

**FAIR BOARD MINUTES
FEBRUARY 2, 1994**

FAIR BOARD

John Thomas
George Otten
David Lintz
Linda Gray

STAFF

Cal Wade
Patti Poe
Mike Wold

GUEST

Eric Apalategui

The meeting was called to order at 4:30 p.m. by Chairman John Thomas.

CONSENT AGENDA

Wade is projecting \$200,000 cash carry forward. Gray asked about legal fees that were noted in the Agenda and Wade explained about County Counsel and their fees. Gray inquired about any ongoing litigation the Fair Board was involved in. Wade responded that the FairPlex is involved in litigation through our insurance company with the Jensen estate and that actually the County was sued and not the Fairgrounds. There is a discussion taking place between the insurance company and the County in reference to if the case is lost, if the Fairgrounds insurance company has to pay the County.

MOTION: MOVED BY GEORGE OTTEN, SECONDED BY DAVID LINTZ, TO ACCEPT THE CONSENT AGENDA. MOTION PASSES UNANIMOUSLY.

RODEO BOARD

The Rodeo Board met on January 5. Ideas for getting additional sponsors were discussed. The rodeo is looking for a calf stretcher. They will participate at Family Fair with rodeo school. Oregon Pageant might be moving to Prineville and Marla Warren will be attending a meeting that is taking place at Prineville to find out what is going on. Dick Eagle will personally donate \$1,000 towards a sponsorship to try and keep the Pageant at the Fair. Wade discussed perhaps the Fair Board matching that amount. All Wade knows that Prineville is giving them is 20 free rooms; we would need to come up with that and cash sponsors to offset the costs of the Pageant. Otten asked what the Pageant meant to the Fair and Wade stated that it was another event to get attention drawn to the County Fair.

Additional seating for the Rodeo was discussed. State Fair bleachers were explored but transporting them and the rental fee would be a problem. Thomas brought up charging for Rodeo seats and Lintz brought up a letter he had received from Rocky Williams. Wade clarified that Williams had not been at the meeting where the additional charges had been discussed and Williams had perhaps been misinformed. Thomas had a phone conversation with Williams and clarified that additional charges would only apply to the covered seating and Williams agreed to that. Charging for the covered seats would help offset the \$4,000 cost for additional seats that are brought in.

Gray stated that she had been at a 4-H leaders meeting and took a straw poll to see if they would be willing to pay to attend a Rodeo. The general feeling was they would not pay.

Otten stated that he would support charging for the covered portion as long as there were other seats available for free.

) Lintz inquired about cost of admission for Fair, what percentage concessions paid and how many people paid to come to the Fair in 1993. Wade stated approximately 70,000 and Lintz stated that if just \$.25 a person more was charged or \$.25 spread over the top of the concessionaires that it would be a good revenue producer and perhaps that there would be no need to charge extra for anything. Lintz wants to discuss the issue in greater depth at a later date.

MOTION: MADE BY LINTZ TO CONTINUE THE DISCUSSION WITH THE RODEO BOARD TO CHARGE SOME FORM OF ADMISSION FOR THE COVERED SEATING. GRAY SECONDED. PASSED UNANIMOUSLY.

Thomas suggested that Marla Warren be asked to serve as liaison between the Fair Board and the Rodeo Board - she would serve as a strong link for communication between the two Boards. Wade stated that Warren was very talented and that the Fair Board could perhaps find a way to utilize that talent.

MOTION: MADE BY OTTEN TO ASK MARLA WARREN TO SERVE AS A LIAISON BETWEEN THE FAIR BOARD AND THE RODEO BOARD. LINTZ SECONDED. GRAY DID NOT VOTE. MOTION CARRIED 3-0.

BOOSTERS

Boosters are having their first meeting tonight so there was no report.

MARKETING

) Poe passed out the February activity calendar and the Facility comparison for January. Revenues were up 55% and 74% of that increase came from the Main Exhibit Hall. Use days have stayed consistent with the FairPlex becoming more efficient at producing revenue during the use days.

Portland Rain of Glass show has agreed to move their show to the facility starting January 1995 and would like an agreement that if a new facility is ever built, that they could get a Fall date also. Showcase Productions, a producer of events in the western states, is in the final stages of letter of agreement for producing a new event the second weekend of July.

BINGO

Grand opening sat 202 people with about 100 people being turned away. Attendance then went to 129, then 167, than 143. Poe stated it will take about 2 months to level out attendance wise and that figure should be between 180 and 185.

NEW BUSINESS

Wade stated that it was time to discuss a new name for the FairPlex as the public was thinking the FairPlex was the Main Exhibit Hall. Fair Complex had been mentioned in the past. Lintz suggested discussing the issue at length at the work session and the Fair Board agreed. Work session was moved from February 11 to February 17 at 1 p.m.

MAINTENANCE

Mike Wold reported that he has been busy working on the landscaping plans and preparing to cut down the trees in the 34th st. parking lot. Earl Bemis has been working on the Main Exhibit Hall roof and on the office annex. Jim Jordan has been working on the vehicles and the gasoline tanks. The below ground gas tank has developed a leak and water got into the fuel. In one week, every vehicle went down. Tom Cribbins has been working on events.

Lintz stated how much he appreciated a different Maintenance Tech coming to the Board meeting each month. Other Board members agreed that they liked getting to know all the employees.

BUDGET

Lintz asked if next year the Board could receive the budget information earlier. Wade stated yes, and informed the Board that 1994/95 was the year that the Fairgrounds had to go to the modified accrual method of account. Lintz inquired who was requiring the Fairgrounds to go to the accrual basis and Wade stated that for eight years the county has been asking and that we were willing to do it because the adjustments were so small. The auditor has made a mathematical error for 1993/94 and that is making the issue more complicated. Wade presented the budget to the Board on the cash basis.

Indirect costs have increased for 1994/95 due to County Commissioners and County Administration costs.

Wade projects \$200,000 starting cash balance but stated that some of that might have to be spent on gasoline tanks, but that would mean that Capital expenditure would not be made in the next fiscal year. Lintz inquired about the \$54,000 that was lost from the racing commission and it being replaced with the \$34,000 from the Lottery - resulting in a net drop of \$20,000 which Lintz feels is not bad to recover from. Wade stated that everyone has done a good job holding the line, sitting being down \$85,000 since the end of Fair and that we were still going to come in at the projected \$200,000 cash carry forward - even though revenues had been lost from Air Show parking and the purchase of a new building.

MOTION: MADE BY LINTZ TO ACCEPT THE BUDGET. OTTEN SECONDED.

Discussion: Lintz proposed that the Budget information be submitted to the Fair Board members a minimum of one week prior to the Fair Board meeting. Wade agreed and encouraged all Board members to study the budget in depth. Lintz also wants prior year comparisons on the budget so the Board members could compare year to year.

VOTE TAKEN TO ACCEPT THE BUDGET. PASSED UNANIMOUSLY.

ELECTION OF OFFICERS

MOTION: MOVED BY LINTZ, SECONDED BY OTTEN, TO NOMINATE JOHN THOMAS AS CHAIRMAN OF THE FAIR BOARD.

MOTION: MOVED BY OTTEN, SECONDED BY LINTZ, TO NOMINATE KEN LEAHY FOR FAIR BOARD VICE CHAIRMAN.

MOTION: MOVED BY OTTEN, SECONDED BY GRAY TO NOMINATE DAVID LINTZ FOR TREASURER

MOTION: MOVED BY OTTEN, SECONDED BY LINTZ TO ADJOURN MEETING AND MOVE INTO EXECUTIVE SESSION PURSUANT TO ORS. 192-610-192.690. MOTION PASSED UNANIMOUSLY. MEETING ADJOURNED AT 6:40PM.

Respectfully Submitted
Patti Poe
Acting Fair Board Secretary