



Oregon State Fair Council Meeting Notice & Agenda

Thursday, January 12, 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

Dayna Jung

Austin McGuigan

Arnie Roblan

Craig Smith

Joel Conder

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 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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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 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
 - a. Travis Smith - Application
- IX. **Council Members' Comments**
- X. **Public Comments**
- XI. **Adjourn**



Oregon State Fair Council Meeting – January 12, 2023

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

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- 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.
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 - 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 4th 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 McGulgan 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.

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 – January 12, 2023

Agenda Item: VIII.a.i. [For Action]
Financial Statements 1/1/2022 - 11/30/2022

Oregon State Fair Council

Balance Sheet

As of November 30, 2022

	Nov 30, 22
ASSETS	
Current Assets	
Checking/Savings	
10000 · Maps Checking Account	4,586.21
10100 · Maps Savings Account	5,026.14
10120 · USB - Operating Acct - 5013	1,975,957.97
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	790,808.19
10128 · USB - Office Expo - 5104	118,875.45
10129 · USB - Show Works - 5120	29,281.57
10130 · USB - Camp Ground - 5138	49,689.00
10131 · USB - Office FAIR - 5112	419,634.21
10150 · Petty Cash Box - Fair	500.00
10156 · Petty Cash - Presales Fair	2,750.00
10200 · State Treasury Fund Account	3,988,762.53
10300 · Cash Fund - Money Room	9,919.00
Total Checking/Savings	<u>7,417,711.37</u>
Accounts Receivable	
11000 · Accounts Receivable	264,151.55
Total Accounts Receivable	<u>264,151.55</u>
Other Current Assets	
2120 · Payroll Asset	-1,357.92
12001 · *Undeposited Funds	30,695.00
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	1,612.17
Total Other Current Assets	<u>30,572.52</u>
Total Current Assets	<u>7,712,435.44</u>
Other Assets	
19000 · Capital Investments- SF Council	1,703,685.64
Total Other Assets	<u>1,703,685.64</u>
TOTAL ASSETS	<u><u>9,416,121.08</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	71,865.09
Total Accounts Payable	<u>71,865.09</u>
Credit Cards	
20040 · US Bank - Mike	-1,118.39
20020 · US Bank - Kim	-299.25
20025 · US Bank - Wayne	1,698.09
Total Credit Cards	<u>280.45</u>

Oregon State Fair Council
Balance Sheet
As of November 30, 2022

	<u>Nov 30, 22</u>
Other Current Liabilities	
20100 · Deferred Rent Income - MCFair	213,000.00
20200 · Deferred Income - Fair	0.00
20515 · Deferred Income - Expo	44,948.00
20530 · Direct Deposit Liabilities	-1,357.92
24000 · Payroll Liabilities	21,057.46
Total Other Current Liabilities	<u>277,647.54</u>
Total Current Liabilities	<u>349,793.08</u>
Total Liabilities	<u>349,793.08</u>
Equity	
25000 · State Parks Opening Bal	3,014,804.40
25020 · State Biennium Fund 2015-2017	1,015,299.00
32000 · Retained Earnings	2,654,340.44
32001 · Ret Earn - Facility Assess Cost	-254,738.00
32050 · Restricted Net Posititon	7,929.02
Net Income	2,628,693.14
Total Equity	<u>9,066,328.00</u>
TOTAL LIABILITIES & EQUITY	<u><u>9,416,121.08</u></u>

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

	Jan - Nov 22
Ordinary Income/Expense	
Income	
Administration Revenue	38,834.81
Operations Revenue	49,717.00
Expo Center Revenue	1,197,199.29
State Fair Revenue	7,907,331.28
Total Income	9,193,082.38
Gross Profit	9,193,082.38
Expense	
80810 - Bank Service Charges	0.00
Salaries & Wages - Permanent	620,925.28
Contracted Labor - PT/Snl/Temp	85,438.96
Employee Benefits - ER Exp	81,220.65
Payroll Tax - Employer's Share	62,448.14
Professional Services Exp.	246,739.87
Council Expense	370.19
Travel/Training/Relocation - EE	23,129.40
Supplies & Expenses	45,055.97
Dues and Subscriptions	6,450.00
Insurance	257,697.00
Utilities-Elec,Gas,Water, Trash	568,645.40
Maint. and Repairs of Equipment	16,470.51
Maint. of Buildings and Grounds	409,641.37
Special Repairs & Maint.	17,569.88
Marketing Expenses	9,239.07
Vehicle Expenses	16,093.98
Bank Fees	62,235.76
Doubtful Debt Expense	-5.00
Equipment Purchase <\$5k	9,548.00
Permits, Licenses	1,033.61
State Fair Administrative Exp.	33,302.16
State Fair Marketing Expenses	674,237.93
State Fair Operations Expenses	1,469,275.74
State Fair Attractions Expenses	1,659,894.83
State Fair Exhibits Expenses	645,459.86
Total Expense	7,022,118.56

01/06/23
Accrual Basis

Oregon State Fair Council
Profit & Loss by Class - Exclude NonCash
January through November 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>63,740.51</u>	<u>-1,297,587.20</u>	<u>764,373.07</u>	<u>3,058,166.76</u>	<u>2,588,693.14</u>

01/06/23
Accrual Basis

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

	<u>Jan - Nov 22</u>
Net Ordinary Income	2,170,963.82
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>2,628,693.14</u>

01/06/23
Accrual Basis

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

	Admin	Operations	Expo	Fair	TOTAL
Ordinary Income/Expense					
Income					
Administration Revenue	38,834.81	0.00	0.00	0.00	38,834.81
Expo Center Revenue	5,392.88	627.53	1,150,864.01	314.87	1,157,199.29
State Fair Revenue	0.00	0.00	0.00	7,907,331.28	7,907,331.28
Total Income	44,227.69	627.53	1,150,864.01	7,907,646.15	9,103,365.38
Gross Profit	44,227.69	627.53	1,150,864.01	7,907,646.15	9,103,365.38
Expense					
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	71,432.77	1,278.41	85,438.96
Employee Benefits - ER Exp	38,296.18	37,723.81	2,600.33	2,600.33	81,220.65
Payroll Tax - Employer's Share	10,413.63	12,050.39	15,957.37	24,026.75	62,448.14
Professional Services Exp.	50,509.63	96,057.95	94,955.40	5,216.89	246,739.87
Council Expense	232.73	0.00	0.00	137.46	370.19
Travel/Training/Relocation - ...	22,779.40	350.00	0.00	0.00	23,129.40
Supplies & Expenses	10,472.19	18,343.06	8,727.87	7,512.85	45,055.97
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	3,222.49	549,890.37	2,290.63	13,241.91	568,645.40
Maint. and Repairs of Equip...	0.00	15,876.53	0.00	593.98	16,470.51
Maint. of Buildings and Grou...	0.00	323,306.57	9,816.21	26,801.59	359,924.37
Special Repairs & Maint.	0.00	16,557.38	1,012.50	0.00	17,569.88
Marketing Expenses	1,139.47	0.00	7,250.78	848.82	9,239.07
Vehicle Expenses	0.00	15,782.84	311.14	0.00	16,093.98
Bank Fees	14,963.71	0.00	6,622.98	40,649.07	62,235.76
Doubtful Debt Expense	0.00	0.00	-25.00	20.00	-5.00
Equipment Purchase <\$5k	1,569.00	6,025.39	1,854.95	98.66	9,548.00
Permits, Licenses	0.00	788.61	0.00	245.00	1,033.61
State Fair Administrative Exp.	0.00	0.00	0.00	33,302.16	33,302.16
State Fair Marketing Expenses	0.00	0.00	0.00	674,237.93	674,237.93
State Fair Operations Expen...	0.00	1,349.26	1,372.92	1,466,553.56	1,469,275.74
State Fair Attractions Expen...	0.00	0.00	210.60	1,659,684.23	1,659,894.83
State Fair Exhibits Expenses	0.00	0.00	4,436.00	641,023.86	645,459.86
Total Expense	352,266.18	1,263,783.80	506,872.19	4,849,479.39	6,972,401.56
Net Ordinary Income	-308,038.49	-1,263,156.27	643,991.82	3,058,166.76	2,130,963.82



Oregon State Fair Council Meeting – January 12, 2023

Agenda Item: VIII.a.ii. [For Action]
Preliminary Financial Statements 1/1/2022 - 12/31/2022

Oregon State Fair Council

Balance Sheet

As of December 31, 2022

Dec 31, 22

ASSETS

Current Assets

Checking/Savings

10000 · Maps Checking Account	4,586.21
10100 · Maps Savings Account	5,026.14
10120 · USB - Operating Acct - 5013	2,002,858.12
10121 · USB - Payroll Acct - 3265	17,480.66
10122 · USB - Premium Acct - 5021	6,170.00
10125 · USB - Mrchnt Pre-Sales - 2438	1,500.00
10127 · USB - Fair Admission -5088	790,808.19
10128 · USB - Office Expo - 5104	125,134.45
10129 · USB - Show Works - 5120	29,281.57
10130 · USB - Camp Ground - 5138	49,689.00
10131 · USB - Office FAIR - 5112	419,634.21
10150 · Petty Cash Box - Fair	500.00
10156 · Petty Cash - Presales Fair	2,750.00
10200 · State Treasury Fund Account	3,988,762.53
10300 · Cash Fund - Money Room	9,919.00

Total Checking/Savings 7,454,100.08

Accounts Receivable

11000 · Accounts Receivable	108,360.00
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Total Accounts Receivable 108,360.00

Other Current Assets

2120 · Payroll Asset	-1,357.92
12001 · *Undeposited Funds	30,695.00
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	1,106.63

Total Other Current Assets 30,062.05

Total Current Assets 7,592,522.13

Other Assets

19000 · Capital Investments- SF Council	1,703,685.64
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Total Other Assets 1,703,685.64

TOTAL ASSETS 9,296,207.77

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

20000 · Accounts Payable	43,097.37
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Total Accounts Payable 43,097.37

Credit Cards

20040 · US Bank - Mike	-1,118.39
20020 · US Bank - Kim	-299.25
20025 · US Bank - Wayne	-372.94

Total Credit Cards -1,790.58

Oregon State Fair Council
Balance Sheet
As of December 31, 2022

	<u>Dec 31, 22</u>
Other Current Liabilities	
20100 · Deferred Rent Income - MCFair	213,000.00
20200 · Deferred Income - Fair	0.00
20515 · Deferred Income - Expo	57,348.00
20530 · Direct Deposit Liabilities	-1,357.92
24000 · Payroll Liabilities	27,676.98
Total Other Current Liabilities	<u>296,667.06</u>
Total Current Liabilities	<u>337,973.85</u>
Total Liabilities	337,973.85
Equity	
25000 · State Parks Opening Bal	3,014,804.40
25020 · State Biennium Fund 2015-2017	1,015,299.00
32000 · Retained Earnings	2,654,340.44
32001 · Ret Earn - Facility Assess Cost	-254,738.00
32050 · Restricted Net Posititon	7,929.02
Net Income	2,520,599.06
Total Equity	<u>8,958,233.92</u>
TOTAL LIABILITIES & EQUITY	<u><u>9,296,207.77</u></u>

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

	Jan - Dec 22
Ordinary Income/Expense	
Income	
Administration Revenue	38,834.81
Operations Revenue	53,981.00
Expo Center Revenue	1,259,691.37
State Fair Revenue	7,907,175.88
Total Income	9,259,683.06
Gross Profit	9,259,683.06
Expense	
80810 - Bank Service Charges	0.00
Salaries & Wages - Permanent	672,459.04
Contracted Labor - PT/Snl/Temp	93,547.89
Employee Benefits - ER Exp	88,235.92
Payroll Tax - Employer's Share	66,684.27
Professional Services Exp.	252,304.86
Council Expense	370.19
Travel/Training/Relocation - EE	23,129.40
Supplies & Expenses	45,904.15
Dues and Subscriptions	7,275.00
Insurance	257,697.00
Utilities-Elec,Gas,Water, Trash	621,648.98
Maint. and Repairs of Equipment	17,502.25
Maint. of Buildings and Grounds	424,267.23
Special Repairs & Maint.	17,569.88
Marketing Expenses	9,819.96
Vehicle Expenses	17,401.28
Bank Fees	62,235.76
Doubtful Debt Expense	-5.00
Equipment Purchase <\$5k	9,554.88
Permits, Licenses	1,033.61
State Fair Administrative Exp.	33,302.16
State Fair Marketing Expenses	694,737.60
State Fair Operations Expenses	1,469,427.63
State Fair Attractions Expenses	1,659,894.83
State Fair Exhibits Expenses	648,067.63
Total Expense	7,194,066.40

01/06/23
Accrual Basis

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

	Jan - Dec 22
Net Ordinary Income	2,065,616.66
Other Income/Expense	
Other Income	
Other Income	493,145.00
Total Other Income	493,145.00
Other Expense	
Special Projects Expense	32,741.83
90700 · Bond Project Exp	5,420.77
Total Other Expense	38,162.60
Net Other Income	454,982.40
Net Income	<u>2,520,599.06</u>

01/06/23
Accrual Basis

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

	Admin	Operations	Expo	Fair	TOTAL
Ordinary Income/Expense					
Income					
Administration Revenue	38,834.81	0.00	0.00	0.00	38,834.81
Expo Center Revenue	5,392.88	627.53	1,213,356.09	314.87	1,219,691.37
State Fair Revenue	0.00	0.00	0.00	7,907,175.88	7,907,175.88
Total Income	44,227.69	627.53	1,213,356.09	7,907,490.75	9,165,702.06
Gross Profit	44,227.69	627.53	1,213,356.09	7,907,490.75	9,165,702.06
Expense					
80810 - Bank Service Charges	0.00	0.00	0.00	0.00	0.00
Salaries & Wages - Permanent	184,425.85	129,152.52	192,834.74	166,045.93	672,459.04
Contracted Labor - PT/Snl/Te...	0.00	12,727.78	79,541.70	1,278.41	93,547.89
Employee Benefits - ER Exp	42,026.38	41,008.88	2,600.33	2,600.33	88,235.92
Payroll Tax - Employer's Share	13,079.61	13,414.18	15,957.37	24,233.11	66,684.27
Professional Services Exp.	53,744.83	98,338.49	95,004.65	5,216.89	252,304.86
Council Expense	232.73	0.00	0.00	137.46	370.19
Travel/Training/Relocation - ...	22,779.40	350.00	0.00	0.00	23,129.40
Supplies & Expenses	10,907.65	18,755.78	8,727.87	7,512.85	45,904.15
Dues and Subscriptions	4,775.00	0.00	0.00	2,500.00	7,275.00
Insurance	44,672.00	42,605.00	85,210.00	85,210.00	257,697.00
Utilities-Elec,Gas,Water, Trash	3,222.49	602,817.20	2,290.63	13,318.66	621,648.98
Maint. and Repairs of Equip...	0.00	16,908.27	0.00	593.98	17,502.25
Maint. of Buildings and Grou...	0.00	333,668.43	9,816.21	26,801.59	370,286.23
Special Repairs & Maint.	0.00	16,557.38	1,012.50	0.00	17,569.88
Marketing Expenses	1,641.36	0.00	7,329.78	848.82	9,819.96
Vehicle Expenses	0.00	17,090.14	311.14	0.00	17,401.28
Bank Fees	14,963.71	0.00	6,622.98	40,649.07	62,235.76
Doubtful Debt Expense	0.00	0.00	-25.00	20.00	-5.00
Equipment Purchase <\$5k	1,569.00	6,032.27	1,854.95	98.66	9,554.88
Permits, Licenses	0.00	788.61	0.00	245.00	1,033.61
State Fair Administrative Exp.	0.00	0.00	0.00	33,302.16	33,302.16
State Fair Marketing Expenses	0.00	0.00	0.00	694,737.60	694,737.60
State Fair Operations Expen...	0.00	1,349.26	1,372.92	1,466,705.45	1,469,427.63
State Fair Attractions Expen...	0.00	0.00	210.60	1,659,684.23	1,659,894.83
State Fair Exhibits Expenses	0.00	0.00	4,436.00	643,631.63	648,067.63
Total Expense	398,040.01	1,351,564.19	515,109.37	4,875,371.83	7,140,085.40
Net Ordinary Income	-353,812.32	-1,350,936.66	698,246.72	3,032,118.92	2,025,616.66

01/06/23
Accrual Basis

Oregon State Fair Council
Profit & Loss by Class - Exclude NonCash
January through December 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	31,075.65	1,666.18	0.00	32,741.83
90700 - Bond Project Exp	-1,920.00	4,975.28	2,365.49	0.00	5,420.77
Total Other Expense	-1,920.00	36,050.93	4,031.67	0.00	38,162.60
Net Other Income	371,779.00	-36,050.93	119,254.33	0.00	454,982.40
Net Income	<u>17,966.68</u>	<u>-1,386,987.59</u>	<u>817,501.05</u>	<u>3,032,118.92</u>	<u>2,480,599.06</u>



Oregon State Fair Council Meeting – January 12, 2023

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
Revenue**

	<i>For Reference</i>	2022	2023	2024
	<u>2019 Actual</u>	Actual as of 11-30-2022	PROPOSED	PROPOSED
Administration Revenue				
40010 • State Treasury Income	102,033.45	\$31,619	\$40,000	\$40,000
40020 • Interest Income	1.03			
Total Administration Revenue	<u>102,034.48</u>	\$31,619	\$40,000	\$40,000
Operations Revenue				
41010 • Sponsorship - Operations	44,024.44	\$45,453	\$51,168	\$51,168
41060 • Coronavirus Relief Grant Funds	0.00			
Total Operations Revenue	<u>44,024.44</u>	\$45,453	\$51,168	\$51,168
Expo Center Revenue				
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
Total Expo Center Revenue	<u>1,356,164.44</u>	\$1,052,957	\$1,453,000	\$1,716,000
State Fair Revenue				
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
Total State Fair Revenue	<u>6,485,931.71</u>	\$7,905,902	\$6,944,150	\$7,194,200
Total Revenue	<u>7,988,155.07</u>	\$9,035,931	\$8,488,318	\$9,001,368
Gross Profit	<u>7,988,155.07</u>	\$9,035,931	\$8,488,318	\$9,001,368
Expense				
Suspense	0.00			
Salaries & Wages - Permanent				
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
Total Salaries & Wages - Permanent	<u>594,304.50</u>	\$620,925	\$719,000	\$733,000
Contracted Labor - PT/Snl/Temp				
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
Total Contracted Labor - PT/Snl/Temp	<u>191,099.08</u>	\$89,360	\$105,000	\$130,000
Employee Benefits - ER Exp				



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

	<i>For Reference</i>	2022	2023	2024
	<i>2019 Actual</i>	<i>Actual as of 11-30-2022</i>	PROPOSED	PROPOSED
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
Total Employee Benefits - ER Exp	61,317.86	\$81,135	\$135,570	\$135,770
Payroll Tax - Employer's Share				
60210 • Employer Taxes, Assessments	56,620.99	\$62,182	\$79,900	\$79,900
60211 • Employer Taxes Fire Evacuatlons	0.00	\$0	\$0	\$0
60215 • Direct Deposit Fee	182.00	\$266	\$300	\$300
Total Payroll Tax - Employer's Share	56,802.99	\$62,448	\$80,200	\$80,200
Professional Services Exp.				
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
Total Professional Services Exp.	250,814.81	\$237,562	\$242,075	\$305,050
Council Expense				
61010 • Council Expense	735.58	\$370	\$500	\$500
Total Council Expense	735.58	\$370	\$500	\$500
Travel/Training/Relocation - EE				
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
Total Travel/Training/Relocation - EE	30,732.02	\$21,482	\$29,400	\$29,400
Supplies & Expenses				
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
Total Supplies & Expenses	85,661.78	\$40,053	\$90,100	\$110,100
Dues and Subscriptions				
63505 • Dues/Memberships	4,104.95	\$6,450	\$5,000	\$5,000
Total Dues and Subscriptions	4,104.95	\$6,450	\$5,000	\$5,000
Insurance				
64005 • Insurance	72,227.00	\$257,697	\$350,000	\$350,000
Total Insurance	72,227.00	\$257,697	\$350,000	\$350,000
Utilities-Elec,Gas,Water, Trash				
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
Total Utilities-Elec,Gas,Water, Trash	544,155.03	\$559,665	\$675,000	\$675,000
Maint. and Repairs of Equipment				
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
Total Maint. and Repairs of Equipment	28,230.59	\$12,172	\$26,000	\$31,000
Maint. of Buildings and Grounds				
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
Total Maint. of Buildings and Grounds	565,187.58	\$538,740	\$640,800	\$641,300
Special Repairs & Maint.				
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
Total Special Repairs & Maint.	8,464.10	\$17,570	\$16,000	\$16,000
Marketing Expenses				
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
Total Marketing Expenses	38,165.18	\$8,341	\$53,500	\$64,000
Vehicle Expenses				
67505 • Vehicle Expenses	14,683.37	\$16,094	\$16,000	\$16,000
Total Vehicle Expenses	14,683.37	\$16,094	\$16,000	\$16,000
Bank Fees				
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
Total Bank Fees	99,570.06	\$49,465	\$67,000	\$67,000
Coronavirus Relief Fund Grant	0.00			
Doubtful Debt Expense				
69026 • Other Doubtful Debt	6,205.00	\$0	\$1,500	\$1,500
Total Doubtful Debt Expense	6,205.00	\$0	\$1,500	\$1,500
Equipment Purchase <\$5k				
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
Total Equipment Purchase <\$5k	3,264.24	\$7,508	\$5,000	\$5,000
Permits, Licenses				
70505 • Permits, Licenses, Fees	2,574.75	\$1,034	\$2,000	\$2,000
Total Permits, Licenses	2,574.75	\$1,034	\$2,000	\$2,000
State Fair Administrative Exp.				
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
Total State Fair Administrative Exp.	62,757.19	\$32,936	\$79,750	\$44,750
State Fair Marketing Expenses				
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
Total State Fair Marketing Expenses	909,492.11	\$674,219	\$885,000	\$930,000
State Fair Operations Expenses				
Administrative Overhead				
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
	<u>2019 Actual</u>	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
Total Administrative Overhead	43,668.76	\$45,941	\$51,000	\$51,500
AdmIsslons Expenses				
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 - AdmIsslons - Employee	11,250.00	\$11,300	\$11,500	\$11,500
80217 • SF - AdmIsslons - Temp. Labor	118,770.16	\$169,111	\$135,000	\$135,000
80219 • SF - AdmIsslons - Other	180,861.93	\$115,726	\$160,000	\$160,000
Total Admissions Expenses	325,224.07	\$318,223	334,000.00	334,500.00
Public Safety Expenses				
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
Total Public Safety Expenses	328,680.16	\$458,168	\$559,685	\$678,000
Fair Cleanup / Janitorial				
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
Total Fair Cleanup / Janitorial	206,280.83	\$227,900	\$240,000	\$254,000
Parking Expenses				
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
Total Parking Expenses	274,237.59	\$247,242	\$287,000	\$302,969
80245 • Utilitles (SF)	51,599.48	\$47,770	\$55,000	\$55,000
Fair Operations General				
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
Total Fair Operations General	125,262.86	\$71,454	\$85,000	\$95,000
Fair Setup				
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
Total Fair Setup	47,080.71	\$44,148	\$50,000	\$50,000
80299 • Other - State Fair Operations	0.00	\$5,776	\$10,000	\$10,000
Total State Fair Operations Expenses	1,402,034.46	\$1,466,622	\$1,671,685	\$1,830,969
State Fair Attractions Expenses				
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 • Pavillon Events	141,697.89	\$261,344	\$265,000	\$265,000
80399 • Other - State Fair Attractions	30,075.11	\$27,691	\$16,681	\$17,331
Total State Fair Attractions Expenses	1,861,834.99	\$1,679,220	\$1,977,155	\$2,054,122
State Fair Exhibits Expenses				
Non-Competitive Fair Exhibits				
80400 • Commercial Exhibits Expenses	37,041.49	\$47,764	\$50,000	\$50,000
80450 • Food Concesslons 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>	2022	2023	2024
	<i>2019 Actual</i>	Actual as of 11-30-2022	PROPOSED	PROPOSED
80470 • Artists Village Expenses	17,115.56	\$20,765	\$25,000	\$25,000
Total Non-Competitive Fair Exhibits	79,181.61	\$108,628	\$120,000	\$120,000
Competitive Exhibits Expenses				
Creative Living				
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
Total Creative Living	167,026.31	\$91,331	106,000	121,500
Animal Exhibits, FFA, & 4-H				
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
Total Animal Exhibits, FFA, & 4-H	553,475.53	\$418,113	\$454,000	\$469,000
80598 • Best of the Best	103.20	\$0	\$0	\$0
80599 • Other - Competitive Exhibits	164.40	\$0	\$0	\$0
Total Competitive Exhibits Expenses	728,924.26	\$519,444	\$560,000	\$590,500
Total State Fair Exhibits Expenses	808,105.87	\$628,072	\$680,000	\$710,500
Total Expense	7,702,525.09	\$7,109,140	\$8,553,235	\$8,968,161
Profit/Loss From Operations	285,629.98	\$1,926,791	-\$64,917	\$33,207
Contingency	0.00	-\$400,000	-\$400,000	-\$400,000
Profit/Loss From Operations Including Contingency	285,629.98	\$1,526,791	-\$464,917	-\$366,793
Other Revenue				
Total Other Income	1,062,013.75	\$493,145	\$493,000	\$493,000
Total Special Projects Income	16,216.66	\$0	\$0	\$0
Total Bond Project Revenue	22,690.19	\$0	\$0	\$0
Total Other Revenue	1,100,920.60	\$493,145	\$493,000	\$493,000
Other Expense				
Total Other Expenses	1,017.50	0.00	0.00	0.00
Total Special Projects Expense	34,570.91	\$29,995	\$0	\$0
Total Bond Project Expense	22,906.19	\$5,421	\$0	\$0
Total Other Expense	58,494.60	\$35,416	\$0	\$0
Net Other Revenue/Expense	1,042,426.00	\$457,729	\$493,000	\$493,000
Total Profit/Loss	1,328,055.98	\$1,984,520	\$28,083	\$126,207



Oregon State Fair Council Meeting – January 12, 2023

Agenda Item: VIII.b.iii. [For Action]
Nominating Committee – Travis Smith Application

Mr. George Jennings - Chairman
Nominating Committee
Oregon State Fair Council

Dear George,

I am writing to express my interest in being appointed to the Oregon State Fair Council.

I grew up in Salem and throughout my youth, the Oregon State Fair was one of the events of the summer I looked forward to most. I enjoyed exploring exhibits, riding carnival rides, and especially visiting the animals. After moving away to attend college at Oregon State University, and living in Portland for a few years, my wife and I moved back to Salem to start our family. We now have five young daughters whom we take to the fair annually. It has been a pleasure to watch them experience and enjoy the Oregon State Fair as I did as a child.

For two summers while in college I had the opportunity to work as the superintendent of the garden and floral exhibits. This experience gave me the chance to work with many local families that utilize the fair to showcase various fruits, vegetables, and flowers; giving me a greater appreciation for the work they do and a better understanding of how important the fair is to my fellow Oregonians.

After my experience of working at the fair, I became more familiar with the business side of it, as my father served on the blue-ribbon panel, brainstorming new ideas for operations, before being appointed as an original member of the State Fair Council.

I currently am employed as a Structural Engineer for KPFF Consulting Engineers. During my 10 plus years in the construction industry, I have been able to work on a variety of projects, spanning from K-12 schools, historical renovations, to multi-family residential buildings. My office is in Portland but as a Salem resident, I have worked hard to focus on local projects because making improvements to the community I grew up in and am raising my family in is extremely important to me. Some of the recent projects I have been the lead structural engineer on in the region are the new Agricultural Complex at Chemeketa Community College, a new tasting room facility for Willamette Valley Vineyards, and the renovation/expansion of my Alma Mater, North Salem High School. I believe my experience and knowledge about the construction industry would help the Oregon State Fair Council as it discusses upgrading the existing facilities as well as new construction opportunities. In addition to working as a structural engineer, I am also an adjunct instructor within the College of Engineering at Oregon State University. It is essential to me to keep a close connection to my alma maters and communities I grew up in, helping to shape and improve them for future generations.

Attached you will find my professional resume. I would be more than happy to meet with you or the committee at your convenience to discuss a possible nomination in person.

Thank you for your consideration,

Travis C. Smith, PE, SE
503-881-3371

Travis C. Smith, PE, SE

2623 Abbey Ln. SE • Salem, Oregon 97317 • 503-881-3371 • traviscsmith123@gmail.com

SUMMARY

Licensed Professional Engineer (OR, CA) and Structural Engineer (OR) with over 10 years of structural engineering experience. Worked on a variety of projects which included designing with steel, concrete (including post tensioned), wood, CMU, light gage, and aluminum. Experienced project manager that is skilled at communicating effectively with others, analyzing complex situations, and utilizing a variety of computer programs.

EDUCATION

Master of Engineering in Civil Engineering, Structures
College of Engineering, Oregon State University

Graduated June 2012

Bachelor of Science in Civil Engineering
College of Engineering, Oregon State University

Graduated June 2011

WORK EXPERIENCE

Structural Engineer

June 2012 – Present

KPFF Consulting Engineers, Portland, Oregon

- Project manager for North Salem High School Renovation and Addition. Included over 140,000 sq. ft. of new classrooms, gyms, athletic facilities, and commons. Worked closely with the architect and contractor to design the structure and meet aggressive deadlines throughout the project.
- Project manager for the Agricultural Complex at Chemeketa Community College. Designed the first public building completed in the United States using Mass Plywood Panels (MPP) as the gravity roof system.
- Project manager for several multi-family 5-over-1 type construction projects. Designed PT slabs, concrete shear walls, wood framing and wood shear walls. Worked closely with the general contractor and their subs throughout construction.
- Project manager for Domaine Willamette, a new wine tasting facility for Willamette Valley Vineyards in Dundee, OR. Building was a high-end design facility using concrete, wood, and steel structural elements.

Adjunct Instructor

September 2022 - Present

Oregon State University, Corvallis, Oregon

- Teaching the senior design capstone project course which combines the various civil engineering disciplines into one course and allows the students to design a real work project.
- Work with industry professionals provide input and feedback to the students during the course
- Work with other professors within the College of Engineering to create the coursework and lectures for the classes

Oregon State Fair Supervisor

June 2009 – September 2009, June 2011 – September 2011

Oregon State Fair Grounds, Salem, Oregon

- Organized and set up Farm, Garden and Floral department at the Oregon State Fair
- Managed a team before, during and after the fair
- Contacted and worked with several community organizations that participated in the Farm & Garden Displays
- Contacted and organized judges for all the events within the department

SKILLS & CERTIFICATIONS

- Registered Professional Engineer, Oregon (84989PE; exp. June 30, 2024)
- Registered Professional Engineer, California (83782; exp. March 31, 2023)
- Communication skills: Technical writing and public speaking
- Computer Skills:
 - Auto CAD
 - Microsoft Office Suite
 - RAM Structural Systems
 - REVIT
 - Bluebeam Revu PDF
 - Risa 2D and Risa