



Oregon State Fair Council Meeting Notice & Agenda

Thursday, December 9, 2021

By Zoom Meeting Only Due To COVID-19 Restrictions On Gatherings

Public Session Begins at 1:30 pm

Zoom Information For Public Session: <https://us06web.zoom.us/j/84229417028>

Council Members

Kevin Cameron, Chair

Vicki Berger, Vice Chair

Loyal Burns

Jon Chandler

Leah Hagele- Perkins

George Jennings

Dayna Jung

Austin McGuigan

Arnie Roblan

Craig Smith

Advisory Members

Representative Paul Evans

Senator Bill Hansell

Salem City Manager Steve Powers

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.



Oregon State Fair Council Meeting Notice & Agenda

Thursday, December 9, 2021

By Zoom Meeting Only Due To COVID-19 Restrictions On Gatherings

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Zoom Information For Public Session: <https://us06web.zoom.us/j/84229417028>

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 21, 2021
- V. Public Comment on Agenda Items
- VI. Council Chair's Report
- VII. CEO's Report
- VIII. Information Items
 - a. Fair Foundation Report- Presented by Debbie McCune
- IX. Action Items
 - a. State Fair Council
 - i. Financial Statement 1/1/2021-8/31/2021
 - ii. Financial Statement 1/1/2021-9/31/2021
 - iii. Proposed Meeting Schedule
 - b. Committee Reports and Action Thereon
 - i. Governmental Affairs Committee
 - ii. Nominating Committee
 1. Nominations
 - Council- Chair, and Vice Chair
 - Executive Committee- Chair, Members
 - Governmental Affairs Committee- Chair
- X. Possible Public Comment and Action Regarding Salary Director/CEO
- XI. Executive Session (Closed Session):
 - a. Pursuant to ORS 192.660(2)(a) Discussion Regarding Salary of Director/CEO (Information Only)
- XII. Reconvene Public Session
 - a. Action Regarding Salary of Director/CEO
- XIII. Public Comments on Non-Agenda Items
- XIV. Council Members' Comments
- XV. Adjourn



Oregon State Fair Council Meeting – December 9, 2021

Agenda Item: IV.a. [For Action]
Council Meeting Minutes of October 21, 2021



Minutes of the Oregon State Fair Council Regular Meeting

October 21, 2021

By Zoom Due to COVID-19 and Social Distancing requirements

Audio Recorded: Yes

I. Call to Order: The meeting convened at 1:30 p.m. with Chair Cameron presiding.

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

Present:

Vicki Berger, Vice Chair
Loyal Burns, Council Member
George Jennings, Council Member
Austin McGuigan, Council Member
Leah Perkins-Hagele, Council Member
Steve Powers, Advisory Council Member
Arnie Roblan, Council Member
Craig Smith, Council Member
Sen. Bill Hansel, Advisory Council Member
Kim Grewe-Powell, Director/CEO

Non-Present:

Kevin Cameron, Chair
Jon Chandler, Council Member
Dana Jung, Council Member
Rep. Paul Evans, 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 October 21, 2021:** Vice-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 Jennings and seconded by Council Member Smith to approve the minutes as presented. The motion carried unanimously.

V. Public Comment on Agenda Items: None

VI. Council Chair's Report: Vice-Chair Berger shared that Chair Cameron was taking care of his Commissioner duties and unable to attend today's meeting.

VII. CEO's Report: CEO Kim Grewe-Powell shared a recap of the 2021 Oregon State Fair. The fair was executed with two months' notice. She shared how challenging it was to pivot for the mask mandate implemented two days before opening day. She also shared all the effort put forth by the media and marketing team, and staff. Many people did not wear their masks. As expected, gate admissions were affected by Covid-19 and the mask mandate. Admissions were down 209,086, down 31.9%, down from 2019. Carnival sales were strong. Alcohol sales were up. Sponsorship revenues were down by 5%, which was thanks to a great job by Green Cactus. Two concerts sold out Chicago, and John Pardi. Creative Living and Livestock entries were down from previous years. The team rose to the occasion with all the pivoting and issues this year's fair brought.

Vice-Chair Berger asked how the crowds received the entertainment lineup. CEO Grewe-Powell responded that entertainment was well received. She has not received the final report from the Entertainment Manager.

Council Member Jennings observed how diverse the crowd was and a strong indication of the great messaging going out to the public. It was more diverse than years ago.

Advisory Council Member Senator Hansel discussed Pendleton Roundup and the effects of Covid at that event.

Council Member McGuigan asked if the additional funding for entertainment was worth it. CEO Kim Grewe-Powell said she believed adding additional concerts to the lineup allowed people to spend more money and helped to add diversity to the lineup.

2021 vs 2019 Categories Revenue

Admission	-7.20%
Carnival	23.91%
Food & Beverage	-5.73%
Sponsors	-.89%

Over the next few months, weekends are busy. Weekdays are not as full as most businesses are still meeting virtually. The past clientele who had to reschedule have scheduled for 2022. OSFEC is down 37 events compared to September to December 2019. An increase in Cultural events is helping the bottom line and may help in revenue being up for 2021. Salem Health will be using the Pavilion for Covid-19 Boosters shots Thursday from 12 am-6 pm, and my increase to three days if there is a good response.

Wayne Petersen, Director of Expo Events and Commercial and Food Vendors, will be retiring on October 1st, 2022. Ronda Sherman will be joining OSFEC as his replacement.

VIII. Information Items:

- a. **Fair Foundation Report:** Oregon Harvest Celebration kicked off the opening night of the 2021 Oregon State Fair with two hundred tickets sold for the event. The Fair Foundation lost nine wineries the week of the event due to the changes in the mask mandate. The Foundation made \$13,500 in sponsorship revenue, all in thanks in to part to the Fair Foundation members. Five Guys Named Moe entertained the crowd. Attendees stayed and enjoined the venue until 10:00 pm. The Foundation decided they would not hold an event in 2022. The Fair Foundation will work on building up its team and messaging about the mission of the Foundation. Ms. McCune asked if the Council Member had any suggestions for Fair Foundation Members. A list of current Fair Foundation Member will be sent to the Council. Fair Foundation meetings will be quarterly.

IX. Action Items

a. State Fair Council

- i. **Financial Statement 1/1/2021-6/30/2021:** Charlene Ewing, OSFEC Administrative Supervisor, discussed with The Council that the statements reflect no change from 2020 until July when expenses go up because all departments started planning and getting ready for the Oregon State Fair. An increase in revenue is not reflected until August after the fair begins.
- ii. **Financial Statement 1/1/2021-7/30/2021:** Council Member Smith moved to accept Financial Statements (FS 1/1/2021-6/30/2021, and FS 1/1/2021-6/30/2021) as presented, and Council Member Roblan seconded the motion. The motion carried Unanimously.

b. Committee Reports and Action Thereon

- i. **Executive Committee- Report of Executive Committee Meeting 9/23/2021**

1. Fully Executed LRS Architects Contract
2. Professional Services Proposal OSFEC Preservation and Capital Improvements

Tom Wood introduced himself and gave an overview of the contract signed on September 23, 2021, between the OSFEC Council and LRS Architects of Portland. LRS is finishing its consulting contracts with mechanical design, electrical design, plumbing, structural design, civil engineering, and historic preservation. LRS should have these contracts completed within the week. LRS will conduct a design walk thru when all subcontracts are in place. The team has great ideas and background in historic preservation and is excited for the projects ahead.

Council Member Roblan added that it would be good to keep the updates on the project top of mind when going to the legislature during the short session so they see how we fix the fair. CEO Grewe-Powell reminded everyone that a list of immediate projects that needed funding was given to DAS a while ago. DAS said they would submit the list.

- ii. **Governmental Affairs Committee:** This committee will need a new chair.
- iii. **Nominating Committee:** The council will look to see if new members are needed in the near future.

X. Public Comments on Non-Agenda items: None

XI. Council Members' Comments: Council Member Jennings reminded everyone that in a report the state provided The Council, it stated that the fairgrounds were behind about \$20,000,000 in regular maintenance.

Council Member Roblan said the state was reminded how important the fairgrounds are in the event of an emergency, and how important it is that regular maintenance be kept.

CEO Grewe-Powell shared that the following meeting will be changed due to scheduling conflicts.

November 18, 2021 to November 4, 2021

December 16, 2021 to December 9, 2021

XII. Adjourn: There being no further business the meeting was adjourned at 2:15 pm.

Meeting Materials:

Agenda

Council Meeting Minutes July 22, 2021

Financial Statement 1/1/2021-6/30/2021

Financial Statement 1/1/2021-7/30/2021

Fully Executed LRS Architects Contract

Professional Services Proposal OSFEC Preservation and Capital Improvements



Oregon State Fair Council Meeting – December 9, 2021

Agenda Item: IX.a.i.[For Action]

Financial Statement 1/1/2021-8/31/2021

Oregon State Fair Council
Unaudited Balance Sheet
As of August 31, 2021

	Aug 31, 21
ASSETS	
Current Assets	
Checking/Savings	
10000 · Maps Checking Account	4,586.21
10100 · Maps Savings Account	5,025.45
10120 · USB - Operating Acct - 5013	-168,451.13
10121 · USB - Payroll Acct - 3265	20,220.00
10122 · USB - Premium Acct - 5021	5,847.00
10125 · USB - Mrchnt Pre-Sales - 2438	6,121.95
10127 · USB - Fair Admission -5088	94,293.31
10128 · USB - Office Expo - 5104	16,020.53
10129 · USB - Show Works - 5120	27,080.88
10130 · USB - Camp Ground - 5138	42,118.08
10131 · USB - Office FAIR - 5112	388,167.86
10150 · Petty Cash Box - Fair	270.90
10151 · Creative Living Change Fund	50.00
10156 · Petty Cash - Presales Fair	2,820.00
10200 · State Treasury Fund Account	2,039,919.73
10300 · Cash Fund - Money Room	280,000.00
Total Checking/Savings	2,764,090.77
Accounts Receivable	
11000 · Accounts Receivable	97,282.00
Total Accounts Receivable	97,282.00
Other Current Assets	
12000 · Prepaid Contract Payroll	300,000.00
12005 · Prepaid FCC 10 Yr License	1,470.00
12030 · Prepaid FSA Funding	341.20
13000 · Prepaid Contracts	3,149.94
Total Other Current Assets	304,961.14
Total Current Assets	3,166,333.91
Other Assets	
19000 · Capital Investments- SF Council	1,703,685.64
Total Other Assets	1,703,685.64
TOTAL ASSETS	4,870,019.55
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	172,668.59
Total Accounts Payable	172,668.59
Credit Cards	
20040 · US Bank Credit Card - Mike	443.08
20035 · US Bank Credit Card - Charlene	623.48
20020 · US Bank Credit Card - Kim	14,836.21
20025 · US Bank Credit Card - Wayne	287.36
Total Credit Cards	16,190.13
Other Current Liabilities	
20100 · Deferred Rent Income - MCFair	298,000.00

Oregon State Fair Council
Unaudited Balance Sheet
As of August 31, 2021

	<u>Aug 31, 21</u>
20200 · Deferred Income - Fair	1,459,241.01
20515 · Deferred Income - Expo	304,284.00
24000 · Payroll Liabilities	<u>61,418.30</u>
Total Other Current Liabilities	2,122,943.31
Total Current Liabilities	<u>2,311,802.03</u>
Total Liabilities	2,311,802.03
Equity	
25000 · State Parks Opening Bal	3,014,804.40
25020 · State Biennium Fund 2015-2017	1,015,299.00
32000 · Retained Earnings	1,540,221.26
32001 · Ret Earn - Facility Assess Cost	-254,738.00
32050 · Restricted Net Posititon	7,929.02
Net Income	<u>-2,765,298.16</u>
Total Equity	<u>2,558,217.52</u>
TOTAL LIABILITIES & EQUITY	<u><u>4,870,019.55</u></u>

12/03/21
Accrual Basis

Oregon State Fair Council
Unaudited Profit & Loss - Total
January through August 2021

	<u>Jan - Aug 21</u>
Ordinary Income/Expense	
Income	
Administration Revenue	8,623.44
Operations Revenue	35,532.00
Expo Center Revenue	195,877.34
State Fair Revenue	160,317.27
Total Income	<u>400,350.05</u>
Gross Profit	400,350.05
Expense	
Suspense	-862.70
Salaries & Wages - Permanent	246,217.69
Contracted Labor - PT/Snl/Temp	23,054.37
Employee Benefits - ER Exp	74,533.84
Payroll Tax - Employer's Share	29,657.10
Professional Services Exp.	134,367.17
Council Expense	61.97
Travel/Training/Relocation - EE	8,860.26
Supplies & Expenses	70,926.08
Dues and Subscriptions	4,389.12
Insurance	156,397.50
Utilities-Elec, Gas, Water, Trash	301,442.21
Maint. and Repairs of Equipment	2,922.10
Maint. of Buildings and Grounds	248,485.21
Special Repairs & Maint.	149.95
Marketing Expenses	4,135.76
Vehicle Expenses	6,786.72
Bank Fees	16,707.28
Equipment Purchase <\$5k	1,827.13
Permits, Licenses	2,007.75
State Fair Administrative Exp.	8,912.99
State Fair Marketing Expenses	552,596.52
State Fair Operations Expenses	289,011.16
State Fair Attractions Expenses	825,227.60
State Fair Exhibits Expenses	144,925.03
Charitable Contributions	618.40
Total Expense	<u>3,153,358.21</u>

Oregon State Fair Council
Unaudited Profit & Loss - Total
January through August 2021

12/03/21
Accrual Basis

	<u>Jan - Aug 21</u>
Net Ordinary Income	-2,753,008.16
Other Income/Expense	
Other Expense	
Special Projects Expense	11,630.00
90700 - Bond Project Exp	660.00
Total Other Expense	<u>12,290.00</u>
Net Other Income	<u>-12,290.00</u>
Net Income	<u><u>-2,765,298.16</u></u>

Oregon State Fair Council

Unaudited Profit & Loss by Class - Exclude NonCash

January through August 2021

12/03/21

Accrual Basis

	Admin	Operations	Expo	Fair	TOTAL
Ordinary Income/Expense					
Income					
Administration Revenue	8,623.44	0.00	0.00	0.00	8,623.44
Operations Revenue	0.00	11,844.00	0.00	0.00	11,844.00
Expo Center Revenue	0.00	0.00	195,877.34	0.00	195,877.34
State Fair Revenue	0.00	0.00	0.00	160,317.27	160,317.27
Total Income	8,623.44	11,844.00	195,877.34	160,317.27	376,662.05
Gross Profit	8,623.44	11,844.00	195,877.34	160,317.27	376,662.05
Expense					
Suspense	126.26	0.00	0.00	11.04	137.30
Salaries & Wages - Permanent	199,529.23	46,688.46	0.00	0.00	246,217.69
Contracted Labor - PT/Snl/Te...	0.00	11,439.96	11,366.55	247.86	23,054.37
Employee Benefits - ER Exp	55,939.16	10,118.82	4,237.93	4,237.93	74,533.84
Payroll Tax - Employer's Share	18,986.15	4,892.17	0.00	5,530.99	29,409.31
Professional Services Exp.	49,597.24	82,391.79	39.44	2,338.70	134,367.17
Council Expense	61.97	0.00	0.00	0.00	61.97
Travel/Training/Relocation - ...	5,860.26	0.00	0.00	3,000.00	8,860.26
Supplies & Expenses	8,217.01	22,208.75	950.00	39,550.32	70,926.08
Dues and Subscriptions	3,189.12	0.00	0.00	1,200.00	4,389.12
Insurance	30,227.18	25,234.18	50,468.57	50,467.57	156,397.50
Utilities-Elec,Gas,Water, Trash	3,256.78	298,185.43	0.00	0.00	301,442.21
Maint. and Repairs of Equip...	0.00	2,922.10	0.00	0.00	2,922.10
Maint. of Buildings and Grou...	0.00	219,033.21	0.00	5,764.00	224,797.21
Special Repairs & Maint.	0.00	149.95	0.00	0.00	149.95
Marketing Expenses	40.25	0.00	3,263.01	832.50	4,135.76
Vehicle Expenses	0.00	5,405.82	0.00	1,380.90	6,786.72
Bank Fees	6,014.02	0.00	1,329.53	9,363.73	16,707.28
Equipment Purchase <\$5k	658.14	1,168.99	0.00	0.00	1,827.13
Permits, Licenses	400.00	569.75	222.50	815.50	2,007.75
State Fair Administrative Exp.	0.00	0.00	0.00	8,912.99	8,912.99
State Fair Marketing Expenses	0.00	0.00	0.00	552,596.52	552,596.52
State Fair Operations Expen...	0.00	1,161.62	0.00	287,849.54	289,011.16
State Fair Attractions Expen...	0.00	0.00	0.00	825,227.60	825,227.60
State Fair Exhibits Expenses	556.00	2,729.10	0.00	141,639.93	144,925.03
Charitable Contributions	618.40	0.00	0.00	0.00	618.40
Total Expense	383,277.17	734,300.10	71,877.53	1,940,967.62	3,130,422.42

Oregon State Fair Council

Unaudited Profit & Loss by Class - Exclude NonCash

12/03/21

Accrual Basis

January through August 2021

	Admin	Operations	Expo	Fair	TOTAL
Net Ordinary Income	-374,653.73	-722,456.10	123,999.81	-1,780,650.35	-2,753,760.37
Other Income/Expense					
Other Expense					
Special Projects Expense	0.00	12,050.00	-420.00	0.00	11,630.00
90700 - Bond Project Exp	0.00	660.00	0.00	0.00	660.00
Total Other Expense	0.00	12,710.00	-420.00	0.00	12,290.00
Net Other Income	0.00	-12,710.00	420.00	0.00	-12,290.00
Net Income	<u>-374,653.73</u>	<u>-735,166.10</u>	<u>124,419.81</u>	<u>-1,780,650.35</u>	<u>-2,766,050.37</u>

Oregon State Fair Council

Unaudited Profit & Loss by Class - NonCash Trade Only

12/03/21

Accrual Basis

January through August 2021

	NonCash-Trade	TOTAL
Ordinary Income/Expense		
Income		
Operations Revenue	23,688.00	23,688.00
Total Income	23,688.00	23,688.00
Gross Profit	23,688.00	23,688.00
Expense		
Maint. of Buildings and Gro...	23,688.00	23,688.00
Total Expense	23,688.00	23,688.00
Net Ordinary Income	0.00	0.00
Net Income	0.00	0.00



Oregon State Fair Council Meeting – December 9, 2021

Agenda Item: IX.a.ii.[For Action]

Financial Statement 1/1/2021-9/30/2021

Oregon State Fair Council
Unaudited Balance Sheet
As of September 30, 2021

Sep 30, 21

ASSETS

Current Assets

Checking/Savings

10000 · Maps Checking Account	4,586.21
10100 · Maps Savings Account	5,025.45
10120 · USB - Operating Acct - 5013	2,420,144.49
10121 · USB - Payroll Acct - 3265	21,421.44
10122 · USB - Premium Acct - 5021	-43,220.00
10125 · USB - Mrchnt Pre-Sales - 2438	6,109.00
10127 · USB - Fair Admission -5088	384,810.79
10128 · USB - Office Expo - 5104	27,533.14
10129 · USB - Show Works - 5120	27,636.79
10130 · USB - Camp Ground - 5138	42,513.66
10131 · USB - Office FAIR - 5112	385,422.55
10150 · Petty Cash Box - Fair	270.90
10156 · Petty Cash - Presales Fair	2,636.00
10200 · State Treasury Fund Account	2,039,919.73

Total Checking/Savings 5,324,810.15

Accounts Receivable

11000 · Accounts Receivable	97,282.00
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Total Accounts Receivable 97,282.00

Other Current Assets

12005 · Prepaid FCC 10 Yr License	1,470.00
12030 · Prepaid FSA Funding	341.20
13000 · Prepaid Contracts	2,644.40

Total Other Current Assets 4,455.60

Total Current Assets 5,426,547.75

Other Assets

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

TOTAL ASSETS 7,130,233.39

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

20000 · Accounts Payable	225,843.95
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Total Accounts Payable 225,843.95

Credit Cards

20040 · US Bank Credit Card - Mike	1,305.76
20035 · US Bank Credit Card - Charlene	2,905.33
20020 · US Bank Credit Card - Kim	15,987.39
20025 · US Bank Credit Card - Wayne	1,173.28

Total Credit Cards 21,371.76

Other Current Liabilities

20100 · Deferred Rent Income - MCFair	298,000.00
20200 · Deferred Income - Fair	53,918.39
20515 · Deferred Income - Expo	333,599.00

Oregon State Fair Council
Unaudited Balance Sheet
As of September 30, 2021

	<u>Sep 30, 21</u>
24000 · Payroll Liabilities	67,289.78
Total Other Current Liabilities	<u>752,807.17</u>
Total Current Liabilities	<u>1,000,022.88</u>
Total Liabilities	1,000,022.88
Equity	
25000 · State Parks Opening Bal	3,014,804.40
25020 · State Biennium Fund 2015-2017	1,015,299.00
32000 · Retained Earnings	1,540,221.26
32001 · Ret Earn - Facility Assess Cost	-254,738.00
32050 · Restricted Net Posititon	7,929.02
Net Income	<u>806,694.83</u>
Total Equity	<u>6,130,210.51</u>
TOTAL LIABILITIES & EQUITY	<u><u>7,130,233.39</u></u>

12/03/21
Accrual Basis

Oregon State Fair Council
Unaudited Profit & Loss - Total
January through September 2021

	<u>Jan - Sep 21</u>
Ordinary Income/Expense	
Income	
Administration Revenue	8,623.44
Operations Revenue	39,480.00
Expo Center Revenue	256,430.02
State Fair Revenue	5,795,411.95
Total Income	<u>6,099,945.41</u>
Gross Profit	6,099,945.41
Expense	
Suspense	45,702.30
Salaries & Wages - Permanent	295,662.66
Contracted Labor - PT/Snl/Temp	31,171.23
Employee Benefits - ER Exp	87,968.01
Payroll Tax - Employer's Share	41,281.84
Professional Services Exp.	142,621.88
Council Expense	61.97
Travel/Training/Relocation - EE	14,470.75
Supplies & Expenses	72,319.51
Dues and Subscriptions	5,068.12
Insurance	156,897.50
Utilities-Elec,Gas,Water, Trash	332,359.27
Maint. and Repairs of Equipment	3,407.10
Maint. of Buildings and Grounds	272,288.34
Special Repairs & Maint.	149.95
Marketing Expenses	4,214.76
Vehicle Expenses	6,786.72
Bank Fees	25,517.01
Doubtful Debt Expense	1,700.00
Equipment Purchase <\$5k	1,827.13
Permits, Licenses	2,007.75
State Fair Administrative Exp.	41,519.84
State Fair Marketing Expenses	586,935.68
State Fair Operations Expenses	1,239,383.77
State Fair Attractions Expenses	1,424,505.67
State Fair Exhibits Expenses	443,793.42
Charitable Contributions	<u>618.40</u>

Oregon State Fair Council
Unaudited Profit & Loss - Total
January through September 2021

12/03/21
Accrual Basis

	<u>Jan - Sep 21</u>
Total Expense	5,280,240.58
Net Ordinary Income	819,704.83
Other Income/Expense	
Other Expense	
Special Projects Expense	12,350.00
90700 · Bond Project Exp	660.00
Total Other Expense	13,010.00
Net Other Income	-13,010.00
Net Income	<u>806,694.83</u>

Oregon State Fair Council

Unaudited Profit & Loss by Class - Exclude NonCash

January through September 2021

12/03/21

Accrual Basis

	Admin	Operations	Expo	Fair	TOTAL
Ordinary Income/Expense					
Income					
Administration Revenue	8,623.44	0.00	0.00	0.00	8,623.44
Operations Revenue	0.00	15,792.00	0.00	0.00	15,792.00
Expo Center Revenue	0.00	0.00	256,430.02	0.00	256,430.02
State Fair Revenue	0.00	0.00	0.00	5,795,411.95	5,795,411.95
Total Income	<u>8,623.44</u>	<u>15,792.00</u>	<u>256,430.02</u>	<u>5,795,411.95</u>	<u>6,076,257.41</u>
Gross Profit	8,623.44	15,792.00	256,430.02	5,795,411.95	6,076,257.41
Expense					
Suspense	126.26	0.00	0.00	46,576.04	46,702.30
Salaries & Wages - Permanent	233,357.85	59,702.79	0.00	2,602.02	295,662.66
Contracted Labor - PT/Snl/Te...	0.00	16,916.12	14,007.25	247.86	31,171.23
Employee Benefits - ER Exp	69,373.33	10,118.82	4,237.93	4,237.93	87,968.01
Payroll Tax - Employer's Share	22,710.04	5,930.37	0.00	12,393.64	41,034.05
Professional Services Exp.	55,967.41	84,097.33	218.44	2,338.70	142,621.88
Council Expense	61.97	0.00	0.00	0.00	61.97
Travel/Training/Relocation - ...	8,124.27	0.00	0.00	6,346.48	14,470.75
Supplies & Expenses	9,888.36	21,009.61	950.00	40,471.54	72,319.51
Dues and Subscriptions	3,868.12	0.00	0.00	1,200.00	5,068.12
Insurance	30,227.18	25,234.18	50,468.57	50,967.57	156,897.50
Utilities-Elec,Gas,Water, Trash	3,427.08	328,932.19	0.00	0.00	332,359.27
Maint. and Repairs of Equip...	0.00	3,407.10	0.00	0.00	3,407.10
Maint. of Buildings and Grou...	0.00	242,836.34	0.00	5,764.00	248,600.34
Special Repairs & Maint.	0.00	149.95	0.00	0.00	149.95
Marketing Expenses	40.25	0.00	3,342.01	832.50	4,214.76
Vehicle Expenses	0.00	5,405.82	0.00	1,380.90	6,786.72
Bank Fees	6,014.02	0.00	1,329.53	18,173.46	25,517.01
Doubtful Debt Expense	0.00	0.00	0.00	1,700.00	1,700.00
Equipment Purchase <\$5k	658.14	1,168.99	0.00	0.00	1,827.13
Permits, Licenses	400.00	569.75	222.50	815.50	2,007.75
State Fair Administrative Exp.	0.00	0.00	0.00	41,519.84	41,519.84
State Fair Marketing Expenses	0.00	0.00	0.00	586,935.68	586,935.68
State Fair Operations Expen...	88.80	1,161.62	0.00	1,238,133.35	1,239,383.77
State Fair Attractions Expen...	0.00	0.00	0.00	1,424,505.67	1,424,505.67
State Fair Exhibits Expenses	556.00	2,729.10	0.00	440,508.32	443,793.42
Charitable Contributions	618.40	0.00	0.00	0.00	618.40

Oregon State Fair Council

Unaudited Profit & Loss by Class - Exclude NonCash

12/03/21

Accrual Basis

January through September 2021

	<u>Admin</u>	<u>Operations</u>	<u>Expo</u>	<u>Fair</u>	<u>TOTAL</u>
Total Expense	445,507.48	809,370.08	74,776.23	3,927,651.00	5,257,304.79
Net Ordinary Income	-436,884.04	-793,578.08	181,653.79	1,867,760.95	818,952.62
Other Income/Expense					
Other Expense					
Special Projects Expense	0.00	12,770.00	-420.00	0.00	12,350.00
90700 - Bond Project Exp	0.00	660.00	0.00	0.00	660.00
Total Other Expense	0.00	13,430.00	-420.00	0.00	13,010.00
Net Other Income	0.00	-13,430.00	420.00	0.00	-13,010.00
Net Income	<u>-436,884.04</u>	<u>-807,008.08</u>	<u>182,073.79</u>	<u>1,867,760.95</u>	<u>805,942.62</u>

Oregon State Fair Council

Unaudited Profit & Loss by Class - NonCash Trade Only

12/03/21

Accrual Basis

January through September 2021

	NonCash-Trade	TOTAL
Ordinary Income/Expense		
Income		
Operations Revenue	23,688.00	23,688.00
Total Income	23,688.00	23,688.00
Gross Profit	23,688.00	23,688.00
Expense		
Maint. of Buildings and Gro...	23,688.00	23,688.00
Total Expense	23,688.00	23,688.00
Net Ordinary Income	0.00	0.00
Net Income	<u>0.00</u>	<u>0.00</u>



Oregon State Fair Council Meeting – December 9, 2021

Agenda Item: IX.a.iii.[For Action]
Proposed Meeting Schedule



Proposed Meetings Scheduled for 2022

Thursday, January 13, 2022, 1:30 PM

Thursday, March 17, 2022, 1:30 PM

Thursday, May 19, 2022, 1:30 PM

Thursday, July 21, 2022, 1:30 PM

Thursday, October 20, 2022, 1:30 PM

Thursday, December 8, 2022, 1:30 PM

Meeting notices, and Materials will be available on www.oregonstatefaircouncil.org

This schedule is subject to change. All meeting changes shall have proper notification.