



2019 Annual Report



Strategic Pathway

We believe our strength, and ultimate success, comes from shared values, collective goals, and a common vision.

MISSION

Cultivate agriculture's future with innovative initiatives to advance the Missouri State Fair.

REASONS TO INVEST

Agriculture – Preservation - Education – Innovation

PRIORITIES AND INITIATIVES

EDUCATE TO GROW

- Promote
- Communicate
- Advocate

PARTNER TO GROW

- Membership Development
- Legacy Gifts
- Special Events
- Corporate Giving & Grants

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Military Appreciation Day



Membership Development



AG

Unlimited



Membership Development



19 new members in March

Membership Development



Membership Development



Membership Development



MISSOURI
State Fair
FOUNDATION

Special Access Tour

**JOIN US FOR AN EXCLUSIVE BEHIND THE SCENES
TOUR OF THE MISSOURI STATE FAIRGROUNDS**

**THURSDAY, JUNE 13
FOLLOWING THE
MSF KICK-OFF PARTY**

Limited spots available. Reserve yours today
by calling 660-530-5620 or emailing
msffoundation@sbcglobal.net



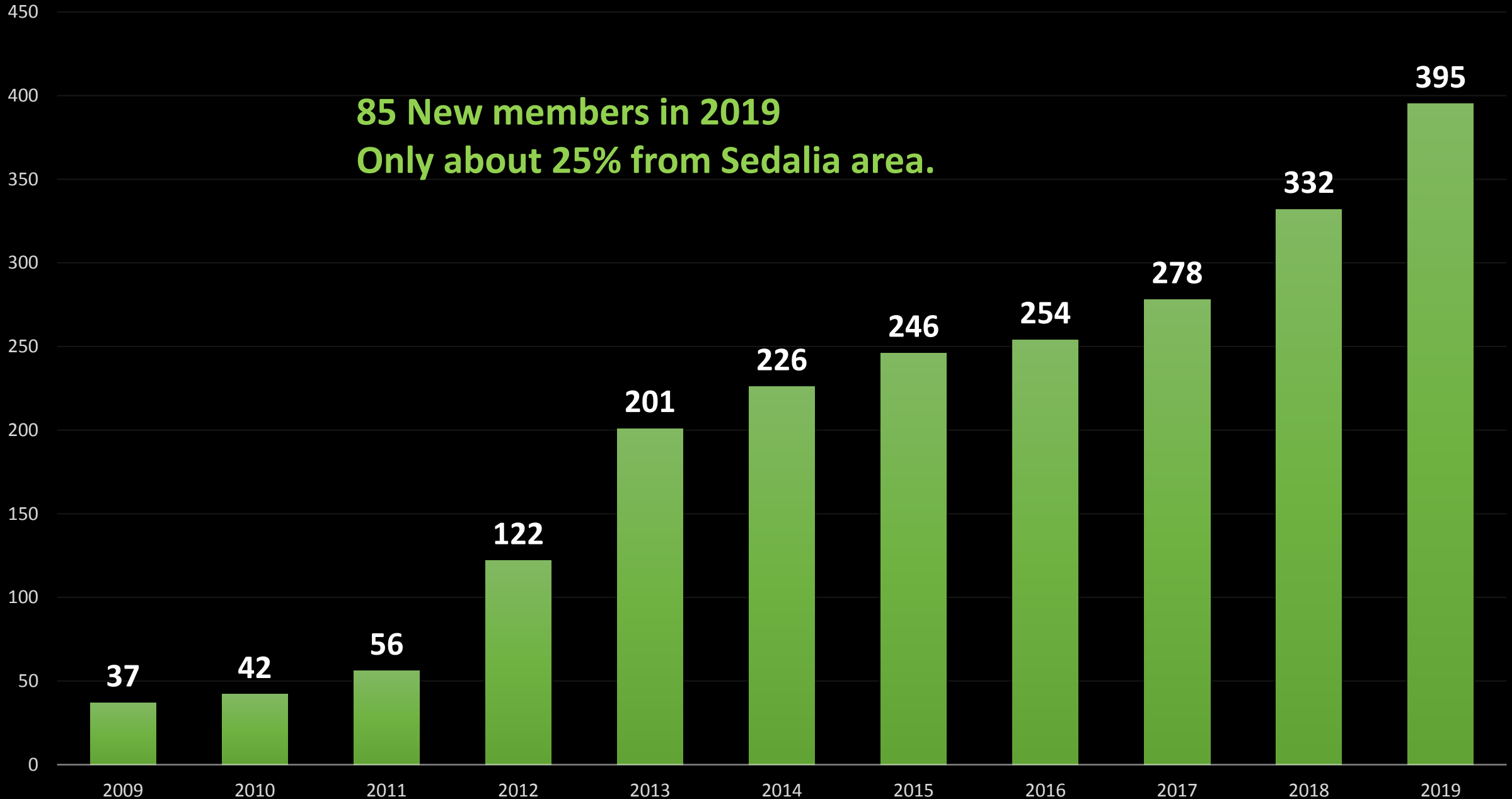
Membership Development



Membership Packet Coupons



Missouri State Fair Foundation Membership Growth



PARTNER TO GROW - Legacy Gift Development



- AgriLegacy Brochure
- Pam Bartley Trust
- J.D. Gregory Memorial
- Website

PARTNER TO GROW – Special Events

- Goat Gala
- Cam's Memorial Drive
- Summer Sensation Goat Show



PARTNER TO GROW - Corporate Giving & Grants

- Tito's
- Sho-Me Electric & Co-Bank
- Amazon Smile
- American Family Grant ~ J.R. Reid
- USDA Bistro Grant
- Bayer Crop Science – Marshall Soybean Production
- Jerry Litton Family Foundation Grant
- Chillicothe FFA Alumni Association Grant
- Guesa USA
- MO Charolais Breeders
- Wood & Huston Bank
- Fischer Concrete
- CFM Insurance
- Ramey Construction
- B&P Excavating
- Ditzfeld/Weaver Transfer



PARTNER TO GROW – Charolais Barn Improvements



\$89,500

\$34,500



11/13/2019

PARTNER TO GROW – Missouri Charolais Breeders Association



Ramey Construction
donated concrete.

**MISSOURI CHAROLAIS
BREEDERS ELITE
EMBRYO SALE**
A FUNDRAISER FOR STATE FAIR CATTLE
BARN IMPROVEMENTS
ARCHIE, MO

State Fair
FOUNDATION

bw

Legacy Wall Bricks still for Sale



2019 Missouri State Fair

In 11 days,
YOU raised
\$283,277!!

2019
*Cultivating
the Future*
Dinner & Auction



2019
*Cultivating
the Future*
Dinner & Auction

**SOLD
OUT**

- Record Revenue \$97,050
- Record Attendance 367
- 25 Tribute Tables

1st Time Youth Livestock
Exhibitor Grants = \$11,500



**35
Phenomenal
Volunteers!**





Remodel increased sales by \$5,700

SOUVENIR SALES = Record \$46,776

IAFE Award



138 Volunteers
584 hours in 11 days





Water & Gatorade Sales

\$67,751



Water Gazebos
348 Volunteers
1,488 hours





SOLD OUT – More than 1,000 in Attendance
Auction = \$22,700
Youth in Agriculture Scholarships = \$6,000



State Fair Lions Club
VIP Parking
3,354 Cars
\$16,771
RECORD



Marshall Soybean
Production Plant

KOHL'S®





More *Meet & Mingles*





EDUCATE TO GROW

- Promote
- Communicate
- Advocate

EDUCATION
IS NOT THE
FILLING OF
A PAIL,
BUT THE
LIGHTING OF
A FIRE."

—WILLIAM BUTLER
YEATS



Youth in
Agriculture
Committee

648

Scholarships
\$684,000

EDUCATE TO GROW



Drive to Feed KIDS

- 750 FFA Youth
- Packed 128,460 Meals
- To Feed 770,760 rural Missourians who are Food Insecure



PROMOTE TO GROW



- Lanyards
- Name Tags
- Polo Shirts
- Easy Up Tent
- Window Clings
- Signage

Communicate to Grow – Social Media



Communicate to Grow



Missouri **Farmer Today**

Coffee & Conversation

Hosted by Representative Rusty & Mrs. Karie Black



April 11, 2019
8:00am - Noon
Third Floor Rotunda

Join us for coffee and donuts. Discuss how our public/private partnership is cultivating the next generation of agriculture.

Hosted by Rusty & Karie Black

Advocate to Grow Coffee & Conversation Capitol Building




Advocate & Partner to Grow –

Legislative Appropriations for Improvements & Preservation

- \$750,000 for new Director's Pavilion
- \$670,000 for Swine Barn life-safety electrical upgrades
- \$2.6 million for Sheep Barn renovation = new roof, office, living quarters, restrooms, etc.
- \$1.3 million for Historic Horse Barn roof replacements, tuck pointing, gutter, windows, some electrical
- \$1.2 million for Inner Campground electrical upgrades
- \$1.5 million for new EXHIBITOR Campground





#Giving Tuesday
Dec. 3
Give Gratefully

Giving Options:

- Personal Donation
- 2020 Membership
- Gift for friend or family
- Work Place Challenge & Match



#1 holiday hack:

When you buy your gifts at **smile.amazon.com**, Amazon donates.

amazonsmile



"Where there is no vision the people perish"

Proverbs 29:18



- First Time Livestock Exhibitor Grants
- 4-H Building Improvements
- Continue with Cattle Barn Improvements
 - Charolais Barn & Hereford Barn
 - Paint, concrete, sand, electrical, lighting, sound system, water
 - Paint cattle tie-outs ... possibly as a service project
- Provide additional support for Draft Horse Show
- Swine Barn enhancements
- Sheep Barn enhancements



Difference Makers