



Oregon State Fair Council Meeting Notice & Agenda

Thursday, January 30th, 2025, at 1:30 P.M.

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

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

Zoom Meeting Link:

https://us06web.zoom.us/join/ztZEtF-qhrz8oGdM9CzeNNiGUXIEcYYdtj_7V

Meeting ID # 850 8391 4237

Passcode# 423346

Council Members

Loyal Burns, Chair

Joel Conder, Vice Chair

Jon Chandler

Soraida Cross

Geoff Hinds

Austin McGuigan

Arnie Roblan

Craig Smith

Travis Smith

Advisory Members

Representative Paul Evans

Our Mission

The Mission of the Oregon State Fair & Exposition Center is to provide a reason and a place for all people to gather, connect and Learn, embrace excellence in all forms, and celebrate the achievements of Oregonians.

Our Vision

We envision a relevant Oregon State Fair & Exposition Center that embodies good stewardship of the public's trust and serves as a self-sustaining asset for Oregonians to treasure long into the future.

Public Comments

The Oregon State Fair Council values the input of citizens in making important decisions that affect the Oregon State Fair and Exposition Center. The Oregon State Fair Council also believes in the right for interested parties to observe Oregon State Fair Council meetings. Working to ensure the general public has the opportunity to attend Council meetings and offer public comment, to ensure that the Council can conduct its business, the following guidelines apply to all public comment.

- The Council will have two sign-up sheets at a table in the meeting room 15 minutes before the scheduled meeting for those wishing to speak on agenda items or non-agenda subjects. Individuals may sign up in person, or in advance or on our website, <https://oregonstatefaircouncil.org/meetings-1>, in advance of the meeting via email. Email requests should include the date the requester wishes to speak, the requester's name, phone number, and the agenda item or topic of their comments.
- Public comment on agenda items before the Council: individuals on the list will be called to testify before actions on these items are taken. On the sign-up sheet, list your name, address, and the agenda item upon which you wish to be heard.
- Public Comment on Non-Agenda items during Oregon State Fair Council Meetings: list your name, address, and the subject matter upon which you wish to be heard.
- You will have 3 minutes to testify.
- When you are called to come forward to speak, state and spell your name for the recorded record of the meeting.
- Council members may ask questions to clarify your testimony but will not engage in a discussion with you. Public Comment allows the Council and CEO to hear issues that interest our citizens but does not allow an opportunity for dialogue between the Speaker, Council, or Administrators.
- If the Council determines that follow-up is necessary, you may be referred to the CEO or an item may be placed on a future Council agenda.
- If you wish to submit written testimony before or at the meeting, please provide 15 copies.
- The public may not use videos or PowerPoint presentations to accompany their testimony without prior approval by the Council Chair.
- Speakers are expected to address the Council without yelling, name calling, using abusive or foul language or other behavior or speech that negatively impact the efficiency of the Council meeting.



Oregon State Fair Council Meeting Notice & Agenda Thursday, January 30th, 2025, at 1:30 P.M.

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

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

Zoom Meeting Link:

https://us06web.zoom.us/join/ztEtf-qhrz8oGdM9CzeNNiGUXIEcYYdtj_7V

Meeting ID # 850 8391 4237

Passcode# 423346

Agenda

1:30 pm – Public Session

- Call to Order
- Roll Call
- Pledge of Allegiance
- Minutes:
 - Council Meeting of November 21st, 2024 – motion needed
- Reports:
 - Council Chair Report – Loyal Burns
 - CEO Report – Kim Grewe-Powell
 - Financial Statements 01/01/2024-12/31/2024 – motion needed
 - P&L Budget vs Actual 2024
 - P&L Previous Year Comparison 24-23
 - 2025 Proposed Budget – motion needed
 - Fair Foundation Report – Debbie McCune
- Public Comments
- Committee Report:
 - Executive Committee
 - Governmental Affairs
 - Nominating Committee
- Old Business:
 - Create a committee to work on the by-laws and CEO review.
- Adjourn



Oregon State Fair Council Meeting-January 30th, 2025

Agenda Item: (For Action) Council

Meeting Minutes of November 21st, 2024



Minutes of the Oregon State Fair Council Regular Meeting

November 21st, 2024

Zoom Meeting

Audio Recorded: Yes

- **Call to Order:** The meeting convened at 1:35 PM with Chair Burns presiding.
- **Roll Call:** The attendance by virtual/Zoom, was recorded as shown below:

Present:

Loyal Burns, Chair
Joel Conder, Vice Chair
Vicki Berger, Council Member
Soraida Cross, Council Member
Geoff Hinds, Council Member
Craig Smith, Council Member
Travis Smith, Council Member
Scott Archer, Advisory Council Member
Kim Grewe-Powell, Director/CEO

Non-Present:

Jon Chandler, Council Member
Austin McGuigan, Council Member
Arnie Roblan, Council Member
Rep. Paul Evans, Advisory Council Member
Sen. Bill Hansell, Advisory Council Member

Other-Present:

Deborah Hall, Accounts Payable & Office Lead

- **Pledge of Allegiance:** The Pledge of Allegiance was made by all parties present.
- **Approval of Minutes:**
 - Chair Loyal Burns stated that the Council will review the minutes from July 18th 2024 Council meeting. Chair Loyal Burns asked for a motion to approve the minutes. Hearing none, Vice Chair, Joel Conder motioned to approve the minutes, and seconded by Council Member Craig Smith to approve the minutes as presented. The motion carried unanimously.
 - **Action Item:** None

- **Reports:**

- **Council Chair's Report:** Chair Loyal Burns expressed his satisfaction with the progress of OSFEC and the direction it is heading. He also commended the financial reports presented, which he noted he was very happy with.
- **CEO Report:** CEO Kim Grewe-Powell welcomed Curt Henckel, the newest member of the OSFEC team, as Director of Operations, expressing her excitement about his addition to the organization. CEO Grewe-Powell stated that she is very excited to have Curt join the OSFEC team.

She proudly announced that the Oregon State Fair was recognized by MSN as one of the top 20 State Fairs in the United States. This year, the fair attracted 301,195 attendees.

CEO Grewe-Powell noted that while sponsorships performed well, they did not meet her expectations. To address this, a new sponsorship team has been hired for OSFEC.

Rainier Amusement provided 58 rides this year, including nine new. Among them, The Big Splash was particularly popular.

In Livestock, there were 5,165 entries, 468 exhibitors, 204 divisions, 4,428 classes with 4,322 premium payments issued.

The Creative Living program reported 3,832 entries, 4,114 volunteer hours, and the donation of 2,564 meals to Food Share.

- **Entertainment Report:** Eric Marcus reported that customer service was exceptional this year, and OSF achieved notable diversity milestones across concerts, ground attractions, and performers throughout the grounds. He highlighted that the Family Fun Camp, offered free to patrons with an admission ticket, was well received. A new addition to OSF this year, the nightly Drone Show, proved to be a significant hit. Popular attractions such as the Sea Lion, High Dive, and Puppy Pals shows consistently drew packed crowds. Additionally, concert ticket sales saw a significant increase. There were 18,317 concert tickets sold at OSF 2024.
- **Marketing Presentation:** Royle Johnson reported the marketing team highlighted the excitement and heavy engagement on social media related to concert announcements and advertising managed by Royle Media. These announcements drew visitors to OSF from across the region.

Digital impressions across Facebook, Instagram, and TikTok totaled 11,326,575, showcasing the impact of their digital marketing efforts. A significant focus was placed on expanding the social media subscriber list, leveraging the ticketing platform to add customers to OSF's email list. Email and social media were identified as the primary communication channels with the public. This year, OSF sent 27 eBlasts to 117,750 subscribers, a 90% increase from 2022. Additionally, OSF reported 71,858 Facebook fans and 3.5 million website page views.

- **Public Safety Report:** Jim Krieger reported that Public Safety focused on the deficiencies from the year prior. It had a lot to do with the weapons detectors at the gates and the personnel who were not equipped to handle the procedures for the weapons detectors. OSFEC hired a new company for this year's fair and they were more efficient. OSF retained OSP again this year, this was a great move to have their presence at OSF. During the off-season Public Safety worked with DOJ to clarifying expectations, rules and regulations. There was less public confusion this year as in the prior year at OSF. Operations from OSFEC has purchased more security cameras and will continue to do so.
- **Profit and Loss for Oregon State Fair:** CEO Kim Grewe-Powell reported that while the 2024 Oregon State Fair presented some challenges, she is pleased with the overall financial results. Revenue increased by 7.4% compared to the 2023 Oregon State Fair. Expenses rose by 3.3%, but the team managed to effectively control costs. As a result, the net income for OSF 2024 saw an impressive increase of approximately 20% compared to 2023.
- **Financials:** Chair Loyal Burns asked if there were any questions regarding the financial statements that were presented to the Council. Hearing none, Council Member Vicki Berger moved to accept the financial statements, and was seconded by Council Member Craig Smith. The motion carried unanimously.
- **Public Comments on Non-Agenda Items:** Deborah Politi, a Commercial Exhibitor owner of The Olive Branch, raised concerns regarding vendors not being able to bring coffee through the red gate into the Oregon State Fair.
- **Council Member Comments:** Council Member Craig Smith emphasized the need for the Oregon State Fair Council to work on updating its by-laws.

- **Committee Reports:**

- **Executive Committee:** None
- **Governmental Affairs Committee:** CEO Kim Grewe-Powell discussed the Fairgrounds Revitalization Act, which was included in the Council packet. She shared that she has met with Kevin Mannix several times, acknowledging his instrumental role in supporting the Oregon State Fair and County Fair funding and move in a positive direction.
- **Nominating Committee:** Chair Loyal Burns reported that some Council members are reaching the end of their terms this year. He emphasized the need for the Oregon State Fair Council to actively engage in identifying and securing replacements.
- **Adjourn:** There being no further business, the meeting adjourned at 3:05 pm



Notice!! The enclosed financial reports have changed, with one new report. The attached replaces all financial reports previously sent out this past Monday, January 27th. – Thank you

Date: January 30, 2025

Financial Statements:

The financial reports attached are still under review and in preliminary status for final reporting.

Your first report **Profit and Loss 2024 YTD** reflects **Total Income \$10,242,934.** up 4.5% from 2023.

The **Total Expenses \$9,123,197.** which increased 1.5% overall from 2023.

The **Net Ordinary Income \$1,976,515.** up 57.4% from 2023.

The second report of the **Balance Sheet** is through **December 31, 2024** reflecting our current financial position with our **Assets \$12,459,937.** in balance with our **Liabilities/Equity. Assets were up 2,093,569** from 2023.

The third report is a current reflection of our **Profit & Loss Budget vs Actual YTD figures.** This report reflects where we came in over and under from our projections at the beginning of the year.

Overall our "Net Ordinary Income" came in **\$658,829** more than projected and with the "Other Income/Expenses" we ended with **\$716,885** above projections.

You will find the **Profit & Loss by Class** report as well for review of our classifications of income and expenses.

The final report is the **Profit & Loss Current and Prior Year Comparison (2024)** to last year (2023) during the same time period for your review and the changes to each category.

As a result, I am pleased to report our bottom line for 2024 reflected an impressive 57.4% change (increase) in comparison. **We believe 2024 was a successful year with our growth, changes of service, expo events including the signature events added, as the team managed to effectively control costs through the year.**

Oregon State Fair Council
Profit & Loss
January through December 2024

	Jan - Dec 24
Ordinary Income/Expense	
Income	
Holiday Village Revenue	13,953.60
July Spectacular Revenue	107,156.98
Administration Revenue	329,790.87
Operations Revenue	51,168.00
Expo Center Revenue	1,595,803.30
State Fair Revenue	8,145,062.19
Total Income	10,242,934.94
Gross Profit	10,242,934.94
Expense	
Signature Events	120,145.05
Salaries & Wages - Permanent	763,103.80
Contracted Labor - PT/Snl/Temp	130,583.05
Employee Benefits - ER Exp	129,139.64
Payroll Tax - Employer's Share	80,012.35
Professional Services Exp.	320,909.55
Council Expense	507.21
Travel/Training	23,330.93
Supplies & Expenses	90,928.76
Dues and Subscriptions	5,403.99
Insurance	143,353.00
Utilities-Elec,Gas,Water, Trash	916,920.00
Maint. and Repairs of Equipment	43,933.56
Maint. of Buildings and Grounds	567,918.47
Special Repairs & Maint.	1,964.97
Marketing Expenses	33,749.43
Vehicle Expenses	13,631.17
Bank Fees	127,899.08
Doubtful Debt Expense	137.00
Equipment Purchase <\$5k	16,710.08
Permits, Licenses	1,229.19
State Fair Administrative Exp.	45,736.84
State Fair Marketing Expenses	790,070.36
State Fair Operations Expenses	1,877,529.12

01/29/25
Accrual Basis

Oregon State Fair Council
Profit & Loss
January through December 2024

	Jan - Dec 24
State Fair Attractions Expenses	2,074,638.03
State Fair Exhibits Expenses	805,272.90
Total Expense	9,124,757.53
Net Ordinary Income	1,118,177.41
Other Income/Expense	
Other Income	
Other Income	574,448.33
Special Projects Income	351,107.65
90400 - Bond Project	53,790.00
Total Other Income	979,345.98
Other Expense	
Special Projects Expense	116,912.91
90700 - Bond Project Exp	5,654.39
Total Other Expense	122,567.30
Net Other Income	856,778.68
Net Income	1,974,956.09

Oregon State Fair Council

Balance Sheet

As of December 31, 2024

01/30/25

Accrual Basis

	Dec 31, 24
ASSETS	
Current Assets	
Checking/Savings	
10120 · USB - Operating Acct - 5013	1,919,970.08
10121 · USB - Payroll Acct - 3265	20,012.60
10122 · USB - Premium Acct - 5021	-724.50
10127 · USB - Fair Admission -5088	820,150.87
10128 · USB - Office Expo - 5104	242,765.40
10129 · USB - Show Works - 5120	39,969.25
10130 · USB - Camp Ground - 5138	122.50
10131 · USB - Office FAIR - 5112	481,385.47
10150 · Petty Cash Box - Fair	443.66
10200 · State Treasury Fund Account	6,766,606.32
Total Checking/Savings	10,290,701.65
Accounts Receivable	
11000 · Accounts Receivable	562,437.79
Total Accounts Receivable	562,437.79
Other Current Assets	
12004 · Prepaid Rent	500.00
12005 · Prepaid FCC 10 Yr License	735.00
13000 · Prepaid Contracts	-6,066.48
Total Other Current Assets	-4,831.48
Total Current Assets	10,848,307.96
Other Assets	
19000 · Capital Investments- SF Council	
2023 Capital Assets	248,897.84
2022 Capital Assets	46,615.00
2021 Capital Improvements	73,577.00
19015 · 2015 Capital Investments	313,465.71
19016 · 2016 Capital Investments	282,283.78
19017 · 2017 Capital Investments	459,316.41
19018 · 2018 Capital Investments	493,738.09
19019 · 2019 Capital Investments	552,403.62
19020 · 2020 Capital Investments	101,788.09
19099 · Accum Deprec Capital Improv	-960,456.06
Total 19000 · Capital Investments- SF Council	1,611,629.48
Total Other Assets	1,611,629.48
TOTAL ASSETS	12,459,937.44
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	-986.81
Total Accounts Payable	-986.81

Oregon State Fair Council
Balance Sheet
As of December 31, 2024

	Dec 31, 24
Credit Cards	
20021 · US Bank #5776	7,282.05
20055 · US Bank #4736	4,807.25
20050 · US Bank #7676	1,004.54
20040 · US Bank #4238	1,559.84
Total Credit Cards	14,653.68
Other Current Liabilities	
20100 · Deferred Rent Income - MCFair	180,225.00
20200 · Deferred Income - Fair	
20230 · Food & Beverage - Deferred	11,056.60
Total 20200 · Deferred Income - Fair	11,056.60
20515 · Deferred Income - Expo	358,983.00
24000 · Payroll Liabilities	
24019 · Dental Insurance Payable	-249.61
24035 · Paid Fam Leave Payable	1,174.02
24009 · OR - Statewide Transit Tax	189.11
24010 · FWT/FICA Payable	14,831.60
24011 · SWT Payable	4,151.00
24013 · SUTA Payable	1,209.69
24014 · WBF Payable	111.75
24018 · Health Insurance Payable	2,477.75
24022 · Medical FSA - KGrewe-Powell	4,442.98
24031 · Medical FSA - M Legorreta	1,777.40
24024 · Medical FSA - K Hollingshead	2,156.95
24033 · Medical FSA - C Solis	1,789.79
24026 · Child Support Payable	530.00
Total 24000 · Payroll Liabilities	34,592.43
Total Other Current Liabilities	584,857.03
Total Current Liabilities	598,523.90
Total Liabilities	598,523.90
Equity	
25000 · State Parks Opening Bal	3,014,804.40
25020 · State Biennium Fund 2015-2017	1,015,299.00
32000 · Retained Earnings	6,103,163.03
32001 · Ret Earn - Facility Assess Cost	-254,738.00
32050 · Restricted Net Posititon	7,929.02
Net Income	1,974,956.09
Total Equity	11,861,413.54
TOTAL LIABILITIES & EQUITY	12,459,937.44

Oregon State Fair Council
Profit & Loss Budget vs. Actual
January through December 2024

	Jan - Dec 24	Budget	\$ Over Bud...	% of Budget
Ordinary Income/Expense				
Income				
Holiday Village Revenue	13,953.60	0.00	13,953.60	100.0%
July Spectacular Revenue	107,156.98	400,000.00	-292,843.02	26.8%
Administration Revenue	329,790.87	299,600.00	30,190.87	110.1%
Operations Revenue	51,168.00	51,168.00	0.00	100.0%
Expo Center Revenue	1,595,803.30	1,857,390.00	-261,586.70	85.9%
State Fair Revenue	8,145,062.19	7,779,150.00	365,912.19	104.7%
Total Income	10,242,934.94	10,387,308.00	-144,373.06	98.6%
Gross Profit	10,242,934.94	10,387,308.00	-144,373.06	98.6%
Expense				
Salaries & Wages - Permanent	763,103.80	862,800.00	-99,696.20	88.4%
Contracted Labor - PT/Snl/Te...	130,583.05	130,000.00	583.05	100.4%
Employee Benefits - ER Exp	129,139.64	133,800.00	-4,660.36	96.5%
Payroll Tax - Employer's Share	80,012.35	80,000.00	12.35	100.0%
Professional Services Exp.	320,909.55	735,200.00	-414,290.45	43.6%
Council Expense	507.21	250.00	257.21	202.9%
Travel/Training	23,330.93	40,800.00	-17,469.07	57.2%
Supplies & Expenses	90,928.76	80,700.00	10,228.76	112.7%
Dues and Subscriptions	5,403.99	6,200.00	-796.01	87.2%
Insurance	143,353.00	190,000.00	-46,647.00	75.4%
Utilities-Elec,Gas,Water, Trash	916,920.00	889,500.00	27,420.00	103.1%
Maint. and Repairs of Equip...	43,933.56	31,000.00	12,933.56	141.7%
Maint. of Buildings and Grou...	567,918.47	914,500.00	-346,581.53	62.1%
Special Repairs & Maint.	1,964.97	3,500.00	-1,535.03	56.1%
Marketing Expenses	33,749.43	52,000.00	-18,250.57	64.9%
Vehicle Expenses	13,631.17	21,000.00	-7,368.83	64.9%
Bank Fees	127,899.08	148,000.00	-20,100.92	86.4%
Doubtful Debt Expense	137.00	500.00	-363.00	27.4%
Equipment Purchase <\$5k	16,710.08	25,000.00	-8,289.92	66.8%
Permits, Licenses	1,229.19	1,500.00	-270.81	81.9%
State Fair Administrative Exp.	45,736.84	50,500.00	-4,763.16	90.6%
State Fair Marketing Expenses	790,070.36	898,650.00	-108,579.64	87.9%
State Fair Operations Expen...	1,877,529.12	1,894,000.00	-16,470.88	99.1%
State Fair Attractions Expen...	2,074,638.03	2,009,500.00	65,138.03	103.2%

01/30/25
Accrual Basis

Oregon State Fair Council
Profit & Loss Budget vs. Actual
January through December 2024

	Jan - Dec 24	Budget	\$ Over Bud...	% of Budget
State Fair Exhibits Expenses	805,272.90	727,500.00	77,772.90	110.7%
Total Expense	9,124,757.53	9,926,400.00	-801,642.47	91.9%
Net Ordinary Income	1,118,177.41	460,908.00	657,269.41	242.6%
Other Income/Expense				
Other Income				
Other Income	574,448.33	798,722.84	-224,274.51	71.9%
Total Other Income	979,345.98	798,722.84	180,623.14	122.6%
Net Other Income	856,778.68	798,722.84	58,055.84	107.3%
Net Income	1,974,956.09	1,259,630.84	715,325.25	156.8%

01/30/25

Oregon State Fair Council Profit & Loss by Class

Accrual Basis

January through December 2024

	Holiday Villa...	July Spectac...	Admin	Operations	Expo	Fair	NonCash-Tr...	Unclassified	TOTAL
Ordinary Income/Expense									
Income									
Holiday Village Revenue	13,953.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13,953.60
July Spectacular Revenue	0.00	107,156.98	0.00	0.00	0.00	0.00	0.00	0.00	107,156.98
Administration Revenue	0.00	0.00	329,790.87	0.00	0.00	0.00	0.00	0.00	329,790.87
Operations Revenue	0.00	0.00	0.00	0.00	0.00	0.00	51,168.00	0.00	51,168.00
Expo Center Revenue	0.00	0.00	163.95	0.00	1,595,639.35	0.00	0.00	0.00	1,595,803.30
State Fair Revenue	0.00	0.00	0.00	0.00	0.00	8,145,062.19	0.00	0.00	8,145,062.19
Total Income	13,953.60	107,156.98	329,954.82	0.00	1,595,639.35	8,145,062.19	51,168.00	0.00	10,242,934.94
Gross Profit	13,953.60	107,156.98	329,954.82	0.00	1,595,639.35	8,145,062.19	51,168.00	0.00	10,242,934.94
Expense									
Signature Events	22,425.30	97,719.75	0.00	0.00	0.00	0.00	0.00	0.00	120,145.05
Salaries & Wages - Permanent	0.00	0.00	105,393.56	216,153.71	223,459.56	218,096.97	0.00	0.00	763,103.80
Contracted Labor - PT/Snl/Temp	0.00	0.00	0.00	0.00	130,583.05	0.00	0.00	0.00	130,583.05
Employee Benefits - ER Exp	0.00	0.00	57,925.89	71,213.75	0.00	0.00	0.00	0.00	129,139.64
Payroll Tax - Employer's Share	0.00	0.00	10,561.02	21,001.61	16,269.69	32,180.03	0.00	0.00	80,012.35
Professional Services Exp.	0.00	0.00	89,104.99	107,151.79	110,682.13	13,970.64	0.00	0.00	320,909.55
Council Expense	0.00	0.00	507.21	0.00	0.00	0.00	0.00	0.00	507.21
Travel/Training	0.00	0.00	23,265.94	0.00	64.99	0.00	0.00	0.00	23,330.93
Supplies & Expenses	0.00	0.00	20,704.93	65,331.37	3,098.66	1,793.80	0.00	0.00	90,928.76
Dues and Subscriptions	0.00	0.00	5,403.99	0.00	0.00	0.00	0.00	0.00	5,403.99
Insurance	0.00	0.00	143,353.00	0.00	0.00	0.00	0.00	0.00	143,353.00
Utilities-Elec,Gas,Water, Trash	0.00	0.00	12,259.56	880,955.29	0.00	23,705.15	0.00	0.00	916,920.00
Maint. and Repairs of Equipment	0.00	0.00	0.00	43,933.56	0.00	0.00	0.00	0.00	43,933.56
Maint. of Buildings and Grounds	0.00	0.00	0.00	508,081.98	3,910.00	4,758.49	51,168.00	0.00	567,918.47
Special Repairs & Maint.	0.00	0.00	0.00	1,824.41	140.56	0.00	0.00	0.00	1,964.97
Marketing Expenses	0.00	0.00	1,682.87	0.00	28,747.85	3,318.71	0.00	0.00	33,749.43
Vehicle Expenses	0.00	0.00	0.00	13,631.17	0.00	0.00	0.00	0.00	13,631.17
Bank Fees	0.00	0.00	1,249.54	0.00	8,308.74	118,340.80	0.00	0.00	127,899.08
Doubtful Debt Expense	0.00	0.00	0.00	0.00	0.00	137.00	0.00	0.00	137.00
Equipment Purchase <\$5k	0.00	0.00	5,791.61	7,879.72	0.00	3,038.75	0.00	0.00	16,710.08
Permits, Licenses	0.00	0.00	0.00	544.19	0.00	685.00	0.00	0.00	1,229.19
State Fair Administrative Exp.	0.00	0.00	0.00	0.00	0.00	45,736.84	0.00	0.00	45,736.84
State Fair Marketing Expenses	0.00	0.00	0.00	0.00	0.00	790,070.36	0.00	0.00	790,070.36
State Fair Operations Expenses	0.00	0.00	0.00	0.00	0.00	1,877,529.12	0.00	0.00	1,877,529.12
State Fair Attractions Expenses	0.00	0.00	0.00	0.00	0.00	2,074,638.03	0.00	0.00	2,074,638.03
State Fair Exhibits Expenses	0.00	0.00	0.00	0.00	0.00	805,272.90	0.00	0.00	805,272.90
Total Expense	22,425.30	97,719.75	477,204.11	1,937,702.55	525,265.23	6,013,272.59	51,168.00	0.00	9,124,757.53
Net Ordinary Income	-8,471.70	9,437.23	-147,249.29	-1,937,702.55	1,070,374.12	2,131,789.60	0.00	0.00	1,118,177.41
Other Income/Expense									
Other Income	0.00	0.00	574,448.33	0.00	0.00	0.00	0.00	0.00	574,448.33
Special Projects Income	0.00	0.00	0.00	351,107.65	0.00	0.00	0.00	0.00	351,107.65
90400 - Bond Project	0.00	0.00	53,790.00	0.00	0.00	0.00	0.00	0.00	53,790.00
Total Other Income	0.00	0.00	628,238.33	351,107.65	0.00	0.00	0.00	0.00	979,345.98
Other Expense									
Special Projects Expense	0.00	0.00	0.00	116,912.91	0.00	0.00	0.00	0.00	116,912.91
90700 - Bond Project Exp	0.00	0.00	0.00	5,654.39	0.00	0.00	0.00	0.00	5,654.39
Total Other Expense	0.00	0.00	0.00	122,567.30	0.00	0.00	0.00	0.00	122,567.30
Net Other Income	0.00	0.00	628,238.33	228,540.35	0.00	0.00	0.00	0.00	856,778.68
Net Income	-8,471.70	9,437.23	480,989.04	-1,709,162.20	1,070,374.12	2,131,789.60	0.00	0.00	1,974,956.09

01/30/25
Accrual Basis

Oregon State Fair Council

Profit & Loss Previous Year Comparison

January through December 2024

	Jan - Dec 24	Jan - Dec 23	\$ Change	% Change
Ordinary Income/Expense				
Income				
Holiday Village Revenue	13,953.60	0.00	13,953.60	100.0%
July Spectacular Revenue	107,156.98	369,415.60	-262,258.62	-71.0%
Administration Revenue	329,790.87	142,573.85	187,217.02	131.3%
Operations Revenue	51,168.00	49,218.00	1,950.00	4.0%
Expo Center Revenue	1,595,803.30	1,409,197.46	186,605.84	13.2%
State Fair Revenue	8,145,062.19	7,833,318.23	311,743.96	4.0%
Total Income	10,242,934.94	9,803,723.14	439,211.80	4.5%
Gross Profit	10,242,934.94	9,803,723.14	439,211.80	4.5%
Expense				
Signature Events	120,145.05	0.00	120,145.05	100.0%
Salaries & Wages - Permanent	763,103.80	722,182.25	40,921.55	5.7%
Contracted Labor - PT/Snl/Te...	130,583.05	116,946.78	13,636.27	11.7%
Employee Benefits - ER Exp	129,139.64	114,158.18	14,981.46	13.1%
Payroll Tax - Employer's Share	80,012.35	75,774.74	4,237.61	5.6%
Professional Services Exp.	320,909.55	781,351.97	-460,442.42	-58.9%
Council Expense	507.21	119.88	387.33	323.1%
Travel/Training	23,330.93	40,462.54	-17,131.61	-42.3%
Supplies & Expenses	90,928.76	96,151.54	-5,222.78	-5.4%
Dues and Subscriptions	5,403.99	6,181.88	-777.89	-12.6%
Insurance	143,353.00	26,960.00	116,393.00	431.7%
Utilities-Elec,Gas,Water, Trash	916,920.00	803,477.65	113,442.35	14.1%
Maint. and Repairs of Equip...	43,933.56	13,555.70	30,377.86	224.1%
Maint. of Buildings and Grou...	567,918.47	519,239.31	48,679.16	9.4%
Special Repairs & Maint.	1,964.97	6,121.56	-4,156.59	-67.9%
Marketing Expenses	33,749.43	15,152.09	18,597.34	122.7%
Vehicle Expenses	13,631.17	21,472.68	-7,841.51	-36.5%
Bank Fees	127,899.08	148,555.70	-20,656.62	-13.9%
Doubtful Debt Expense	137.00	220.00	-83.00	-37.7%
Equipment Purchase <\$5k	16,710.08	26,456.58	-9,746.50	-36.8%
Permits, Licenses	1,229.19	1,156.80	72.39	6.3%
State Fair Administrative Exp.	45,736.84	55,407.90	-9,671.06	-17.5%
State Fair Marketing Expenses	790,070.36	880,062.42	-89,992.06	-10.2%
State Fair Operations Expen...	1,877,529.12	1,814,746.99	62,782.13	3.5%

01/30/25
Accrual Basis

Oregon State Fair Council
Profit & Loss Previous Year Comparison
January through December 2024

	Jan - Dec 24	Jan - Dec 23	\$ Change	% Change
State Fair Attractions Expen...	2,074,638.03	1,986,421.80	88,216.23	4.4%
State Fair Exhibits Expenses	805,272.90	719,079.43	86,193.47	12.0%
Total Expense	9,124,757.53	8,991,416.37	133,341.16	1.5%
Net Ordinary Income	1,118,177.41	812,306.77	305,870.64	37.7%
Other Income/Expense				
Other Income				
Other Income	574,448.33	540,934.00	33,514.33	6.2%
Special Projects Income	351,107.65	0.00	351,107.65	100.0%
90400 - Bond Project	53,790.00	0.00	53,790.00	100.0%
Total Other Income	979,345.98	540,934.00	438,411.98	81.1%
Other Expense				
Special Projects Expense	116,912.91	75,581.84	41,331.07	54.7%
90700 - Bond Project Exp	5,654.39	21,858.94	-16,204.55	-74.1%
Total Other Expense	122,567.30	97,440.78	25,126.52	25.8%
Net Other Income	856,778.68	443,493.22	413,285.46	93.2%
Net Income	1,974,956.09	1,255,799.99	719,156.10	57.3%

OREGON STATE FAIR & EXPOSITION CENTER		Actual YTD 12/31/2023 Financials	24 Approved Budget	Preliminary 2024 YTD	Projected Proposed Budget 2025
Ordinary Income/Expense					
Income					
	Holiday Village Revenue	0.00	0.00	13,953.60	33,000.00
	July Spectacular Revenue	369,415.60	400,000.00	107,156.98	278,500.00
	Scare at the Fair Revenue	0.00	0.00	0.00	25,000.00
	Administration Revenue	142,573.85	299,600.00	329,790.87	418,500.00
	Operations Revenue	49,218.00	51,168.00	51,168.00	51,168.00
	Expo Center Revenue	1,409,197.46	1,857,390.00	1,595,803.30	1,753,000.00
	State Fair Revenue	7,833,318.23	7,779,150.00	8,145,062.19	8,980,950.00
	Total Income	9,803,723.14	10,387,308.00	10,242,934.94	11,540,118.00

Expense				
Signature Event - July Spectacular	424,309.74	325,000.00	97,719.75	189,500.00
Signature Event - Holiday Village	0.00	0.00	22,425.30	30,000.00
Signature Event - Scare at the Fair	0.00	0.00	0.00	25,000.00
Salaries & Wages - Permanent	722,182.25	862,800.00	763,103.80	1,014,445.00
Contracted Labor - PT/Temp	116,946.78	130,000.00	130,583.05	132,000.00
Employee Benefits	114,158.18	133,800.00	129,139.64	169,767.24
Payroll Taxes	75,774.74	80,000.00	80,012.35	87,000.00
Professional Services	357,042.23	410,200.00	320,909.55	377,500.00
Council Expense	119.88	250.00	507.21	500.00
Travel/Training	40,462.54	40,800.00	23,330.93	35,150.00
Supplies & Other Expenses	96,151.54	80,700.00	90,928.76	107,000.00
Dues & Subscriptions	6,181.88	6,200.00	5,403.99	5,500.00
Insurance	26,960.00	190,000.00	143,353.00	150,000.00
Utilities - Elec,Water,Garbage	803,477.65	889,500.00	916,920.00	1,003,500.00
Equipment Maintenance & Repairs	13,555.70	31,000.00	43,933.56	50,000.00
Building & Grounds Maintenance	519,239.31	914,500.00	567,918.47	917,800.00
Special Repairs & Maintenance	6,121.56	3,500.00	1,964.97	3,500.00
Marketing Expenses	15,152.09	52,000.00	33,749.43	53,500.00
Vehicle Expenses	21,472.68	21,000.00	13,631.17	17,500.00
Bank/Merchant Fees	148,555.70	148,000.00	127,899.08	136,500.00
Doubtful Debt Expense	220.00	500.00	137.00	500.00
Equipment Purchase	26,456.58	25,000.00	16,710.08	20,000.00

Permits, Licenses	1,156.80	1,500.00	1,229.19	1,500.00
State Fair Administrative Expenses	55,407.90	50,500.00	45,736.84	48,275.00
State Fair Marketing Expenses	880,062.42	898,650.00	790,070.36	902,000.00
State Fair Operations Expenses	1,814,746.99	1,894,000.00	1,877,529.12	1,981,550.00
State Fair Attractions Expenses	1,986,421.80	2,009,500.00	2,074,638.03	2,562,220.00
State Fair Exhibits Expenses	719,079.43	727,500.00	805,272.90	782,750.00
Total Expense	8,991,416.37	9,926,400.00	9,124,757.53	10,804,457.24
Net Ordinary Income	812,306.77	460,908.00	1,118,177.41	735,660.76
Other Income/Expense				
Income	540,934.00	798,722.84	979,345.98	622,113.33
Expense	97,440.78	0.00	122,567.30	524,600.00
Net Other Income	443,493.22	798,722.84	856,778.68	97,513.33
Net Income	1,255,799.98	859,630.84	1,974,956.09	833,174.09