



Oregon State Fair Council Meeting Notice & Agenda Thursday, July 20th 2023 at 1:30 PM

State Fair & Expo Center

2330 17th 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

Austin McGuigan

Arnie Roblan

Craig Smith

Joel Condor

Advisory Members

Representative Paul Evans

Senator Bill Hansell

Salem City Manager Keith Stahley

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 meetings and offer citizen comments and to ensure that the Council can conduct its business, the following guidelines apply to all public comments.

- 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 a 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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2330 17th Street NE Salem, OR 97301

In person Cascade Hall or Call in option

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 May 18, 2023
- V. **Council Chair's Report**
- VI. **CEO's Report**
 - a. 4th of July Spectacular Re-cap
 - b. Tom Wood Report - Bond Report
 - c. Bradley Bingenheimer, Partner, Assurance & Advisory – 2022 Audit Report
 - d. Debbie McCune – Fair Foundation Report
- VII. **Action Items**
 - a. **State Fair Council**
 - i. Financial Statements 1/1/2023-5/31/2023
 - b. **Committee Reports and Action Thereon**
 - i. Executive Committee
 - ii. Governmental Affairs Committee
 - iii. Nominating Committee
- VIII. **Council Members' Comments**
- IX. **Public Comments**
- X. **Adjourn**



Oregon State Fair Council Meeting- July 20, 2023

Agenda Item: IV.a. [For Action]
Council Meeting Minutes of May 18, 2023



Council Member **Minutes of the Oregon State Fair Council Regular Meeting**
May 18th, 2023
Cascade Hall- Oregon State Fair & Expo
Center Audio Recorded: Yes

- I. **Call to Order:** The meeting convened at 1:32 p.m. with Chair Berger presiding.
- II. **Roll Call:** The attendance, and by phone, was recorded as shown below:

Present:

Vicki Berger, Chair
Loyal Burns, Vice Chair
Jon Chandler, Council Member
George Jennings, Council Member
Austin McGuigan, Council Member
Arnie Roblan, Council Member
Craig Smith, Council Member
Leah Perkins-Hagele, Council Member
Joel Conder, Council Member
Keith Stahley, Salem City Manager
Kim Grewe-Powell, Director/CEO

Non-Present:

Kevin Cameron, Council Member
Rep. Paul Evans, Advisory Council Member
Sen. Bill Hansel, Advisory Council Member

- III. **Pledge of Allegiance:** The Pledge of Allegiance was made by all parties present.
- IV. **Approval of Minutes:**
 - a. **Council Meeting of May 18, 2023:** 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 Smith and seconded by Council Member Conder to approve the minutes as presented. The motion carried unanimously.
- V. **Council Chair's Report:** Chair Berger and Council Jennings's became aware that as a Council they need to get re-aligned with the statutory requirements of the council members and what their terms are. There is a whole other layer with the Workday system now. Council member George Jennings has taken it upon himself to make sure that the council will be in aligned with the statutory requirements. Chair Berger would like to see younger Council members that will be excited to serve on the Oregon State Fair Council.



Council Member Minutes of the Oregon State Fair Council Regular Meeting

May 18th, 2023

Cascade Hall- Oregon State Fair & Expo

Center Audio Recorded: Yes

VI. CEO's Report:

- a. **Fair:** CEO Kim Grewe-Powell stated that OSF is wrapping up planning and moving into implementation for the 2023 Fair. The concert line-up will be released next week and our pre-sale for our subscribers will start May 25th. General sales to the public will start May 26th. Kim will be sending out the line-up to the Council later today.
- b. **Expo Report:** CEO Kim Grewe-Powell Introduced Jean Wheat-Palm, the new Financial Manager for OSFEC. CEO Kim Grewe-Powell stated that OSFEC has been extremely busy with the Expo business. OSFEC is seeing a 35% increase over last year at this time. The sales and operations teams have been knocking it out of the park. CEO Kim Grewe-Powell stated that OSFEC announced that Alabama will be the headliner for the 4th of July Spectacular. Sales have been steady.
- c. **Tom Wood's Report:** Tom Wood's stated that the project permit has been received from the City of Sale; all appropriate subcontractors have either applied for or relieved their trades permits, allowing them to commence work. Dalke continues drafting and submitting requests for information and proposed product submittals for roofing materials, HVAC equipment, carpentry materials, and a host of other products. The Dalke team is awaiting one primary cost for Poultry and Stadium; they expect to have updated project cost estimates to us at the end of this week.

VII. **Fair Foundation Report:** At this time there is nothing to report.

VIII. Action Items:

- a. **State Fair Council:**
 - I. **Financial Statement 1/1/2023-3/31/2023**

Vice Chair Burns moved to accept the financial report. Council Burns moved to accept the financial reports as presented; the motion was seconded by Council Member Smith. The motion carried unanimously.
- b. **Committee Reports and Action Thereon:**
 - I. **Executive Committee:** Vice Chair Burns said that the Executive Committee had not meet, therefore there is nothing to report at this time.
 - II. **Governmental Affairs Committee:** Chair Berger and CEO Kim Grewe-Powell are keeping up with the Legislative Session, they are confident that OSFEC will get the monies that OSFEC has requested for improvements to the property and to ensure that OSFEC has updated equipment for an emergency evacuation facility



Council Member **Minutes of the Oregon State Fair Council Regular Meeting**

May 18th, 2023

Cascade Hall- Oregon State Fair & Expo

Center Audio Recorded: Yes

- III. **Nominating Committee:** Council Jennings is working on getting all of the term dates in order. Chair Berger would like to have OSFEC's books in order with the Governor's office by the end of the year. Chair Berger asked if any of the Council has any candidates to let Council Jennings or herself know.

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

- X. **Council Members' Comments:** Chair Berger asked the council if they have any candidate's in mind to please let her know.

- XI. **Adjourn:** There being no further business, the meeting adjourned at 2:05 P.M.

Meeting Materials:

Agenda

Council Meeting Minutes May 18, 2023

Financial Statements 1/1/2023-5/31/2023

Balance sheet, profit and loss- total

Profit and loss by class -Exclude non- cash



Individual Auditor's Report

OREGON STATE FAIR COUNCIL
OFFICERS AND MEMBERS OF THE GOVERNING BODY

COUNCIL OFFICERS AND MEMBERS

Vicki Berger, Chair

Loyal Burns, Vice Chair

Kevin Cameron

Jon Chandler

George Jennings

Dayna Jung

Austin McGuigan

Arnie Roblan

Leah Perkins-Hagele

Craig Smith

Joel Conder

ADVISORY COUNCIL MEMBERS

Rep. Paul Evans

Sen. Bill Hansell

Keith Stahley

REGISTERED AGENT

Kim Grewe-Powell

REGISTER ADDRESS

2330 17th Street NE
Salem, OR 97301

OREGON STATE FAIR COUNCIL
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Accountants & Consultants

INDEPENDENT AUDITOR'S REPORT

Officers and Council Members
Oregon State Fair Council
Salem, Oregon

Opinion

We have audited the financial statements of the Oregon State Fair Council (the Council), as of and for the year ended December 31, 2022, and the related notes to the financial statements, which collectively comprise the Council's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the financial position of the Council as of December 31, 2022, and the changes in financial position and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Council and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Council's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

Officers and Council Members
Oregon State Fair Council
Independent Auditor's Report

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Council's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis, as listed in the table of contents, be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Officers and Council Members
Oregon State Fair Council
Independent Auditor's Report

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Council's basic financial statements. The schedule of operating expenses is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the schedule of operating expenses is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Singer Lewak LLP

July 10, 2023

MANAGEMENT'S DISCUSSION AND ANALYSIS

OREGON STATE FAIR COUNCIL

MANAGEMENT'S DISCUSSION AND ANALYSIS

Our discussion and analysis of Oregon State Fair Council's (the Council) financial performance provides an overview of financial activities for the year ended December 31, 2022. This information is presented in conjunction with the financial statements that follow this section.

Financial Highlights

- The Council's total assets exceeded its liabilities by \$8,630,657, of which \$7,100,212 is unrestricted, \$1,522,516 is an investment in capital assets and \$7,929 is restricted for capital projects.
- Operating revenue generated by the Council was \$9,398,431.
- Non-operating revenue generated by the Council was \$47,336.

Overview of the Financial Statements

This annual financial report consists of three parts: Management's Discussion and Analysis, Basic Financial Statements and Supplementary Information. The basic financial statements include notes that provide further detail for certain information.

Required Financial Statements

The basic financial statements report information utilizing the full accrual basis of accounting. The basic financial statements conform to accounting principles that are generally accepted in the United States of America. The statement of net position includes information on the Council's assets and liabilities and provides information about the nature and amounts of investments in resources (assets) and the obligations to Council creditors (liabilities). The statement of revenues, expenses and changes in net position identifies the Council's revenues and expenses for the year ended December 31, 2022. This statement provides information on the Council's operations over the past year and can be used to determine whether or not the Council has recovered all of its costs through operating revenues. The third financial statement is the statement of cash flows. This statement provides information on the Council's cash receipts, cash payments and changes in cash resulting from operations, investments and financing activities. From the statement of cash flows, the reader can obtain information on the sources and uses of cash and the changes in the cash and cash equivalents.

Financial Analysis of the Council

The Council was established as a Public Corporation by law on June 26, 2013 and full transfer of care, custody and control from the Oregon Parks and Recreation Department occurred on January 1, 2015.

The statement of net position and the statement of revenues, expenses and changes in net position provide an indication of the Council's financial condition and also indicate that the financial condition of the Council improved during the year. The Council's net position reflects the difference between assets and liabilities. An increase in net position over time typically indicates an improvement in financial condition. A decrease in net position over time typically indicates a decline in financial condition.

OREGON STATE FAIR COUNCIL
MANAGEMENT'S DISCUSSION AND ANALYSIS

A summary of the Council's is presented below:

Statements of Net Position

	<u>2022</u>	<u>2021</u>
Assets		
Current assets	\$ 7,503,205	\$ 5,127,097
Capital assets, net	<u>1,522,516</u>	<u>1,648,042</u>
Total assets	<u>9,025,721</u>	<u>6,775,139</u>
Liabilities		
Current and other liabilities	<u>395,064</u>	<u>402,914</u>
Net Position		
Net investment in capital assets	1,522,516	1,648,042
Restricted	7,929	7,929
Unrestricted	<u>7,100,212</u>	<u>4,716,254</u>
	<u>\$ 8,630,657</u>	<u>\$ 6,372,225</u>

Statement of Revenues, Expenses and Changes in Net Position

	<u>2022</u>	<u>2021</u>
Revenues		
Operating	\$ 9,398,431	\$ 7,144,441
Nonoperating	<u>47,336</u>	<u>18,634</u>
Total revenues	<u>9,445,767</u>	<u>7,163,075</u>
Operating expenses	<u>7,680,480</u>	<u>6,447,944</u>
Income(loss) before capital contributions	1,765,287	715,131
Capital contributions	<u>493,145</u>	<u>285,582</u>
Change in net position	<u>\$ 2,258,432</u>	<u>\$ 1,000,713</u>

OREGON STATE FAIR COUNCIL
MANAGEMENT'S DISCUSSION AND ANALYSIS

Financial Analysis

Due to the industry within which it operates, the Council relies solely on consumers' discretionary funds. Companies hold events at the State Fair and Exposition Center when the public will support the events, and attendance is dependent upon an economy that provides for ample discretionary income. Starting in 2020 through 2022 the world economy was disrupted due to COVID-19. The effects of this pandemic still linger on into 2023.

That being said, 2022 began to see a return in the Exposition rental business. To date, Exposition business has seen a financial increase of 65% over 2021. Additional employees, to return to pre-COVID levels, were hired to aid in the growth of business and providing an increased level of customer service. The industry and other businesses continue to see a high employee turn-over rate. The Council has been no exception and experienced challenges in hiring and redemption of key staff members.

The 2022 Oregon State Fair proved to be a successful Fair. Attendance was up 90.70% over the 2021 Oregon State Fair and 97.84% over the 5-year average. Revenue was up 41.97% over the 2021 Oregon State Fair and 59.11% over the 5-year average. Spending was at an all-time high as patrons seemed to feel the need to celebrate post-COVID. The Council continues to focus on ways to increase visibility and grow financially. Cost-saving measures continue to be implemented to increase profitability.

Capital Asset Activity

For the year ended December 31, 2022, the Council had \$1,522,516 invested in capital assets as reflected in the table below. Additional information can be found in Note 4 of the basic financial statements.

	Years Ended December 31:	
	2022	2021
Artwork	\$ 59,380	\$ 39,780
Buildings and improvements	381,667	399,942
Furniture, fixtures and equipment	162,450	195,156
Leasehold improvements	919,019	1,013,164
Total capital assets, net	<u>\$ 1,522,516</u>	<u>\$ 1,648,042</u>

During the year ended December 31, 2022 additions to capital assets were \$46,615 and depreciation for the year was \$172,141.

OREGON STATE FAIR COUNCIL MANAGEMENT'S DISCUSSION AND ANALYSIS

An agreement between the Oregon Department of Administrative Services (DAS) and the Oregon State Fair Council titled, "Intergovernmental Agreement for Oregon State Fairgrounds Improvements (IGA)" was fully executed in August, 2021. This agreement is authorized by Oregon Revised Statute (ORS) 190.110 Per Oregon Laws, 2019 Chapter 661, Section 1(5)(a), (b), and (c), as amended by Oregon Laws 2020 Second Special Session Chapter 5, Section 1(5)(a), (b), and (c), DAS has the bonding authority, the budgeted spending authority, and the debt service obligation for the \$10,325,925 Article XI-Q 2021B (taxable) bond proceeds for the capital upgrades of the State Fairgrounds. DAS currently owns the property and fixed assets of the State Fairgrounds ("Premises"). These Capital Upgrades must be completed during the 2021-2023 and 2023-2025 biennia. The following bond fund expenditures cannot be reallocated between each Project listed.

- i. Multiple Facilities Capital Improvements to Jackman Long Building, Columbia Hall, and Cascade Hall - \$5,325,925 maximum
- ii. Horse Stadium Capital Improvements Renovations - \$3,000,000 maximum
- iii. Poultry Barn Capital Improvements Renovations - \$2,000,000 maximum

For the year ended 2022 discussion, the Council is under contract with LRS Architects and Dalke Construction, Inc. All funds obligated and spent during year 2022 were for design work by LRS for all of the five above listed facilities and partial construction work at Jackman Long Building, Columbia Hall, and Cascade Hall.

Beginning in 2023, design work administrative functions and construction work will continue with an expected end date at the end of the 2025 biennium on the Multiple Facilities Capital Improvements and commence on the Horse Stadium Capital Improvements and Poultry Barn Capital Improvements Renovations.

A grant agreement between State of Oregon; acting through its Oregon Business Development Department (OBBDD), and the Oregon State Fair Foundation dba Oregon State Fair and Exposition Center (Recipient) was fully executed on October 21, 2022. Pursuant to Oregon Laws 2021, Chapter 669, Section 202, OBBDD is authorized to make grants to County Fair capital improvements. In thanks to Marion County Fair for their allocation of \$277,777 to be utilized for upgrade of six restrooms in the OSFEC Livestock Office and Pavilion areas, and two overhead doors in the Historic Horse Arena with a completion date of May 4, 2025. All restroom remodels are on their way to being completed by August 15, 2023. Overhead doors will be installed post Oregon State Fair.

Economic Factors

As discussed above, 2023 is shaping up to be a productive year for the Oregon State Fair and Exposition Center. The addition of a few self-produced events has been highlighted as a way to increase the financial health of our organization. While this comes with some risk, adding additional self-produced events have been identified as possible ways to move the needle for further facility recognition and financial gain.

OREGON STATE FAIR COUNCIL MANAGEMENT'S DISCUSSION AND ANALYSIS

The Council placed a \$20,000,000 financial ask through DAS for the 2023-2025 Biennium for capital improvements and emergency preparedness needs. As outlined in the 2020 LRS Facility Assessment, there is a need for \$50,000,000, conservatively, in facility upgrades. Unfortunately, our financial ask was not included in the Governor's priorities. Moving forward, the Council will continue to educate the importance of our facility as the living room for our community and also serving as an emergency evacuee center as needed. It remains a goal of the Council to serve as a community resource under such circumstances. Without this funding and as proven, this may have to be accomplished in not the most effective or efficient manner.

Requests for Information

This financial report is designed to provide council officers and members, citizens, taxpayers, and creditors with a general overview of the Council's finances and to demonstrate the Council's accountability for the money it receives. If you have any questions about this report or need any additional information, contact the Council at 2330 17th St NE, Salem OR 97301.

FINANCIAL STATEMENTS

OREGON STATE FAIR COUNCIL

STATEMENT OF NET POSITION

December 31, 2022

ASSETS

Current assets

Cash and cash equivalents	\$ 7,420,824
Accounts receivable	74,923
Prepaid items	<u>7,458</u>

Total current assets 7,503,205

Capital Assets

Capital assets - nondepreciable	59,380
Capital assets - depreciable, net	<u>1,463,136</u>

Total capital assets, net 1,522,516

Total assets 9,025,721

LIABILITIES

Current liabilities

Accounts payable	90,814
Accrued liabilities	27,676
Unearned revenue	<u>276,574</u>

Total liabilities 395,064

NET POSITION

Net investment in capital assets	1,522,516
Restricted for capital projects	7,929
Unrestricted	<u>7,100,212</u>

Total net position \$ 8,630,657

See notes to the financial statements.

OREGON STATE FAIR COUNCIL
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
Year Ended December 31, 2022

Operating revenues	
Fair	\$ 7,857,561
Expo	1,198,062
Operations	<u>342,808</u>
Total operating revenues	<u>9,398,431</u>
Operating expenses	
Fair	5,075,744
Expo	586,652
Operations	1,646,820
Administrative and general	<u>371,264</u>
Total operating expenses	<u>7,680,480</u>
Operating income	1,717,951
Nonoperating income	
Interest	<u>47,336</u>
Income before capital contributions	1,765,287
Capital contributions	<u>493,145</u>
Change in net position	2,258,432
Net position - beginning of year	<u>6,372,225</u>
Net position - end of year	<u>\$ 8,630,657</u>

See notes to the financial statements.

OREGON STATE FAIR COUNCIL

STATEMENT OF CASH FLOWS Year Ended December 31, 2022

Cash flows from operating activities	
Cash received from customers	\$ 9,015,070
Cash paid to suppliers and other	(6,336,040)
Cash paid to employees for services	<u>(908,330)</u>
Net cash flows provided by operating activities	<u>1,770,700</u>
Cash flows from capital and related financing activities	
Capital contributions	493,145
Acquisition of capital assets	<u>(12,015)</u>
Net cash flows provided by capital and related financing activities	<u>481,130</u>
Cash flows from investing activities	
Interest on investments	<u>47,336</u>
Net cash flows provided by investing activities	<u>47,336</u>
Net change in cash and cash equivalents	2,299,166
Cash and cash equivalents, beginning of year	<u>5,121,658</u>
Cash and cash equivalents, end of year	<u>\$ 7,420,824</u>
Reconciliation of operating income to net cash provided by operating activities:	
Operating income	\$ 1,717,951
Adjustments to reconcile operating income to net cash provided by operating activities:	
Depreciation	172,141
Noncash transactions on an exchange basis, net	(74,600)
Changes in assets and liabilities:	
Accounts receivable	(72,423)
Prepaid items	(4,519)
Accounts payable	(6,389)
Accrued liabilities	12,690
Unearned revenue	<u>25,849</u>
Net cash flows from operating activities	<u>\$ 1,770,700</u>
Noncash operating activities	
Revenues related to goods and services provided on an exchange basis	\$ 336,787
Expenses related to goods and services received on an exchange basis	(262,187)
Capital assets related to goods and services received on an exchange basis	34,600

See notes to the financial statements

OREGON STATE FAIR COUNCIL

NOTES TO FINANCIAL STATEMENTS

NOTE 1 – REPORTING ENTITY

The Oregon State Fair Council (the “Council”) was appointed in January 2014 pursuant to Senate Bill 7, which was passed in the 2013 legislative session. The Council began operations in January 2015.

Control of the Council is vested in its council members who are appointed by the Governor. Administrative, operational, fair, and expo functions are delegated to the Director/CEO who reports to and is responsible to the Council.

The purpose of the Council is to conduct the Oregon State Fair, operate the Expo Center as a year-round regional event center, maintain fairgrounds property and facilities, and promote Oregon tourism related to the State Fair and Expo Center. Funding of operations is derived from State Fair admissions, parking and camping fees; rent from commercial exhibitors, food and beverage concessions, carnival and other attractions; concert ticket sales; and sponsorships. Additionally, funding of operations is derived from rental of Expo Center facilities and equipment, utility and parking fees, and food and beverage concessions and catering commissions.

The accompanying basic financial statements present the activities for which the Council is considered to be financially accountable. The criteria used in making this determination includes appointment of a voting majority, imposition of will, financial benefit or burden on the primary government, and fiscal dependency on the primary government. Based upon the evaluation of this criteria, the Council is a primary government with no includable component units.

NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The Council’s financial statements are prepared in accordance with generally accepted accounting principles (U.S. GAAP). The Governmental Accounting Standards Board (GASB) is responsible for establishing U.S. GAAP for state and local governments through its pronouncements (Statements and Interpretations). The more significant accounting policies established in U.S. GAAP and used by the Council are discussed below.

Operating revenues and expenses are distinguished from nonoperating items. Operating revenues and expenses generally result from providing services and producing and delivering goods in connection with principal ongoing operations. The principal operating revenues of the Council are described above. Operating expenses include the cost of sales and services, and administrative, general operations, and facility maintenance expenses. All revenues and expenses not meeting these definitions are reported as nonoperating revenues and expenses.

Basic Financial Statements

The financial transactions of the Council are reported in a single proprietary fund. The focus of proprietary fund measurement is upon determination of operating income, changes in net position, financial position, and cash flows. The generally accepted accounting principles applicable are those similar to businesses in the private sector.

OREGON STATE FAIR COUNCIL
NOTES TO FINANCIAL STATEMENTS

NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (Continued)

Budgetary Control

The Council is not subject to Oregon Local Budget Law, Oregon Revised Statutes Chapter 294. The Council's management does prepare a budget for planning and control purposes.

Cash and Cash Equivalents

The Council considers all highly liquid debt instruments, purchased with original maturities of three months or less, to be cash equivalents. For purposes of the statement of cash, the Council considered deposits with financial institutions and investments in the State of Oregon Local Government Investment Pool to be cash and cash equivalents.

Accounts Receivable

Accounts receivable are carried at their estimated collectible amounts. Management routinely evaluates accounts receivable for collectability based on past credit history with customers and their current financial condition. Accounts receivable which are determined to be uncollectible are written off. Collections on accounts previously written off are included in income as received.

Capital Assets

Capital assets, which include artwork, buildings, furniture and equipment and leasehold improvements, are reported in the proprietary fund financial statements. Contributed assets are reported at acquisition value as of the date received. The Council provides for depreciation using the straight-line method over estimated useful lives of three to twenty years. Capital assets are recorded at historical cost and have an estimated useful life of at least one year as follows:

Leasehold and land improvements	\$	5,000
Buildings		5,000
Furniture and equipment		2,500

Net Position

Net position is divided into three components:

Net investment in capital assets – consist of the historical cost of capital assets less accumulated depreciation and less any debt that remains outstanding that was used to finance those assets plus deferred outflows of resources less deferred inflows of resources related to those assets.

Restricted net position – consist of assets that are restricted by creditors (for example, through debt covenants), by the state enabling legislation (through restrictions on shared revenues), by grantors (both federal and state), and by other contributors.

Unrestricted net position – All other net position is reported in this category.

When the Council has restricted and unrestricted resources available, it is the Council's policy to expend restricted resources first and then unrestricted resources as needed in determining the amounts to report as restricted – net position and unrestricted – net position.

OREGON STATE FAIR COUNCIL
NOTES TO FINANCIAL STATEMENTS

NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (Continued)

Non-cash Transactions

The Council enters into agreements with vendors for goods and services in exchange for use of the fairgrounds or exhibitor space. These transactions are reported in the financial statements at estimated fair value.

New Accounting Pronouncements

In June 2017, the GASB issued Statement No. 87, *Leases* (GASB 87). The statement establishes accounting and financial reporting standards for leases by lessees and lessors. The statement requires lessees to report a “right to use” asset and a lease liability and requires lessors to report a lease receivable and a deferred outflow, for leases with a term of more than one year. The Council implemented the provisions of GASB 87 as of January 1, 2022. There was no material impact on the Council’s financial statements as a result of implementation of this standard.

NOTE 3 – CASH AND CASH EQUIVALENTS

Cash and cash equivalents at December 31, 2022 were as follows:

Deposits with financial institutions	\$ 4,120,310
State of Oregon Local Government Investment Pool	3,297,264
Cash on hand	<u>3,250</u>
Total	<u>\$7,420,824</u>

Deposits with Financial Institutions

Custodial Credit Risk – Deposits: This is the risk that in the event of a bank failure, the Council’s deposits may not be returned. The Federal Depository Insurance Corporation (FDIC) provides insurance for the Council’s deposits with financial institutions up to \$250,000 each for the aggregate of all non-interest-bearing accounts and the aggregate of all interest-bearing accounts at each institution. As of December 31, 2022, \$3,969,255 of the Council’s bank balances with financial institutions were exposed to custodial credit risk.

Local Governmental Investment Pool

Balances in the State of Oregon Local Government Investment Pool (LGIP) are stated at fair value. Fair value is determined at the quoted market price, if available; otherwise, the fair value is estimated based on the amount at which the investment could be exchanged in a current transaction between willing parties, other than a forced liquidation sale. The Oregon State Treasury administers the LGIP. The LGIP is an unrated, open-ended, no-load, diversified portfolio offered to any agency, political subdivision or public corporation of the state who by law is made the custodian of, or has control of, any fund. The LGIP is commingled with the State’s short-term funds. To provide regulatory oversight, the Oregon Legislature established the Oregon Short-Term Fund Board and LGIP investments are approved by the Oregon Investment Council. The fair value of the Council’s position in the LGIP is the same as the value of the pool shares.

OREGON STATE FAIR COUNCIL
NOTES TO FINANCIAL STATEMENTS

NOTE 3 – CASH AND CASH EQUIVALENTS (Continued)

Credit risk: Oregon statutes authorize the Council to invest in obligations of the U.S. Treasury and U.S. agencies, bankers' acceptances, repurchase agreements, commercial paper rated A-1 by Standard & Poor's Corporation or P-1 by Moody's Commercial Paper Record, and the state treasurer's investment pool.

Concentration of Credit Risk: The Council does not have a formal policy that places a limit on the amount that may be invested in any one insurer. 100% of the Council's investments are in the LGIP.

Interest Rate Risk: The Council does not have a formal policy that limits investment maturities as a means of managing its exposure to fair value losses arising from increases in interest rates.

Custodial Credit Risk – Investments: This is the risk that, in the event of the failure of a counterparty, the Council will not be able to recover the value of its investments that are in the possession of an outside party. The Council does not have a policy which limits the amount of investments that can be held by counterparties.

NOTE 4 – CAPITAL ASSETS

Capital asset activity for the year ended December 31, 2022 was as follows:

	Balances at January 1, 2022	Additions	Deletions	Balances at December 31, 2022
Capital assets not being depreciated				
Artwork	\$ 39,780	\$ 19,600	\$ -	\$ 59,380
Total capital assets not being depreciated	<u>39,780</u>	<u>19,600</u>	<u>-</u>	<u>59,380</u>
Capital assets being depreciated				
Buildings and building improvements	494,763	-	-	494,763
Furniture, fixtures and equipment	411,472	27,015	-	438,487
Leasehold improvements	1,330,558	-	-	1,330,558
Total capital assets being depreciated	<u>2,236,793</u>	<u>27,015</u>	<u>-</u>	<u>2,263,808</u>
Less accumulated depreciation for:				
Buildings and building improvements	94,821	18,275	-	113,096
Furniture, fixtures and equipment	216,316	59,721	-	276,037
Leasehold improvements	317,394	94,145	-	411,539
Total accumulated depreciation	<u>628,531</u>	<u>172,141</u>	<u>-</u>	<u>800,672</u>
Total capital assets being depreciated, net	<u>1,608,262</u>	<u>(145,126)</u>	<u>-</u>	<u>1,463,136</u>
Capital assets, net	<u>\$ 1,648,042</u>	<u>\$ (125,526)</u>	<u>\$ -</u>	<u>\$ 1,522,516</u>

Depreciation expense for the year ended December 31, 2022 is \$172,141.

OREGON STATE FAIR COUNCIL
NOTES TO FINANCIAL STATEMENTS

NOTE 5 – UNEARNED REVENUE

The Council has a facility agreement with Marion County for paving projects associated with the fairgrounds in exchange for use of the fairgrounds. This agreement is in effect through the year ended December 31, 2027. Marion County has completed the paving projects related to this agreement in prior years, therefore, the related revenue will not be recognized by the Council until such time as the fairgrounds are used. During the year ended December 31, 2022, the Council recognized revenue in the amount of \$40,000 related to this transaction. Unearned revenue related to this transaction amounted to \$213,000 at December 31, 2022.

NOTE 6 – DEFINED CONTRIBUTION RETIREMENT PLAN

The Council sponsors a defined contribution retirement plan (SIMPLE IRA) for its employees. The Council contributes an amount equal to an employee's contribution to the plan up to a maximum contribution of 3% of the employee's salary. Employees are eligible to participate after six consecutive months of service. During the year ended December 31, 2022, the Council made matching contributions to the Plan totaling \$16,293.

NOTE 7 – NON-CASH TRANSACTIONS

In addition to the revenue discussed in note 5 above, during the year ended December 31, 2022, the Council recognized revenues of \$296,787, expenses of \$262,187, and capital asset acquisitions of \$34,600 for non-cash transactions with vendors.

NOTE 8 – RISK MANAGEMENT

The Council is exposed to various risks of losses related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The Council carries insurance through Oregon State Risk Management to cover possible claims or judgments. There has been no significant reduction in insurance coverage from the prior year and settled claims have not reached the level of commercial coverage in any of the past three fiscal years.

SUPPLEMENTARY INFORMATION

OREGON STATE FAIR COUNCIL**SCHEDULE OF OPERATING EXPENSES**

Year Ended December 31, 2022

	<u>Fair</u>	<u>Expo</u>	<u>Operations</u>	<u>General and Administrative</u>	<u>Total</u>
Salaries and wages	\$ 203,419	\$ 319,011	\$ 135,021	\$ 108,557	\$ 766,008
Benefits	29,666	22,275	54,517	48,554	155,012
Professional services	5,235	103,716	99,408	55,328	263,687
Licenses and fees	2,745	-	789	4,775	8,309
Supplies	7,513	11,773	19,638	10,969	49,893
Insurance	85,210	85,210	42,605	44,672	257,697
Utilities	13,916	2,290	639,920	3,850	659,976
Repairs and maintenance	26,329	16,361	439,955	3,684	486,329
Marketing	761,361	7,330	-	1,641	770,332
Administration	79,264	-	-	-	79,264
Fair operations	1,417,214	1,373	1,350	-	1,419,937
Attractions and exhibits	2,342,184	4,647	-	-	2,346,831
Other	51,358	8,215	17,440	79,315	156,328
Special projects	50,330	4,451	24,036	9,919	88,736
Depreciation	-	-	172,141	-	172,141
	<u>\$ 5,075,744</u>	<u>\$ 586,652</u>	<u>\$ 1,646,820</u>	<u>\$ 371,264</u>	<u>\$ 7,680,480</u>



July 10, 2023

Officers and Council Members
Oregon State Fair Council
Salem, Oregon

This letter is to inform the Members of the Council of the Oregon State Fair Council about significant matters related to the conduct of our audit as of and for the year ended December 31, 2022, so that it can appropriately discharge its oversight responsibility and we comply with our professional responsibilities.

Auditing standards generally accepted in the United States of America (AU-C 260, *The Auditor's Communication With Those Charged With Governance*) require the auditor to promote effective two-way communication between the auditor and those charged with governance. Consistent with this requirement, the following summarizes our responsibilities regarding the financial statement audit as well as observations arising from our audit that are significant and relevant to your responsibility to oversee the financial reporting process.

Our Responsibilities With Regard to the Financial Statement Audit

Our responsibility under auditing standards generally accepted in the United States of America has been described to you in our arrangement letter dated May 10, 2023. The audit of the financial statements does not relieve management or those charged with governance of their responsibilities, which are also described in that letter.

Overview of the Planned Scope and Timing of the Financial Statement Audit

We have issued a separate communication dated May 16, 2023 regarding the planned scope and timing of our audit and identified significant risks.

Significant Accounting Practices, Including Policies, Estimates and Disclosures

In our meeting with you, we will discuss our views about the qualitative aspects of the Council's significant accounting practices, including significant accounting policies, significant unusual transactions, accounting estimates and financial statement disclosures. The following is a list of the matters that will be discussed, including the significant estimates, which you may wish to monitor for your oversight responsibilities of the financial reporting process:

Accounting Policies

- Note 2 to the financial statements includes the Council's significant accounting practices, including accounting policies, accounting estimates, and financial statement disclosures. During the year ended December 31, 2022, the Council adopted and implemented GASB Statement No. 87, *Leases*, however it was determined that there was no material impact on the Council's financial statements.

Significant Accounting Estimates

- Management's estimate of the value of nonmonetary transactions was based on the respective value of goods and services exchanged. We evaluated the valuation and determined that it is reasonable in relation to the basic financial statements.
- Management's estimate of depreciation expense is based on the estimated economic useful life of capital assets. Management determines the useful lives of these assets based on historical experience, present condition and intended use of the asset. We evaluated the key factors and assumptions used to develop the depreciation expense in determining that it is reasonable in relation to the basic financial statements taken as a whole and in relation to the applicable opinion units.

Disclosures

- The disclosure of cash and cash equivalents in Note 3 to the financial statements which describes the liquid assets available for operations of the Council.

Audit Adjustments and Uncorrected Misstatements

Management corrected the misstatement, included in the attached Summary of Recorded Audit Adjustments, that was identified as a result of our audit procedures.

We are not aware of any uncorrected misstatements other than misstatements that are clearly trivial.

Disagreements with Management

We are not aware of disagreements with management during the audit process.

Consultations with Other Accountants

We are not aware of any consultations management had with other accountants about accounting or auditing matters.

Other Matters

Pursuant to professional standards our responsibility as auditors for other information in documents containing the Council's audited financial statements does not extend beyond the financial information identified in the audit report, and we are not required to perform any procedures to corroborate such other information. However, in accordance with such standards, we have read the information and considered whether such information, or the manner of its presentation, was materially inconsistent with its presentation in the financial statements.

Our responsibility also includes communicating to you any information which we believe is a material misstatement of fact. Nothing came to our attention that caused us to believe that such information, or its manner of presentation, is materially inconsistent with the information, or manner of its presentation, appearing in the financial statements.

Officers and Council Members
Oregon State Fair Council
July 10, 2023
Page 3

Management Representations

Attached is a copy of the management representation letter.

Closing

We will be pleased to respond to any questions you have about the foregoing. We appreciate the opportunity to continue to be of service to Oregon State Fair Council.

This report is intended solely for the information and use of the Members of the Council and is not intended to be, and should not be, used by anyone other than this specified party.

Singer Lewak LLP

Oregon State Fair Council
Summary of Recorded Audit Adjustments
Year End: December 31, 2022

Number	Date	Name	Account No	Reference	Debit	Credit	Misstatement	
AJE#1	12/31/2022	2020 Capital Assets	19020	6901	58,000			
AJE#1	12/31/2022	2021 Capital Assets	19021	6901	73,577			
AJE#1	12/31/2022	Accum Deprec - Capital Assets	19099	6901		10,005		
AJE#1	12/31/2022	Accum Deprec - Capital Assets	19099	6901		177,216		
AJE#1	12/31/2022	Retained Earnings	32000	6901		58,000		
AJE#1	12/31/2022	Retained Earnings	32000	6901	10,005			
AJE#1	12/31/2022	Retained Earnings	32000	6901		73,577		
AJE#1	12/31/2022	Retained Earnings	32000	6901	177,216			
AJE#1	12/31/2022	Retained Earnings	32000	6901	9,765			
AJE#1	12/31/2022	Other (Pairing, Reimb., Refunds)	47130.400	6901		9,765		
		To record prior year entry to adjust beginning net position to agree to prior year's financial statements.						Factual
					328,563	328,563		



SingerLewak LLP
1255 Lee St SE, Ste 210
Salem, OR 97302

This representation letter is provided in connection with your audit of the basic financial statements of the Oregon State Fair Council (the Council) as of and for the year ended December 31, 2022 for the purpose of expressing an opinion on whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

We confirm, to the best of our knowledge and belief, having made such inquiries as we considered necessary for the purpose of appropriately informing ourselves, that as of the date of this letter:

Financial Statements

1. We have fulfilled our responsibilities, as set out in the terms of the audit arrangement letter dated May 10, 2023, for the preparation and fair presentation of the financial statements referred to above in accordance with U.S. GAAP.

2. We acknowledge our responsibility for the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.
3. We acknowledge our responsibility for the design, implementation and maintenance of internal control to prevent and detect fraud.
4. Significant assumptions used by us in making accounting estimates are reasonable and reflect our judgment based on our knowledge and experience about past and current events, and our assumptions about conditions we expect to exist and courses of action we expect to take.
5. Related-party transactions have been recorded in accordance with the economic substance of the transaction and appropriately accounted for and disclosed in accordance with the requirements of U.S. GAAP.

17. We have no direct or indirect legal or moral obligation for any debt of any organization, public or private, that is not disclosed in the financial statements.
18. We have complied with all aspects of laws, regulations and provisions of contracts and agreements that would have a material effect on the financial statements in the event of noncompliance. In connection therewith, we specifically represent that we are responsible for determining that we are not subject to the requirements of the Single Audit Act because we have not received, expended or otherwise been the beneficiary of the required amount of federal awards during the period of this audit.
19. We have reviewed the GASB Statements effective for the fiscal year ended December 31, 2022 and concluded the implementation of the following Statement did not have a material impact on the basic financial statements:
 - a. GASB Statement No. 87, *Leases*
20. We have no knowledge of any uncorrected misstatements in the financial statements.

Information Provided

21. We have provided you with:
 - a. Access to all information of which we are aware that is relevant to the preparation and fair presentation of the basic financial statements such as records, documentation and other matters.
 - b. Additional information that you have requested from us for the purpose of the audit.
 - c. Unrestricted access to persons within the Council from whom you determined it necessary to obtain audit evidence.
 - d. Minutes of the meetings of the Council, or summaries of actions of recent meetings for which minutes have not yet been prepared.
22. All transactions have been recorded in the accounting records and are reflected in basic financial statements.
23. We have disclosed to you the results of our assessment of risk that basic financial statements may be materially misstated as a result of fraud.
24. It is our responsibility to establish and maintain internal control over financial reporting. One of the components of internal control is risk assessment. We hereby represent that our risk assessment process includes identification and assessment of risks of material misstatement due to fraud. We have shared with you our fraud risk assessment, including a description of the risks, our assessment of the magnitude and likelihood of misstatements arising from those risks, and the controls that we have designed and implemented in response to those risks.

25. We have no knowledge of allegations of fraud or suspected fraud affecting the Council's basic financial statements involving:
 - a. Management.
 - b. Employees who have significant roles in internal control.
 - c. Others where the fraud could have a material effect on the basic financial statements.
26. We have no knowledge of any allegations of fraud or suspected fraud affecting Council's financial statements received in communications from employees, former employees, analysts, regulators, short sellers or others.
27. We have no knowledge of noncompliance or suspected noncompliance with laws and regulations.
28. We are not aware of any pending or threatened litigation and claims whose effects should be considered when preparing the financial statements.
29. We have disclosed to you the identity of the Council's related parties and all the related-party relationships and transactions of which we are aware.
30. We are aware of no significant deficiencies, including material weaknesses, in the design or operation of internal controls that could adversely affect the Council's ability to record, process, summarize and report financial data.
31. There have been no communications from regulatory agencies concerning noncompliance with, or deficiencies in, financial reporting practices.
32. During the course of your audit, you may have accumulated records containing data that should be reflected in our books and records. All such data have been so reflected. Accordingly, copies of such records in your possession are no longer needed by us.

Supplementary Information

33. With respect to supplementary information presented in relation to the basic financial statements as a whole:
 - a. We acknowledge our responsibility for the presentation of such information.
 - b. We believe such information, including its form and content, is fairly presented in accordance with U.S. GAAP.
 - c. The methods of measurement or presentation have not changed from those used in the prior period.

- d. When supplementary information is not presented with the audited basic financial statements, we will make the audited basic financial statements readily available to the intended users of the supplementary information no later than the date of issuance of the supplementary information and the auditor's report thereon.

34. With respect to the Management's Discussion and Analysis presented as required by U.S. GAAP to supplement the basic financial statements:

- a. We acknowledge our responsibility for the presentation of such required supplementary information.
- b. We believe such required supplementary information is measured and presented in accordance with guidelines prescribed by U.S. GAAP.
- c. The methods of measurement or presentation have not changed from those used in the prior period.
- d. There are no underlying assumptions or interpretations regarding the measurement or presentation of this information.

Oregon State Fair Council



Kim Grewe-Powell
Chief Executive Officer

July 10, 2023

Date



Oregon State Fair Council Meeting- May 18, 2023

Agenda Item: VIII.a.i. [For Action]
Financial Statements 1/1/2023-5/31/2

Oregon State Fair Council

Balance Sheet

As of May 31, 2023

3/23

rual Basis

May 31, 23

ASSETS

Current Assets

Checking/Savings

10000 · Maps Checking Account	4,586.21
10100 · Maps Savings Account	5,026.14
10120 · USB - Operating Acct - 5013	3,570,241.83
10121 · USB - Payroll Acct - 3265	15,638.18
10122 · USB - Premium Acct - 5021	6,170.00
10125 · USB - Mrchnt Pre-Sales - 2438	1,500.00
10127 · USB - Fair Admission -5088	365,975.29
10128 · USB - Office Expo - 5104	160,290.99
10129 · USB - Show Works - 5120	1,834.58
10130 · USB - Camp Ground - 5138	2,228.80
10131 · USB - Office FAIR - 5112	58,509.62
10150 · Petty Cash Box - Fair	507.50
10156 · Petty Cash - Presales Fair	2,750.00
10200 · State Treasury Fund Account	3,348,022.27

Total Checking/Savings	7,543,281.41
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Accounts Receivable

11000 · Accounts Receivable	251,443.50
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Total Accounts Receivable	251,443.50
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Other Current Assets

2120 · Payroll Asset	-1,357.92
12004 · Prepaid Rent	500.00
12005 · Prepaid FCC 10 Yr License	1,225.00
12030 · Prepaid FSA Funding	526.00
12051 · Insurance Claim Receivable	-2,632.66
13000 · Prepaid Contracts	-1,421.07

Total Other Current Assets	-3,160.65
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Total Current Assets	7,791,564.26
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Other Assets

19000 · Capital Investments- SF Council	1,703,685.64
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Total Other Assets	1,703,685.64
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TOTAL ASSETS	9,495,249.90
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LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

20000 · Accounts Payable	82,757.36
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Total Accounts Payable	82,757.36
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Credit Cards

20045 · US Bank - Ronda	5.99
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Total Credit Cards	5.99
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Other Current Liabilities

20100 · Deferred Rent Income - MCFair	223,000.00
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Oregon State Fair Council

Balance Sheet

As of May 31, 2023

13/23

crual Basis

	May 31, 23
20200 · Deferred Income - Fair	
20252 · Creative Living Entry Fee-Defer	1.00
20220 · Comm'l Exhibits - Deferred	31,117.50
20230 · Food & Beverage - Deferred	-10,750.00
20260 · Amphitheatre Rev - Deferred	720.00
20290 · Sponsorships- Deferred	365,500.00
27380 · Presales Suspense Account	-1.00
	<hr/>
Total 20200 · Deferred Income - Fair	386,587.50
20515 · Deferred Income - Expo	354,884.00
20530 · Direct Deposit Liabilities	-1,357.92
24000 · Payroll Liabilities	28,626.70
	<hr/>
Total Other Current Liabilities	991,740.28
Total Current Liabilities	<hr/> 1,074,503.63
Total Liabilities	1,074,503.63
Equity	
25000 · State Parks Opening Bal	3,014,804.40
25020 · State Biennium Fund 2015-2017	1,015,299.00
32000 · Retained Earnings	5,060,650.60
32001 · Ret Earn - Facility Assess Cost	-254,738.00
32050 · Restricted Net Posititon	7,929.02
Net Income	-423,198.75
	<hr/>
Total Equity	8,420,746.27
TOTAL LIABILITIES & EQUITY	<hr/> <hr/> 9,495,249.90

Oregon State Fair Council

Profit & Loss

January through May 2023

3/23

Annual Basis

	<u>Jan - May 23</u>
Ordinary Income/Expense	
Income	
Administration Revenue	50,758.51
Operations Revenue	21,320.00
Expo Center Revenue	554,896.64
State Fair Revenue	<u>361,447.01</u>
Total Income	<u>988,422.16</u>
Gross Profit	988,422.16
Expense	
Salaries & Wages - Permanent	300,568.53
Contracted Labor - PT/Snl/Temp	35,299.21
Employee Benefits - ER Exp	37,416.63
Payroll Tax - Employer's Share	26,306.79
Professional Services Exp.	202,309.28
Council Expense	119.88
Travel/Training/Relocation - EE	17,533.23
Supplies & Expenses	29,233.65
Dues and Subscriptions	150.00
Insurance	2,301.00
Utilities-Elec,Gas,Water, Trash	379,237.37
Maint. and Repairs of Equipment	6,788.23
Maint. of Buildings and Grounds	102,886.32
Special Repairs & Maint.	302.72
Marketing Expenses	9,323.00
Vehicle Expenses	5,303.75
Bank Fees	13,064.94
Equipment Purchase <\$5k	16,090.35
Permits, Licenses	309.12
State Fair Administrative Exp.	397.73
State Fair Marketing Expenses	157,398.96
State Fair Operations Expenses	998.89
State Fair Attractions Expenses	14,228.27
State Fair Exhibits Expenses	<u>19,749.92</u>
Total Expense	<u>1,377,317.77</u>
Net Ordinary Income	-388,895.61
Other Income/Expense	
Other Income	18,780.00

Oregon State Fair Council

Profit & Loss

January through May 2023

1/13/23

crual Basis

	<u>Jan - May 23</u>
Other Expense	
Special Projects Expense	40,574.84
90700 - Bond Project Exp	12,508.30
	<u>53,083.14</u>
Total Other Expense	
	<u>53,083.14</u>
Net Other Income	-34,303.14
	<u>-34,303.14</u>
Net Income	<u><u>-423,198.75</u></u>