Other Expense</b>					
Special Projects Expense	0.00	26,990.65	539.26	0.00	27,529.91
90700 - Bond Project Exp	-1,920.00	4,975.28	2,365.49	0.00	5,420.77
<b>Total Other Expense</b>	-1,920.00	31,965.93	2,904.75	0.00	32,950.68
<b>Net Other Income</b>	371,779.00	-31,965.93	120,381.25	0.00	460,194.32
<b>Net Income</b>	<u>96,904.75</u>	<u>-1,221,531.83</u>	<u>650,615.87</u>	<u>2,636,399.88</u>	<u>2,162,388.67</u>



**Oregon State Fair Council Meeting – December 8, 2022**

Agenda Item: VIII.a.ii. [For Action]  
Preliminary Financial Statements 1/1/2022 - 12/02/2022

# Oregon State Fair Council

## Balance Sheet

As of December 2, 2022

	<u>Dec 2, 22</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
10000 · Maps Checking Account	4,586.21
10100 · Maps Savings Account	5,026.14
10120 · USB - Operating Acct - 5013	1,807,955.67
10121 · USB - Payroll Acct - 3265	14,251.10
10122 · USB - Premium Acct - 5021	6,170.00
10125 · USB - Mrchnt Pre-Sales - 2438	1,500.00
10127 · USB - Fair Admission -5088	791,000.72
10128 · USB - Office Expo - 5104	114,170.57
10129 · USB - Show Works - 5120	29,343.57
10130 · USB - Camp Ground - 5138	49,795.51
10131 · USB - Office FAIR - 5112	432,620.67
10150 · Petty Cash Box - Fair	500.00
10156 · Petty Cash - Presales Fair	2,750.00
10200 · State Treasury Fund Account	3,981,547.62
10300 · Cash Fund - Money Room	9,919.00
<b>Total Checking/Savings</b>	<b>7,251,136.78</b>
Accounts Receivable	
11000 · Accounts Receivable	80,587.40
<b>Total Accounts Receivable</b>	<b>80,587.40</b>
Other Current Assets	
2120 · Payroll Asset	-1,357.92
12001 · *Undeposited Funds	26,091.50
12004 · Prepaid Rent	500.00
12005 · Prepaid FCC 10 Yr License	1,225.00
12030 · Prepaid FSA Funding	526.00
12051 · Insurance Claim Receivable	-2,627.73
13000 · Prepaid Contracts	1,106.63
<b>Total Other Current Assets</b>	<b>25,463.48</b>
<b>Total Current Assets</b>	<b>7,357,187.66</b>
Other Assets	
19000 · Capital Investments- SF Council	1,703,685.64
<b>Total Other Assets</b>	<b>1,703,685.64</b>
<b>TOTAL ASSETS</b>	<b>9,060,873.30</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	6,094.15
<b>Total Accounts Payable</b>	<b>6,094.15</b>
Credit Cards	
20040 · US Bank - Mike	-1,118.39
20020 · US Bank - Kim	-2,342.08
20025 · US Bank - Wayne	833.47
<b>Total Credit Cards</b>	<b>-2,627.00</b>



# Oregon State Fair Council

## Balance Sheet

As of December 2, 2022

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	<u>Dec 2, 22</u>
<b>Other Current Liabilities</b>	
20100 · Deferred Rent Income - MCFair	255,500.00
20200 · Deferred Income - Fair	19,032.50
20515 · Deferred Income - Expo	118,119.50
20530 · Direct Deposit Liabilities	-1,357.92
24000 · Payroll Liabilities	17,623.75
	<hr/>
<b>Total Other Current Liabilities</b>	<b>408,917.83</b>
	<hr/>
<b>Total Current Liabilities</b>	<b>412,384.98</b>
	<hr/>
<b>Total Liabilities</b>	<b>412,384.98</b>
	<hr/>
<b>Equity</b>	
25000 · State Parks Opening Bal	3,014,804.40
25020 · State Biennium Fund 2015-2017	1,015,299.00
32000 · Retained Earnings	2,660,686.13
32001 · Ret Earn - Facility Assess Cost	-254,738.00
32050 · Restricted Net Posititon	7,929.02
Net Income	2,204,507.77
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<b>Total Equity</b>	<b>8,648,488.32</b>
	<hr/>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>9,060,873.30</b>
	<hr/> <hr/>

**Oregon State Fair Council**  
**Profit & Loss - Total**  
 January 1 through December 2, 2022

	Jan 1 - Dec 2, 22
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Administration Revenue	31,619.90
Operations Revenue	45,453.00
Expo Center Revenue	1,052,956.69
State Fair Revenue	7,550,398.84
<b>Total Income</b>	8,680,428.43
<b>Gross Profit</b>	8,680,428.43
<b>Expense</b>	
80810 - Bank Service Charges	0.00
Salaries & Wages - Permanent	620,925.28
Contracted Labor - PT/Snl/Temp	79,360.25
Employee Benefits - ER Exp	81,134.60
Payroll Tax - Employer's Share	62,448.14
Professional Services Exp.	238,067.17
Council Expense	370.19
Travel/Training/Relocation - EE	21,481.43
Supplies & Expenses	40,054.64
Dues and Subscriptions	6,450.00
Insurance	257,697.00
Utilities-Elec,Gas,Water, Trash	559,764.44
Maint. and Repairs of Equipment	12,171.62
Maint. of Buildings and Grounds	382,739.57
Special Repairs & Maint.	17,569.88
Marketing Expenses	8,339.82
Vehicle Expenses	16,093.98
Bank Fees	49,464.72
Doubtful Debt Expense	-5.00
Equipment Purchase <\$5k	7,508.10
Permits, Licenses	1,033.61
State Fair Administrative Exp.	32,732.16
State Fair Marketing Expenses	674,218.93
State Fair Operations Expenses	1,466,621.94
State Fair Attractions Expenses	1,679,219.83
State Fair Exhibits Expenses	618,187.68
<b>Total Expense</b>	6,933,649.98

12/02/22  
Accrual Basis

**Oregon State Fair Council**  
**Profit & Loss - Total**  
January 1 through December 2, 2022

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	Jan 1 - Dec 2, 22
Net Ordinary Income	1,746,778.45
Other Income/Expense	
Other Income	
Other Income	493,145.00
Total Other Income	493,145.00
Other Expense	
Special Projects Expense	29,994.91
90700 · Bond Project Exp	5,420.77
Total Other Expense	35,415.68
Net Other Income	457,729.32
Net Income	<u>2,204,507.77</u>

12/02/22  
Accrual Basis

**Oregon State Fair Council**  
**Profit & Loss by Class - Exclude NonCash**  
January 1 through December 2, 2022

	Admin	Operations	Expo	Fair	TOTAL
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Administration Revenue	31,619.90	0.00	0.00	0.00	31,619.90
Expo Center Revenue	5,392.88	627.53	1,046,621.41	314.87	1,052,956.69
State Fair Revenue	0.00	0.00	0.00	7,550,398.84	7,550,398.84
<b>Total Income</b>	<b>37,012.78</b>	<b>627.53</b>	<b>1,046,621.41</b>	<b>7,550,713.71</b>	<b>8,634,975.43</b>
<b>Gross Profit</b>	<b>37,012.78</b>	<b>627.53</b>	<b>1,046,621.41</b>	<b>7,550,713.71</b>	<b>8,634,975.43</b>
<b>Expense</b>					
80810 - Bank Service Charges	0.00	0.00	0.00	0.00	0.00
Salaries & Wages - Permanent	150,045.75	114,348.86	192,834.74	163,695.93	620,925.28
Contracted Labor - PT/Snl/Te...	0.00	12,727.78	65,354.06	1,278.41	79,360.25
Employee Benefits - ER Exp	38,210.13	37,723.81	2,600.33	2,600.33	81,134.60
Payroll Tax - Employer's Share	10,413.63	12,050.39	15,957.37	24,026.75	62,448.14
Professional Services Exp.	49,214.64	89,765.89	94,049.75	5,036.89	238,067.17
Council Expense	232.73	0.00	0.00	137.46	370.19
Travel/Training/Relocation - ...	21,131.43	350.00	0.00	0.00	21,481.43
Supplies & Expenses	10,352.76	13,647.13	8,541.90	7,512.85	40,054.64
Dues and Subscriptions	3,950.00	0.00	0.00	2,500.00	6,450.00
Insurance	44,672.00	42,605.00	85,210.00	85,210.00	257,697.00
Utilities-Elec,Gas,Water, Trash	2,594.54	541,637.36	2,290.63	13,241.91	559,764.44
Maint. and Repairs of Equip...	0.00	11,577.64	0.00	593.98	12,171.62
Maint. of Buildings and Grou...	0.00	300,668.77	9,816.21	26,801.59	337,286.57
Special Repairs & Maint.	0.00	16,557.38	1,012.50	0.00	17,569.88
Marketing Expenses	1,064.50	0.00	6,426.50	848.82	8,339.82
Vehicle Expenses	0.00	15,782.84	311.14	0.00	16,093.98
Bank Fees	14,082.79	0.00	5,645.86	29,736.07	49,464.72
Doubtful Debt Expense	0.00	0.00	-25.00	20.00	-5.00
Equipment Purchase <\$5k	1,569.00	5,840.44	0.00	98.66	7,508.10
Permits, Licenses	0.00	788.61	0.00	245.00	1,033.61
State Fair Administrative Exp.	0.00	0.00	0.00	32,732.16	32,732.16
State Fair Marketing Expenses	0.00	0.00	0.00	674,218.93	674,218.93
State Fair Operations Expen...	0.00	1,306.42	1,372.92	1,463,942.60	1,466,621.94
State Fair Attractions Expen...	0.00	0.00	210.60	1,679,009.23	1,679,219.83
State Fair Exhibits Expenses	0.00	0.00	4,436.00	613,751.68	618,187.68
<b>Total Expense</b>	<b>347,533.90</b>	<b>1,217,378.32</b>	<b>496,045.51</b>	<b>4,827,239.25</b>	<b>6,888,196.98</b>
<b>Net Ordinary Income</b>	<b>-310,521.12</b>	<b>-1,216,750.79</b>	<b>550,575.90</b>	<b>2,723,474.46</b>	<b>1,746,778.45</b>

12/02/22  
Accrual Basis

**Oregon State Fair Council**  
**Profit & Loss by Class - Exclude NonCash**  
January 1 through December 2, 2022

	Admin	Operations	Expo	Fair	TOTAL
Other Income/Expense					
Other Income					
Other Income	369,859.00	0.00	123,286.00	0.00	493,145.00
Total Other Income	369,859.00	0.00	123,286.00	0.00	493,145.00
Other Expense					
Special Projects Expense	0.00	29,455.65	539.26	0.00	29,994.91
90700 - Bond Project Exp	-1,920.00	4,975.28	2,365.49	0.00	5,420.77
Total Other Expense	-1,920.00	34,430.93	2,904.75	0.00	35,415.68
Net Other Income	371,779.00	-34,430.93	120,381.25	0.00	457,729.32
Net Income	<u>61,257.88</u>	<u>-1,251,181.72</u>	<u>670,957.15</u>	<u>2,723,474.46</u>	<u>2,204,507.77</u>



**Oregon State Fair Council Meeting – December 8, 2022**

Agenda Item: VIII.a.iii. [For Action]  
Budget Proposal for 2023 and 2024



**OREGON STATE FAIR AND EXPOSITION CENTER  
PROPOSED BUDGET FOR 2023 AND 2024**

**Ordinary Income/Expense**

	<i>For Reference</i>	2022	2023	2024
	<i>2019 Actual</i>	Actual as of 11-30-2022	PROPOSED	PROPOSED
<b>Revenue</b>				
<b>Administration Revenue</b>				
40010 · State Treasury Income	102,033.45	\$31,619	\$40,000	\$40,000
40020 · Interest Income	1.03			
<b>Total Administration Revenue</b>	<u>102,034.48</u>	\$31,619	\$40,000	\$40,000
<b>Operations Revenue</b>				
41010 · Sponsorship - Operations	44,024.44	\$45,453	\$51,168	\$51,168
41060 · Coronavirus Relief Grant Funds	0.00			
<b>Total Operations Revenue</b>	<u>44,024.44</u>	\$45,453	\$51,168	\$51,168
<b>Expo Center Revenue</b>				
45010 · Camping Fees	20,110.00	\$12,128	\$15,000	\$15,000
45020 · Event Services	30,408.76	\$19,287	\$32,000	\$35,000
45030 · Concessions Contracts	298,129.22	\$291,470	\$400,000	\$490,000
45050 · Equipment Rental - Event	72,042.50	\$51,157	\$60,000	\$65,000
45060 · ATM Revenue	3,373.50	\$4,952	\$5,000	\$5,000
45070 · Facility Rent - Event	712,099.08	\$532,302	\$750,000	\$865,000
45090 · Parking Fees	114,574.20	\$48,430	\$90,000	\$110,000
45100 · Fclty User Fees - \$1. Parking	31,251.00	\$25,793	\$30,000	\$30,000
45110 · Utility Fees	69,927.34	\$43,755	\$50,000	\$60,000
45115 · Sponsorship - Expo Revenue	4,198.84	\$20,000	\$20,000	\$40,000
45120 · Miscellaneous Revenue	50.00	\$3,683	\$1,000	\$1,000
<b>Total Expo Center Revenue</b>	<u>1,356,164.44</u>	\$1,052,957	\$1,453,000	\$1,716,000
<b>State Fair Revenue</b>				
47010 · Admissions Revenue	1,243,146.54	\$2,280,775	\$2,200,000	\$2,300,000
47020 · Commercial Exhibits Revenue	695,317.92	\$604,447	\$600,000	\$600,000
47030 · Food & Beverage Revenue	1,138,697.14	\$1,649,984	\$1,400,000	\$1,500,000
47039 · Pavilion Revenue	3,011.00	\$30,605	\$30,000	\$30,000
47040 · Carnival Revenue	1,146,932.25	\$1,507,439	\$1,400,000	\$1,400,000
47041 · Fairlift Revenue	73,151.25	\$26,566	\$45,000	\$45,000
47043 · Special Attractions Revenue	12,157.00	\$9,735	\$8,500	\$8,500
47045 · Horse Show	35,936.50	\$21,410	\$25,000	\$25,000
47050 · Entry Fees	43,671.50	\$33,766	\$30,000	\$30,000
47060 · Amphitheatre Revenue	971,677.25	\$633,369	\$650	\$700
47062 · Amphitheatre Ticketing Fees	30,014.00	\$47,362	\$50,000	\$50,000
47070 · Parking Revenue	423,416.34	\$249,246	\$250,000	\$250,000
47080 · Camping/RV Revenue	55,780.00	\$51,011	\$50,000	\$50,000
47090 · Sponsorship - Fair Revenue	193,801.61	\$387,000	\$400,000	\$450,000
47095 · In-Kind Revenue (Non-Cash)	209,904.02	\$225,000	\$200,000	\$200,000
47100 · ATM Revenue	9,973.50	\$5,187	\$5,000	\$5,000
47110 · Picnic Revenue	6,650.00	\$6,000	\$5,000	\$5,000
47120 · Ticket Fees	38,245.11	\$10,000	\$90,000	\$90,000
47140 · Carnival Expense Reimbursement	130,025.83	\$120,000	\$155,000	\$155,000
<b>Total State Fair Revenue</b>	<u>6,485,931.71</u>	\$7,905,902	\$6,944,150	\$7,194,200
<b>Total Revenue</b>	<u>7,988,155.07</u>	\$9,035,931	\$8,488,318	\$9,001,368
<b>Gross Profit</b>	7,988,155.07	\$9,035,931	\$8,488,318	\$9,001,368
<b>Expense</b>				
**Suspense**	0.00			
<b>Salaries &amp; Wages - Permanent</b>				
60010 · Regular Employees	594,304.50	\$620,925	\$719,000	\$733,000
60013 · Reg Emp Time to Fire Evac	0.00	\$0	\$0	\$0
60015 · Regular EE FSA Paid Out	0.00	\$0	\$0	\$0
<b>Total Salaries &amp; Wages - Permanent</b>	<u>594,304.50</u>	\$620,925	\$719,000	\$733,000
<b>Contracted Labor - PT/Snl/Temp</b>				
60030 · Temporary Labor	157,685.51	\$79,360	\$95,000	\$120,000
60035 · Temporary Labor for Projs. <\$5K	33,413.57	\$10,000	\$10,000	\$10,000
<b>Total Contracted Labor - PT/Snl/Temp</b>	<u>191,099.08</u>	\$89,360	\$105,000	\$130,000
<b>Employee Benefits - ER Exp</b>				



**OREGON STATE FAIR AND EXPOSITION CENTER  
PROPOSED BUDGET FOR 2023 AND 2024**

	<i>For Reference</i>	<b>2022</b>	<b>2023</b>	<b>2024</b>
	<i>2019 Actual</i>	<b>Actual as of 11-30-2022</b>	<b>PROPOSED</b>	<b>PROPOSED</b>
60110 · Med/Dent/Life Ins.	30,633.80	\$56,544	\$96,000	\$96,000
60120 · Retirement Exp	24,622.76	\$15,307	\$21,570	\$21,570
60130 · Worker's Comp. Insurance	5,090.50	\$7,801	\$15,500	\$15,700
60140 · Co Pd Flexible Spending Fees	970.80	\$1,483	\$2,500	\$2,500
<b>Total Employee Benefits - ER Exp</b>	<b>61,317.86</b>	<b>\$81,135</b>	<b>\$135,570</b>	<b>\$135,770</b>
<b>Payroll Tax - Employer's Share</b>				
60210 · Employer Taxes, Assessments	56,620.99	\$62,182	\$79,900	\$79,900
60211 · Employer Taxes Fire Evacuations	0.00	\$0	\$0	\$0
60215 · Direct Deposit Fee	182.00	\$266	\$300	\$300
<b>Total Payroll Tax - Employer's Share</b>	<b>56,802.99</b>	<b>\$62,448</b>	<b>\$80,200</b>	<b>\$80,200</b>
<b>Professional Services Exp.</b>				
60305 · Legal Fees	5,657.00	\$563	\$1,500	\$1,500
60310 · Human Resources Fees	1,668.00	\$2,827	\$3,000	\$3,000
60320 · Janitorial Services	34,154.70	\$59,587	\$72,000	\$94,000
60325 · Office Admin. Services	65,703.15	\$33,970	\$40,000	\$40,000
60330 · Printing - Admin	271.09	\$519	\$600	\$600
60345 · Other Services	0.00	\$72,752	\$475	\$950
60350 · Security & Protection Services	27,629.90	\$9,764	\$24,500	\$45,000
60360 · Prof & Personal Serv Contracts	115,255.97	\$57,580	\$100,000	\$120,000
60370 · Rental - Fair Ground Property	475.00	\$0	\$0	\$0
<b>Total Professional Services Exp.</b>	<b>250,814.81</b>	<b>\$237,562</b>	<b>\$242,075</b>	<b>\$305,050</b>
<b>Council Expense</b>				
61010 · Council Expense	735.58	\$370	\$500	\$500
<b>Total Council Expense</b>	<b>735.58</b>	<b>\$370</b>	<b>\$500</b>	<b>\$500</b>
<b>Travel/Training/Relocation - EE</b>				
62010 · Ground Transportation	79.00	\$147	\$200	\$200
62015 · Mileage Reimbursement	341.62	\$39	\$200	\$200
62020 · Training	12,748.50	\$7,167	\$11,000	\$11,000
62025 · Meetings/Conferences - Services	17,562.90	\$14,129	\$18,000	\$18,000
<b>Total Travel/Training/Relocation - EE</b>	<b>30,732.02</b>	<b>\$21,482</b>	<b>\$29,400</b>	<b>\$29,400</b>
<b>Supplies &amp; Expenses</b>				
63005 · Janitorial Supplies	30,379.12	\$7,271	\$30,000	\$45,000
63010 · Kitchen Supplies	262.49	\$5,278	\$6,000	\$6,000
63015 · Office Administration Supplies	3,653.84	\$3,479	\$3,600	\$3,600
63017 · Office Admin Miscellaneous	2,647.90	\$626	\$1,500	\$1,500
63020 · Rent/Lease Other Equip/Uniforms	42,843.61	\$16,588	\$40,000	\$45,000
63030 · Safety Supplies	1,521.28	\$1,287	\$2,500	\$2,500
63040 · Shop & Field Supplies	4,353.54	\$5,524	\$6,500	\$6,500
<b>Total Supplies &amp; Expenses</b>	<b>85,661.78</b>	<b>\$40,053</b>	<b>\$90,100</b>	<b>\$110,100</b>
<b>Dues and Subscriptions</b>				
63505 · Dues/Memberships	4,104.95	\$6,450	\$5,000	\$5,000
<b>Total Dues and Subscriptions</b>	<b>4,104.95</b>	<b>\$6,450</b>	<b>\$5,000</b>	<b>\$5,000</b>
<b>Insurance</b>				
64005 · Insurance	72,227.00	\$257,697	\$350,000	\$350,000
<b>Total Insurance</b>	<b>72,227.00</b>	<b>\$257,697</b>	<b>\$350,000</b>	<b>\$350,000</b>
<b>Utilities-Elec,Gas,Water, Trash</b>				
64510 · Electrical KSH Svc - Usage	235,902.49	\$253,338	\$300,000	\$300,000
64525 · Natural Gas - Utilities	70,819.72	\$77,260	\$85,000	\$85,000
64535 · Propane Gas	1,394.65	\$1,839	\$2,000	\$2,000
64545 · Telecom/Network Services	8,967.13	\$19,231	\$30,000	\$30,000
64555 · Telecom/Voice Usage	11,007.00	\$11,132	\$13,000	\$13,000
64560 · Waste Disposal Services	34,274.45	\$14,146	\$25,000	\$25,000
64565 · Water Utilities	181,789.59	\$182,719	\$220,000	\$220,000
<b>Total Utilities-Elec,Gas,Water, Trash</b>	<b>544,155.03</b>	<b>\$559,665</b>	<b>\$675,000</b>	<b>\$675,000</b>
<b>Maint. and Repairs of Equipment</b>				
65005 · Maintenance of Equipment	20,133.91	\$7,418	\$20,000	\$25,000
65006 · Repairs of Equipment	8,096.68	\$4,754	\$6,000	\$6,000





**OREGON STATE FAIR AND EXPOSITION CENTER  
PROPOSED BUDGET FOR 2023 AND 2024**

	<i>For Reference</i>	2022	2023	2024
	<i>2019 Actual</i>	Actual as of 11-30-2022	PROPOSED	PROPOSED
<b>Total Maint. and Repairs of Equipment</b>	28,230.59	\$12,172	\$26,000	\$31,000
<b>Maint. of Buildings and Grounds</b>				
65505 · Building Maint. Supplies	2,943.63	\$26,577	\$25,000	\$25,000
65510 · Building Maint. Repairs & Serv.	265,571.79	\$159,707	\$250,000	\$250,000
65512 · Maint Bldgs & Grounds Proj <\$5K	320.80	\$572	\$3,500	\$3,500
65515 · Grounds & Landscape Supplies	1,604.13	\$2,640	\$3,300	\$3,300
65520 · Grounds & Landscape Services	150,794.27	\$149,115	\$175,000	\$175,000
65530 · Inspection & Test Services	0.00	\$29,296	\$30,000	\$30,000
65535 · Road /Trail/Parking Lot M&R	4,202.65	\$16,842	\$2,500	\$3,000
65540 · Miscellaneous Maint. - Supplies	1,813.10	\$3,991	\$1,500	\$1,500
65545 · Depreciation Expense	137,937.21	\$150,000	\$150,000	\$150,000
<b>Total Maint. of Buildings and Grounds</b>	565,187.58	\$538,740	\$640,800	\$641,300
<b>Special Repairs &amp; Maint.</b>				
66005 · System/Structures-Maint Service	7,777.10	\$0	\$15,000	\$15,000
66006 · Equipment and Facilities Damage	687.00	\$17,570	\$1,000	\$1,000
<b>Total Special Repairs &amp; Maint.</b>	8,464.10	\$17,570	\$16,000	\$16,000
<b>Marketing Expenses</b>				
67005 · Marketing Expense	11,878.24	\$6,427	\$50,000	\$60,000
67008 · Marketing Expense - Temp labor	20,305.53	\$0	\$0	\$0
67010 · Print - Reprod/Duplica Services	615.00	\$1,065	\$2,000	\$2,000
67016 · Horse & Poultry Restoration	5,366.41	\$849	\$1,500	\$2,000
<b>Total Marketing Expenses</b>	38,165.18	\$8,341	\$53,500	\$64,000
<b>Vehicle Expenses</b>				
67505 · Vehicle Expenses	14,683.37	\$16,094	\$16,000	\$16,000
<b>Total Vehicle Expenses</b>	14,683.37	\$16,094	\$16,000	\$16,000
<b>Bank Fees</b>				
69005 · Merchant Fees	84,379.09	\$39,558	\$55,000	\$55,000
69010 · State Treasury - Bank Services	0.35	\$0	\$0	\$0
69015 · Bank Service Fees	15,190.62	\$9,907	\$12,000	\$12,000
<b>Total Bank Fees</b>	99,570.06	\$49,465	\$67,000	\$67,000
Coronavirus Relief Fund Grant	0.00			
<b>Doubtful Debt Expense</b>				
69026 · Other Doubtful Debt	6,205.00	\$0	\$1,500	\$1,500
<b>Total Doubtful Debt Expense</b>	6,205.00	\$0	\$1,500	\$1,500
<b>Equipment Purchase &lt;\$5k</b>				
70005 · Sml Tools & Equip Non-IT <\$5k	3,164.24	\$4,370	\$2,500	\$2,500
70007 · IT Equipment Purchased <\$5k	100.00	\$3,138	\$2,500	\$2,500
<b>Total Equipment Purchase &lt;\$5k</b>	3,264.24	\$7,508	\$5,000	\$5,000
<b>Permits, Licenses</b>				
70505 · Permits, Licenses, Fees	2,574.75	\$1,034	\$2,000	\$2,000
<b>Total Permits, Licenses</b>	2,574.75	\$1,034	\$2,000	\$2,000
<b>State Fair Administrative Exp.</b>				
80005 · Management/Admin Contracts	26,353.76	\$0	\$0	\$0
80010 · Customer Services Expenses	541.08	\$204	\$250	\$250
80015 · Paper Room/Audits Expense	27,862.35	\$24,732	\$70,000	\$35,000
80016 · Paper Room/Audits Employee	8,000.00	\$8,000	\$9,500	\$9,500
<b>Total State Fair Administrative Exp.</b>	62,757.19	\$32,936	\$79,750	\$44,750
<b>State Fair Marketing Expenses</b>				
80105 · Advertising/Marketing Expenses	782,204.33	\$579,374	\$775,000	\$815,000
80107 · SF Mrkt Exp. - Temp Labor	10,273.78	\$0	\$0	\$0
80110 · Sponsorships Expenses	28,014.00	\$16,070	\$25,000	\$30,000
80115 · Sponsorships Coord(CaravelMktg)	89,000.00	\$78,775	\$85,000	\$85,000
<b>Total State Fair Marketing Expenses</b>	909,492.11	\$674,219	\$885,000	\$930,000
<b>State Fair Operations Expenses</b>				
<b>Administrative Overhead</b>				
80205 · SF- Customer Service - Other	607.22	\$150	\$1,500	\$1,500
80206 · SF Customer Service - Employee	4,700.00	\$10,717	\$8,000	\$8,000



**OREGON STATE FAIR AND EXPOSITION CENTER  
PROPOSED BUDGET FOR 2023 AND 2024**

	<i>For Reference</i>	2022	2023	2024
	<i>2019 Actual</i>	Actual as of 11-30-2022	PROPOSED	PROPOSED
80207 · SF Customer Service-Temp Labor	3,830.19	\$5,622	\$6,500	\$7,000
80208 · SF - Front Office - Temp Labor	22,608.56	\$13,094	\$20,000	\$20,000
80209 · SF - Admin. Overhead - Other	11,922.79	\$16,358	\$15,000	\$15,000
<b>Total Administrative Overhead</b>	<b>43,668.76</b>	<b>\$45,941</b>	<b>\$51,000</b>	<b>\$51,500</b>
<b>Admissions Expenses</b>				
80213 · SF - Box Office - Employee	4,500.00	\$4,200	\$5,000	\$5,500
80214 · SF - Box Office - Temp Labor	9,695.72	\$6,785	\$7,500	\$7,500
80215 · SF - Box Office - Other	146.26	\$11,101	\$15,000	\$15,000
80216 · SF - Admissions - Employee	11,250.00	\$11,300	\$11,500	\$11,500
80217 · SF - Admissions - Temp. Labor	118,770.16	\$169,111	\$135,000	\$135,000
80219 · SF - Admissions - Other	180,861.93	\$115,726	\$160,000	\$160,000
<b>Total Admissions Expenses</b>	<b>325,224.07</b>	<b>\$318,223</b>	<b>334,000.00</b>	<b>334,500.00</b>
<b>Public Safety Expenses</b>				
80221 · PS - Employees	7,305.41	\$6,600	\$10,000	\$12,000
80222 · PS - State Police	175,360.95	\$219,066	\$234,330	\$258,000
80223 · PS - Security	71,039.93	\$156,031	\$175,000	\$200,000
80224 · PS - EMT	39,148.55	\$57,270	\$72,355	\$80,000
80229 · PS - Other	35,825.32	\$19,201	\$68,000	\$128,000
<b>Total Public Safety Expenses</b>	<b>328,680.16</b>	<b>\$458,168</b>	<b>\$559,685</b>	<b>\$678,000</b>
<b>Fair Cleanup / Janitorial</b>				
80225 · SF - Grounds Clean Up Expenses	188,602.83	\$189,473	\$200,000	\$214,000
80227 · SF - Janitorial - Temp Labor	0.00	\$0	\$0	\$0
80230 · SF - Restroom Cleanup Supplies	17,678.00	\$38,427	\$40,000	\$40,000
<b>Total Fair Cleanup / Janitorial</b>	<b>206,280.83</b>	<b>\$227,900</b>	<b>\$240,000</b>	<b>\$254,000</b>
<b>Parking Expenses</b>				
80235 · Camping Expense	11,836.41	\$15,263	\$17,398	\$17,398
80236 · PKG - Employee	31,000.00	\$31,997	\$42,171	\$42,171
80237 · PKG - Temp Labor	173,202.33	\$173,620	\$197,382	\$211,200
80239 · PKG - Other	58,198.85	\$26,362	\$30,049	\$32,200
<b>Total Parking Expenses</b>	<b>274,237.59</b>	<b>\$247,242</b>	<b>\$287,000</b>	<b>\$302,969</b>
80245 · Utilities (SF)	51,599.48	\$47,770	\$55,000	\$55,000
<b>Fair Operations General</b>				
80252 · SFO - Temp Labor	3,498.55	\$19,276	\$25,000	\$25,000
80253 · SFO - Other	121,764.31	\$52,178	\$60,000	\$70,000
<b>Total Fair Operations General</b>	<b>125,262.86</b>	<b>\$71,454</b>	<b>\$85,000</b>	<b>\$95,000</b>
<b>Fair Setup</b>				
80257 · SF Set up - Temp Labor	26,256.16	\$26,646	\$30,000	\$30,000
80258 · SF Set up - Other	20,824.55	\$17,502	\$20,000	\$20,000
<b>Total Fair Setup</b>	<b>47,080.71</b>	<b>\$44,148</b>	<b>\$50,000</b>	<b>\$50,000</b>
80299 · Other - State Fair Operations	0.00	\$5,776	\$10,000	\$10,000
<b>Total State Fair Operations Expenses</b>	<b>1,402,034.46</b>	<b>\$1,466,622</b>	<b>\$1,671,685</b>	<b>\$1,830,969</b>
<b>State Fair Attractions Expenses</b>				
80305 · LB Day Amphitheatre Expenses	1,088,944.23	\$909,333	\$1,056,645	\$1,105,604
80310 · Stage Ent. (Garden/Spirit)	0.00	\$112,266	\$0	\$0
80311 · Grounds Entertainment	464,103.85	\$46,888	\$516,002	\$536,106
80315 · Specialty/Grounds Acts	0.00	\$53,441	\$0	\$0
80320 · Familyville	0.00	\$166,150	\$0	\$0
80325 · Hispanic Culture Day	69,927.84	\$61,807	\$65,000	\$70,000
80330 · Carnival Expense	41,269.94	\$33,172	\$46,707	\$48,527
80335 · Pairings	6,461.88	\$5,200	\$5,560	\$5,777
80337 · Picnic Expense	19,354.25	\$1,928	\$5,560	\$5,777
80350 · Pavilion Events	141,697.89	\$261,344	\$265,000	\$265,000
80399 · Other - State Fair Attractions	30,075.11	\$27,691	\$16,681	\$17,331
<b>Total State Fair Attractions Expenses</b>	<b>1,861,834.99</b>	<b>\$1,679,220</b>	<b>\$1,977,155</b>	<b>\$2,054,122</b>
<b>State Fair Exhibits Expenses</b>				
<b>Non-Competitive Fair Exhibits</b>				
80400 · Commercial Exhibits Expenses	37,041.49	\$47,764	\$50,000	\$50,000
80450 · Food Concessions Expenses	25,024.56	\$40,099	\$45,000	\$45,000



**OREGON STATE FAIR AND EXPOSITION CENTER  
PROPOSED BUDGET FOR 2023 AND 2024**

	<i>For Reference</i>	<b>2022</b>	<b>2023</b>	<b>2024</b>
	<i>2019 Actual</i>	<b>Actual as of 11-30-2022</b>	<b>PROPOSED</b>	<b>PROPOSED</b>
80470 · Artists Village Expenses	17,115.56	\$20,765	\$25,000	\$25,000
<b>Total Non-Competitive Fair Exhibits</b>	<b>79,181.61</b>	<b>\$108,628</b>	<b>\$120,000</b>	<b>\$120,000</b>
<b>Competitive Exhibits Expenses</b>				
<b>Creative Living</b>				
80525 · Creative Living Premiums	7,943.00	\$2,714	\$4,000	\$4,000
80547 · CL - Employee	21,401.25	\$37,106	\$35,000	\$40,000
80548 · CL - Temp Labor	5,361.03	\$7,195	\$7,000	\$7,500
80549 · CL - Other	126,875.13	\$44,099	\$50,000	\$55,000
80550 · STREAM	5,445.90	\$217	\$10,000	\$15,000
<b>Total Creative Living</b>	<b>167,026.31</b>	<b>\$91,331</b>	<b>106,000</b>	<b>121,500</b>
<b>Animal Exhibits, FFA, &amp; 4-H</b>				
80551 · Livestock	161,648.49	\$148,219	\$150,000	\$160,000
80552 · Small Animals	10,745.84	\$7,328	\$9,000	\$9,000
80553 · Horse Show	88,627.63	\$54,321	\$60,000	\$65,000
80554 · FFA	30,401.82	\$15,040	\$20,000	\$20,000
80555 · 4-H	55,091.56	\$24,141	\$30,000	\$30,000
80561 · Livestock Premiums	67,621.00	\$58,983	\$70,000	\$70,000
80562 · Small Animal Premiums	2,471.00	\$0	\$0	\$0
80563 · Horse Show Premiums	14,155.00	\$12,398	\$0	\$0
80587 · AE - Employee	54,900.67	\$38,950	\$50,000	\$50,000
80588 · AE - Temp Labor	57,689.58	\$53,808	\$55,000	\$55,000
80589 · AE - Other	10,122.94	\$4,925	\$10,000	\$10,000
<b>Total Animal Exhibits, FFA, &amp; 4-H</b>	<b>553,475.53</b>	<b>\$418,113</b>	<b>\$454,000</b>	<b>\$469,000</b>
80598 · Best of the Best	103.20	\$0	\$0	\$0
80599 · Other - Competitive Exhibits	164.40	\$0	\$0	\$0
<b>Total Competitive Exhibits Expenses</b>	<b>728,924.26</b>	<b>\$519,444</b>	<b>\$560,000</b>	<b>\$590,500</b>
<b>Total State Fair Exhibits Expenses</b>	<b>808,105.87</b>	<b>\$628,072</b>	<b>\$680,000</b>	<b>\$710,500</b>
<b>Total Expense</b>	<b>7,702,525.09</b>	<b>\$7,109,140</b>	<b>\$8,553,235</b>	<b>\$8,968,161</b>
<b>Profit/Loss From Operations</b>	<b>285,629.98</b>	<b>\$1,926,791</b>	<b>-\$64,917</b>	<b>\$33,207</b>
<b>Contingency</b>	<b>0.00</b>	<b>-\$400,000</b>	<b>-\$400,000</b>	<b>-\$400,000</b>
<b>Profit/Loss From Operations Including Contingency</b>	<b>285,629.98</b>	<b>\$1,526,791</b>	<b>-\$464,917</b>	<b>-\$366,793</b>
<b>Other Revenue</b>				
<b>Total Other Income</b>	<b>1,062,013.75</b>	<b>\$493,145</b>	<b>\$493,000</b>	<b>\$493,000</b>
<b>Total Special Projects Income</b>	<b>16,216.66</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Bond Project Revenue</b>	<b>22,690.19</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Other Revenue</b>	<b>1,100,920.60</b>	<b>\$493,145</b>	<b>\$493,000</b>	<b>\$493,000</b>
<b>Other Expense</b>				
<b>Total Other Expenses</b>	<b>1,017.50</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total Special Projects Expense</b>	<b>34,570.91</b>	<b>\$29,995</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Bond Project Expense</b>	<b>22,906.19</b>	<b>\$5,421</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Other Expense</b>	<b>58,494.60</b>	<b>\$35,416</b>	<b>\$0</b>	<b>\$0</b>
<b>Net Other Revenue/Expense</b>	<b>1,042,426.00</b>	<b>\$457,729</b>	<b>\$493,000</b>	<b>\$493,000</b>
<b>Total Profit/Loss</b>	<b>1,328,055.98</b>	<b>\$1,984,520</b>	<b>\$28,083</b>	<b>\$126,207</b>