WASHINGTON COUNTY FAIR COMPLEX

Board Meeting

June 2, 2004

Clean Water Services Field Operations Facility 2025 SW Merlo Court Beaverton, Oregon 97006

Facility Tour – 3:30 p.m. Regular Session – 4:30 p.m. Executive Session – 5:30 p.m.

AGENDA

NOTICE OF MEETING

Washington County Fair Complex Board Tour of Clean Water Facility, Wednesday, June 2, 2004, at 3:30 p.m. Regular Meeting: Wednesday, June 2, 2004, at 4:30 p.m.

Executive Session: Wednesday, June 2, 2004, at 5:30 p.m.*

Clean Water Services Field Operations Facility 2025 SW Merlo Court Beaverton, Oregon 97006

A. Richard Vial, President

Kathy Christy, Vice President

W. Rafe Flagg, Treasurer Kathy Schmidlkofer, Secretary

Herbert Hirst, Member

Standing Committees

Air Show & Airport Interface

Herbert Hirst, Board Member

County Fair & Rodeo Operations

Kathy Christy, Board Member Kathy Schmidlkofer, Board Member

53 Days to the 2004 Washington County Fair & Rodeo

- A. Call the Regular Meeting to Order: All matters noticed and listed on this agenda, in any category, may be considered for action in any order at the discretion of the Board President. Items not so noticed may be discussed at the discretion of the Board President, but cannot be considered for action.
- B. *Public Welcome Audience Time*: This time is provided for members of the audience to comment on any item(s) not on the regular agenda. At the discretion of the Board President, each individual's comments may be limited to two minutes. Audience members, when recognized by the Board President, may also comment at the time agenda topics are being discussed by the Board. It is requested that those addressing the Board state their full name, address and organization represented.
- C. Consent Agenda: All Consent Agenda items shall be approved without discussion and with one motion except those items removed from the Consent Agenda by a Board member or a member of the public attending the meeting so requesting. If a matter is removed, it shall then be considered, discussed and voted on individually, after the Consent Agenda has been approved.
 - 1. Financial Statements
 - A. Budget Overview March 2004
 - B. Line Item Report March 2004
 - C. Balance Sheet March 2004
 - D. Other, if any

In compliance with the Americans with Disabilities Act (ADA), this material, in alternate formats, or special accommodations for the meeting, will be made available by calling (503) 648-1416 at least 48 hours prior to this meeting.

- 2. Minutes
 - A. Fair Board Minutes May 2004
 - B. Other, if any
- A. Facility Use Schedule May 2004
- B. Other, if any

D. Special Reports

- 1. Rodeo Committee Report Cody Feinauer, Rodeo Committee Chair
- 2. 4-H Report John Baggott, OSU Extension Service
- 3. Fair Boosters Report Bill Duerden, Booster President
- 4. Air Show & Airport Interface Committee
- 5. County Fair& Rodeo Operations Committee
- 6. Operations Report Don G. Hillman, Executive Director
- 7. Other, if any

E. Old Business

- 1. Redevelopment Update, if any
- 2. Expansion of Board Membership Update
- 3. Other, if any

F. New Business

1. Other, if any

G. Announcements

- 1. Calendar of Events
- 2. Other, if any

H. Correspondence

- 1. Letters and Cards, if any
- 2. Other, if any

I. Board Oral Communications

J. Other Matters of Information

- 1. Rodeo May 2004 Committee Minutes
- 2. Booster May 2004 Meeting Minutes
- 3. Newspaper Articles, if any
- 4. Website Activity
- 5. Other, if any

L. Adjourn

*Executive Session pursuant to ORS 192.610-192.690 to discuss Real Estate matters and/or Personnel issues immediately following the regular Fair Complex Board meeting, if deemed necessary.

In compliance with the Americans with Disabilities Act (ADA), this material, in alternate formats, or special accommodations for the meeting, will be made available by calling (503) 648-1416 at least 48 hours prior to this meeting.

CONSENT ITEMS

County of Washington

Washington County Fair Complex 873 NE 34th Avenue Hillsboro, Oregon 97124 Phone: (503) 648-1416

Fax: (503) 648-7208 donh@faircomplex.com www.faircomplex.com

FAX MEMORANDUM

Date: May 27, 2004

To: Board Members

Washington County Fair Complex Board

From: Don G. Hillman

Executive Director

Re: March 2004 Financial Statements

Find attached the March 2004 Financial Statements.

Staff met with Treasurer Flagg on Tuesday, May 25, 2004, to review and discuss the March 2004 Financial Statements.

Staff noted that in preparing the FYE 6/30/04 budget, expenses such as personnel services, office expenses, insurance, County indirect charges, County Counsel, etc., were allocated between Interim Operations and Fairtime Operations. Being the first year to allocate such expenses, there will be both positive and negative variances from 'budget' verses 'actual' expenditures within certain programs and line items. However, overall budget amounts for the Complex budget will not exceed the adopted budget. For instance, any negative variance in Interim Personnel Expenses will likely be offset by a positive variance in Fairtime Personnel Expenses.

Staff noted that the Professional Services expenditure category in Interim Operating Expenses would exceed budget estimates due to the cost associated with the removal of the Cottonwood trees.

Staff also noted that we are in the process of upgrading and repairing various exterior electrical service outlets and panels and to expect to see related charges in April, May and June financial statements.

Staff also advised Treasure Flagg that we are continuing to work with the County Finance Division to convert to their accounting system prior to the beginning of the next fiscal year.

WASHINGTON COUNTY FAIR COMPLEX

Budget Overview March 2004

Mission Statement - The mission of the Washington County Fair Complex is to provide excellent facilities and services in a self-supporting manner for the following purposes:

- 1. Preserve the annual County Fair & Rodeo and its' heritage.
- 3. Provide a welcoming environment for all volunteers.
- 2. Promote the "World-Class" agriculture of the County.
- 4. Commitment to life-long learning with a special emphasis on youth.
- 5. Promote year-round facilities for consumer trade shows, public expos 6. Promote a sense of community among County residents.

Line Item	Acct No.	Description		March 2004		March 2003	-	ear to Date YE 6/30/03	ear to Date YE 6/30/04	Adopted 2004-04	%
1		Beginning Fund Balance - July 1					\$	328,352	\$ 357,171	\$ 305,426	117%
2		Revenues Interim Revenues	\$	17,649	\$	16,435	\$	161,237	\$ 178,862	\$ 215,994	83%
3		Frite Lites Revenues		-	•	36,204		36,204	132,823	100,000	133%
4		Fairtime Revenues		214		260		637,023	600,005	618,050	97%
5		Non-Operating Revenues		9,277		9,365		456,477	440,194	543,000	81%
		Total Revenues	\$	27,140	\$	62,264	\$	1,290,941	\$ 1,351,884	\$ 1,477,044	92%
		Total Revenues & Beg. Fund Balance	\$	27,140	\$	62,264	\$	1,619,293	\$ 1,709,055	\$ 1,782,470	96%
		Expenses	\vdash							 	
6		Interim Expenses	\$	65,632	\$	37,322	\$	593,077	\$ 393,942	\$ 501,251	79%
7		Frite Lites Expenses		-		36,643		36,643	118,164	100,000	118%
8	i	Fairtime Expenses		27,458		2,553		564,037	656,237	804,537	82%
9		Non-Operating Expenses								69,867	0%
		Total Expenses	\$	93,090	\$	76,518	\$	1,193,757	\$ 1,168,343	\$ 1,475,655	79%
10		Contingency								\$ 306,815	
	-	Total Expenses and Ending Fund Balance								\$ 1,782,470	

Line Item	Acct No.	•	March 2004	 March 2003	ear to Date YE 6/30/03	ear to Date YE 6/30/04		Adopted 2004-04	%
11	10	Interim Operating Revenues Rent & Storage	\$ 16,190	\$ 15,590	\$ 109,874	\$ 129,377	\$	180,894	72%
12	16	Parking Fees	\$ -	\$ -	\$ 32,358	\$ 26,370		9,000	293%
13	17	Miscellaneous Income	\$ 61	\$ 20	\$ 2,087	\$ 5,508		10,000	55%
14	18	RV Park	\$ 1,260	\$ 825	\$ 16,567	\$ 17,098		15,350	111%
15	20	ATM Fees	\$ 138	\$ -	\$ 351	\$ 509		750	68%
		Total Interim Operating Revenues Interim Personnel Expenses	\$ 17,649	\$ 16,435	\$ 161,237	\$ 178,862	\$	215,994	83%
16	100	Interim Permanent Full-Time Positions	\$ 30,848	\$ 12,162	\$ 331,825	\$ 153,043	\$	198,451	77%
17	101	Interim Temporary Salaries and Wages	\$ 3,177	\$ -	\$ -	\$ 16,190		3,075	527%
18	102	Interim O.P.E.	\$ 15,539	\$ 8,549	\$ 119,379	\$ 71,076	76 93,		76%
		Total Interim Personnel Expenses	\$ 49,564	\$ 20,711	\$ 451,204	\$ 240,309	\$	295,334	81%
19	107	Interim Operating Expenses Office Expense	\$ 445	\$ 500	\$ 6,538	\$ 2,610	\$	4,000	65%
20	108	Telephone	\$ 513	\$ 1,276	\$ 8,312	\$ 4,903		9,000	54%
21	109	Printing	\$	\$ 361	\$ 681	\$ 217		1,000	22%
22	110	Postage	\$ -	\$ 210	\$ 1,558	\$ 823		1,750	47%
23	111	Equipment & Building Rental	\$ 239	\$ 479	\$ 2,411	\$ 4,155		5,000	83%
24	112	Utilities	\$ 8,479	\$ 8,287	\$ 51,947	\$ 51,047		70,000	73%
25	113	Repair & Maintenance	\$ 3,664	\$ 2,600	\$ 20,767	\$ 35,034		45,000	78%
26	114	General Supplies	\$ 1,125	\$ 1,114	\$ 5,404	\$ 9,035		18,000	50%
27	178	Parking	\$ -	\$ -	\$ -	\$ -		-	0%
28	118	Travel & Training	\$ -	\$ 111	\$ 2,962	\$ 97		500	19%
29	119	Legal Fee to County	\$ 769	\$ -	\$ 193	\$ 1,114		1,200	93%
30	121	Professional Services	\$ 17	\$ =	\$ 4,797	\$ 8,702		10,000	87%
31	122	insurance & Bonding	\$ -	\$ -	\$ 22,059	\$ 12,351		12,100	102%
32	123	Private Mileage	\$ -	\$ •	\$ 457	\$ 127		500	25%
33	124	Car Allowance	\$ -	\$ -	\$ 2,130	\$ -		-	0%
34	131	Advertising & Public Relations	\$ 273	\$ 297	\$ 4,170	\$ 3,769		6,000	63%
35	132	Board Expense	\$ 126	\$ 45	\$ 243	\$ 1,316		750	175%
36	133	Due, Licenses, Fees	\$ 261	\$ 560	\$ 3,435	\$ 1,557		1,125	138%
37	149	Misc. Materials & Services	\$ 132	\$ 771	\$ 1,558	\$ 1,886		2,500	75%
38	151	County Indirect Cost	\$ •	\$ •	\$ 792	\$ 12,491		14,992	83%
39	154	RV Park Repair & Maintenance	\$ 25	\$ -	\$ 240	\$ 1,555		1,000	156%
40 1	154B	RV Park Hotel/Motel Tax	\$ -	\$ -	\$ 1,053	\$ 844		1,000	84%
41	155	ATM Fees	\$ -	\$ -	\$ 166	\$ -		500	0%
L		Total Interim Operating Expenses	\$ 16,068	\$ 16,611	\$ 141,873	\$ 153,633	\$	205,917	75%
		Total Interim Expenses Net Interim Revenues/Expenses	\$	\$ 37,322 (20,887)	\$ 593,077 (431,840)	\$ 393,942 (215,080)	\$	501,251 (285,257)	79% 75%

Line Item	Acct No.		March 2004	March 2003		ar to Date	 ar to Date YE 6/30/04	 Adopted 2004-04	%
		Frite Lites		 	•	. 2 0,00,00	 12 0/00/04	2004-04	
42	15	Frite Lites Revenue	\$ -	\$ 36,204	\$	36,204	\$ 132,823	\$ 100,000	133%
43	375	Frite Lites Expenses	\$ -	\$ 36,643	\$	36,643	\$ 118,164	100,000	118%
		Net Frite Lites Revenues/Expenses	\$ •	\$ (439)	\$	(439)	\$ 14,659	\$ -	0%

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Line Item	Acct No.	Description	March 2004	March 2003	ear to Date YE 6/30/03	ear to Date YE 6/30/04	Adopted 2004-04	%
44	4	Fair Revenues State Sources - Dept. of Agriculture	\$	\$ -	\$ 40,868	\$ 39,200	\$ 41,000	96%
45	30	Youth Admissions	\$ -	\$	\$ 37,886	\$ 26,645	37,500	71%
46	31	Other Admissions	\$ -	\$ -	\$ 213,670	\$ 203,891	210,000	97%
47	32	Concessions/Booths	\$ -	\$	\$ 120,695	\$ 116,956	120,000	97%
48	33	Sponsorships	\$ -	\$ -	\$ 57,625	\$ 55,415	57,500	96%
49	34	Advertising Sold	\$ -	\$ -	\$ 1,800	\$ 1,150	2,500	46%
50	36	Carnival Income	\$ •	\$ -	\$ 50,946	\$ 47,865	50,500	95%
51	37	Entry & Bedding Fees	\$ 	\$ -	\$ 2,468	\$ 2,334	2,500	93%
52	38	Parking Fees	\$ -	\$ -	\$ 40,491	\$ 42,792	40,000	107%
53	39	Rodeo Sponsorships	\$ •	\$ 200	\$ 29,290	\$ 26,186	29,000	90%
54	41	Miscellaneous	\$ -	\$ -	\$ 26,418	\$ 10,938	15,000	73%
55	42	Rodeo Admissions	\$ -	\$ -	\$ 4,870	\$ 19,839	4,800	413%
56	43	Main Stage	\$ -	\$ -	\$ -	\$ -	-	0%
57	45	Amphitheater Merchandise	\$ -	\$ -	\$ 697	\$ 769	500	154%
58	46	Rodeo Miscellaneous	\$ 214	\$ 60	\$ 3,091	\$ 2,151	1,750	123%
59	48	ATM Fees	\$ -	\$ -	\$ 2,267	\$ 1,373	2,500	55%
60	49	Rodeo Queen Activities	\$ -	\$ -	\$ 3,941	\$ 2,501	3,000	83%
		Total Fair Revenues	\$ 214	\$ 260	\$ 637,023	\$ 600,005	\$ 618,050	97%

Footnote: Following approval of the FYE 2003-04 Budget in February 2003, the Board at their April 2003 Board Meeting adopted a Rodeo Committee recommendation to establish a \$4.00 general admission fee and a \$7.00 grandstand admission fee for each performance of the 2003 PRCA Rodeo. Prior to this action, only a \$5.00 grandstand admission fee was charged.

Line	Acct	Description		March	March	Y	ear to Date	Y	ear to Date		Adopted	%
Item	No.		<u> </u>	2004	2003	F	YE 6/30/03	F	YE 6/30/04		2004-04	
61	103	Fairtime Personnel Expenses Fair Permanent Full-Time Positions	\$	16,058	\$ -	\$	-	\$	73,593	\$	117,349	63%
62	104	Fair Temporary Salaries and Wages	\$	•	\$ -	\$	-	\$	4,117		3,747	110%
63	105	Fair O.P.E.	\$	7,178	\$ •	\$	-	\$	29,882	\$	59,444	50%
		Total Fairtime Personnel Expenses	\$	23,236	\$ 	\$		\$	107,592	\$	180,540	60%
		Fair Operations	 		 	_ _		_ -	191,002	-	100,040	0070
64	190	Telephone	\$	-	\$ -	\$	-	\$	2,322	\$	3,000	77%
65	191	Car Allowance	\$	-	\$ -	\$	-	\$	-		-	0%
66	175	Printing	\$	=	\$ ÷	\$	7,035	\$	5,837		7,500	78%
67	192	Postage	\$	-	\$ -	\$	-	\$	615		1,000	62%
68	193	Travel & Training	\$	334	\$ •	\$	-	\$	2,917		4,500	65%
69	194	Legal Fees to County	\$	510	\$ •	\$	-	\$	510		1,200	43%
70	195	Insurance and Bonding	\$	-	\$ -	\$	-	\$	12,351		12,100	102%
71	196	Board Expense	\$	-	\$ -	\$	-	\$	256		750	34%
72	197	County Indirect Costs	\$	1,249	\$ -	\$	-	\$	12,491		14,992	83%
73	176	Utilities	\$	-	\$ -	\$	11,647	\$	12,557		13,000	97%
74	198	Dues, Licenses and Fees	\$	243	\$ •	\$	-	\$	1,622		1,125	144%
75	178	Parking	\$	-	\$ •	\$	5,185	\$	5,732		5,200	110%
76	179	Professional Services	\$	-	\$ -	\$	30,488	\$	65,719		76,215	86%
77	180	Advertising, Promotions, etc.	\$	800	\$ •	\$	76,299	\$	79,407		79,000	101%
78	182	Miscellaneous	\$	1,014	\$ 63	\$	16,207	\$	12,491		16,500	76%
79	183	Decorations	\$	•	\$ -	\$	4,083	\$	4,065		4,000	102%
80	184	Equipment Rental	\$	-	\$ •	\$	4,923	\$	6,755		13,500	50%
81	186	Restroom Service	\$	-	\$ -	\$	11,915	\$	14,302		15,500	92%
82	187	Repair & Maintenance	\$	-	\$ -	\$	7,115	\$	59		7,000	1%
83	188	Materials & Supplies	\$	-	\$ 1,995	\$	16,486	\$	12,505		10,500	119%
84	189	ATM Fees	\$	•	\$ •	\$	-	\$	•		250	0%
		Total Fair Operations	\$	4,150	\$ 2,058	\$	191,383	\$	252,513	\$	286,832	88%

Line Item	Acct No.	•	į	March 2004	 March 2003	 ar to Date E 6/30/03		ar to Date /E 6/30/04	Adopted 2004-04	%
		Exhibits & Competitions								
85	211	Awards FFA	\$	-	\$ -	\$ 2,575	\$	2,126	\$ 2,340	91%
86	212	Personnel FFA	\$	-	\$	\$ 632	\$	663	585	113%
87	213	Other FFA	\$	-	\$ -	\$ 1,361	\$	1,787	1,215	147%
88		Total FFA	\$	-	\$ •	\$ 4,568	\$	4,576	\$ 4,140	111%
89	221	Awards 4-H	\$	-	\$ -	\$ 5,980	\$	4,598	\$ 5,400	85%
90	222	Personnel 4-H	\$	-	\$ •	\$ 5,912	\$	6,359	5,310	120%
91	223	Other 4-H	\$	-	\$ -	\$ 9,945	\$	4,378	8,955	49%
		Total 4-H	\$	-	\$ •	\$ 21,837	\$	15,335	\$ 19,665	78%
92	231	Awards Open Class	\$	-	\$ -	\$ 25,628	\$	20,186	\$ 23,400	86%
93	232	Personnel Open Class	\$	-	\$ -	\$ 2,052	\$	1,957	1,845	106%
94	233	Other Open Class	\$	-	\$ -	\$ 3,627	\$	3,042	3,265	93%
1	!	Total Open Class	\$		\$ •	\$ 31,307	\$	25,185	\$ 28,510	88%
		Total Exhibits & Competitions	1\$		\$ -	\$ 57,712	٩	45,096	\$ 52,315	86%

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Line Item	Acct No.	Description		March 2004		March 2003	-	ear to Date YE 6/30/03	ear to Date YE 6/30/04	Adopted 2004-04	%
		Rodeo	-							 ·	
95	311	Prize Money (See Footnote)	\$	-	\$	~	\$	45,000	\$ 34,500	\$ 45,000	77%
96	312	Announcer/Contractors/Personnel	\$	-	\$	•	\$	18,871	\$ 15,685	16,600	94%
97	313	Stock Contract	\$	-	\$		\$	28,012	\$ 20,720	27,000	77%
98	314	Special Awards	\$	-	\$	-	\$	816	\$ 1,000	500	200%
99	315	Exceptional Kid's Rodeo	\$	•	\$	-	\$	712	\$ 236	2,000	12%
100	316	Promotion	\$	-	\$	10	\$	5,333	\$ 4,599	5,500	84%
101	317	Materials & Supplies	\$	-	•\$	•	\$	2,957	\$ 4,215	3,000	141%
102	318	Board Expense	\$	-	\$	-	\$	3,525	\$ 2,109	2,000	105%
103	319	Other (Fees & Dues)	\$	-	\$	-	\$	2,630	\$ -	2,500	0%
104	320	Queen	\$	20	\$	434	\$	2,732	\$ 1,210	4,000	30%
105	321	Rental Equipment	\$	-	\$	-	\$	3,110	\$ 8,978	7,500	120%
106	322	Money Raising Projects	\$	52	\$	51	\$	2,712	\$ 3,556	1,750	203%
107	333	Sponsorship Fees	\$	-	\$	-	\$	1,125	\$ -	-	
		Total Rodeo	\$	72	\$	495	\$	117,535	\$ 96,808	\$ 117,350	82%

Footnote: Following approval of the FYE 2003-04 Budget in February 2003, the Board at their April 2003 Board Meeing adopted a Rodeo Committee recommendation to reduce Prize Money to \$34,500 per event plus \$1,000 Day Money.

Line Item	Acct No.	Description	March 2004		March 2003	 ear to Date YE 6/30/03	-	ear to Date YE 6/30/04	Adopted 2004-04	%
		Fair Entertainment	 			 -				
108	324	Main Stage (Artist Fees)	\$ •	\$	-	\$ 80,210	\$	46,350	\$ 63,000	74%
109	325	Grounds Entertainment	\$ -	\$	-	\$ 57,224	\$	39,317	42,500	93%
110	326	Associated Costs - Main	\$ •	\$	-	\$ 23,468	\$	30,434	32,000	95%
111	327	Associated Costs - Grounds	\$ -	\$	-	\$ 16,282	\$	23,654	15,000	158%
112	328	Touch & See	\$ •	\$	-	\$ 3,000	\$	2,500	2,500	100%
113	329	Special Exhibit	\$ -	\$	-	\$ 17,223	\$	11,973	12,500	96%
	Total Fair Entertainment		\$ <u>*</u>	•\$	<u> </u>	\$ 197,407	\$	154,228	\$ 167,500	92%
		Total Fairtime Expenses	\$ 27,458	\$	2,553	\$ 564,037	\$	656,237	\$ 804,537	82%
		Net Fairtime Income/Loss	\$ (27,244)	\$	(2,293)	\$ 72,986	\$	(56,232)	\$ (186,487)	30%

Line Item	Acct No.	Description	March 2004	 March 2003	ear to Date YE 6/30/03	ear to Date YE 6/30/04	 Adopted 2004-04	%
		Non-Operating Revenues						
114	9	Dedicated Funds - Hotel/Motel Tax	\$ 8,774	\$ 8,868	\$ 451,799	\$ 435,982	\$ 538,000	81%
115	14	Interest	\$ 503	\$ 497	\$ 4,678	\$ 4,212	5,000	84%
		Total Non-Operating Revenues	\$ 9,277	\$ 9,365	\$ 456,477	\$ 440,194	\$ 543,000	81%
		Non-Operating Expenses						
116	510	Purchase/Lease	\$ -	\$ -	\$ 42,709	\$ 42,667	\$ 42,667	100%
117	511	Land Improvements	\$ -	\$ -	\$ -	\$ -	-	0%
118	512	Building & Structures	\$ ÷	\$ -	\$ •	\$ -	-	0%
119	513	Equipment	\$ 812	\$ 613	\$ 4,353	\$ 14,708	27,200	54%
120	514	Development Reserve (See Footnote)	\$ 2,308	\$ -	\$ 10,000	\$ 10,065	-	0%
		Total Non-Operating Expenses	\$ 3,120	\$ 613	\$ 57,062	\$ 67,440	\$ 69,867	97%

Footnote: This category includes expenses (County Counsel, RFP Printing, etc.) associated with development efforts

	Date	Num	Name	Memo	Original Amount	Paid Amount
	Income C · DED	DICATED FU	NDS			
	009 · 03/31/2004	Hotel/Mote	I Tax Washington County Finance Department	March 2004	0 770 07	0.770.67
		UEP I 009 · Hotel/		March 2004	8,773.67	8,773.67
	TOta	1 009 - 1 10(61/	MOLES FAX			8,773.67
	Total C	DEDICATE	ED FUNDS			8,773.67
	010 -	ERIM INCOM Rent & Sto 10B · Main E	rage	•		
	03/03/2004 03/03/2004 03/03/2004 03/11/2004 03/11/2004 03/11/2004 03/11/2004 03/16/2004 03/23/2004 03/25/2004 03/30/2004	032903 032903 2001-429 2001-428		Payment for event 1/31-2/1/04 MEH Balance of base lease on MEH-March 2004 Payment for event 1/21-2/1/04 MEH March 2004 March 2004 March 2004 March 2004 March 2004 move-in, MEH lease 2/28/04-2/29/04, inve Move-in ,Base lease MEH, plus labor and i Move-in and Base Lease MEH March 11-1	47.00 1,775.00 (47.00) 390.00 600.00 987.50 325.00 665.00 2,226.00 2,126.00 2,515.50 458.75	47,00 1,775,00 (47,00) 390,00 600,00 987,50 325,00 665,00 2,226,00 2,126,00 2,515,50 458,75
	To	otal 010B · M	ain Exhibit Hall			12,068.75
	01	0C · Clover	leaf Building			
e .	03/03/2004 03/05/2004 03/10/2004 03/25/2004	032903		remaining base lease of CCB March 2004 Show Inventory for Cloverleaf, March 20-21, 2004 Building Rental, Inventory, Labor, less pay	713.00 609.25 362.50 268.75	713.00 609.25 362.50 89.77
٠.	To	otal 010C · C	loverleaf Building			1,774.52
	03/23/2004	0E · Friends 032903 2001-444	•	Friendship SquareMarch 20-21 Rental, inventory, labor, less payments	750.00 105.00	750.00 35.07
	To	otal 010E · Fi	riendship Square			785.07
	03/03/2004 03/25/2004	0F · Floral E 032903 2001-444	Sisterspirit Sisterspirit	remaining base lease of Floral, March 2004 Building Rental, Inventory, labor, less pay	625.00 225.00	625.00 75.16
			oral Building			700.16
	01 03/03/200 03/05/200		ds/General Product Development Corp. Iron Dogs Flyball	Applied deposit for March 2004 Large Covered ShowringFebruary 2004	75.00 128.00	75.00 128.00
	To	tal 010G · G	rounds/General			203.00
	03/03/2004 03/10/2004 03/18/2004	2001-430 2001-432 2001-431	t Storage/Barns Steve Laskowske Brent verner Howard Nolte	November 15, 2003 - March 2, 2004 stora Boat storage- November 12, 2003-March Holiday Rambler Travel TrailerNovember	25.70 57.24 174.93	25.70 57.24 174.93
			//Boat Storage/Barns			257.87
	03/10/200¢ 03/10/200¢ 03/16/200¢ 03/23/200¢	032903 032903 032903	Use Concessions David Hansell Tony Matic Tommy's Open Bible Christian Complex	Interim Use ConcessionsMarch 12-14, 2 Interim Use ConcessionsBird Fair Interim Use Concessionsfood vending fe Interim Use Concessions	100.00 100.00 100.00 100.00	100.00 100.00 100.00 100.00
	То	tal 010K · In	terim Use Concessions			400.00
	Total	010 · Rent 8	Storage			16,189.37

Date	Num	Name	Memo	Original Amount	Paid Ar t
014 · 03/31/200 03/31/200	Interest Ind DEP Dep	come Columbia Community Bank Washington County Finance Department	Interest March 2004 March Interest	418.26 84.37	418.26 84.37
	014 · Intere	·	Malei Meses	31.31	502.63
					502.63
		ous Income	B (0.75	
03/10/2004		Misc. Income	Postage purchasedLeah Perkins	0.75	0.75
03/25/2004 03/29/2004	032903 032903		One night truck parkingWilliam Michaud Semi parking, one night. Acatalan Transport	20.00 20.00	20.00
03/29/2004	032903		One night semi parking. Acatalan Transport	20.00	20.00 20.00
		llaneous Income	*	20,00	60.75
	RV Parking				
		rking/Short Term	OLIT BUBLICO TO III	25.22	
03/03/2004			Short Term RV Parking-Susan True, sp#1	35.00 47.50	35.00
03/03/2004 03/05/2004			Short Term RV Parking-Susan True-sp #1 RV parking March 4 & 5, 2004Susan Tru	17.50 35.00	17.50 35.00
03/03/2004		RV Parking Fee	Short Term RV Parking-Elijah Cooper-2 ni	35.00 35.00	35.00
03/10/2004	032903		Short Term RV Parking-Susan True, Marc	35.00	35.00
03/10/2004	032903		Short Term RV ParkingMilton Moen2 s	140.00	140.00
03/16/2004	032903		Short Term RV Parking-Ray WoolleyMar	52,50	52.50
03/16/2004	032903		Short Term RV ParkingArt Smith, March	70.00	70.00
03/16/2004		RV Parking Fee	Short Term RV ParkingLynn SpenserM	52.50	52.50
03/16/2004	032903		Short Term RV ParkingBob Sampson, M	17,50	17.50
03/16/2004		RV Parking Fee	BarretoMarch 12	17.50	17.50
03/18/2004	032903		Short Term RV ParkingJohn Goodwin, J	52.50	52.50
03/18/2004		RV Parking Fee	Short Term RV Parking-Junior Randall, M	52.50	52.50
03/18/2004 03/22/2004	032903	RV Parking Fee RV Parking Fee	Short Term RV Parking-Jackie PayneMa Short Term RV ParkingWalter Whitney	52.50 35.00	52.50 35.00
03/22/2004			Short Term RV ParkingHelene Walker	17.50	17.50
03/22/2004		RV Parking Fee	Short Term RV Parking-Paul Drake	52.50	7 '9
03/22/2004		RV Parking Fee	Short Term RV ParkingFred Campbell	70.00	(;
03/22/2004		RV Parking Fee	Short Term RV Parking-Darold Russell	52.50	52.50
03/22/2004			Short Term RV ParkingRobert Ostrander	17.50	17.50
03/22/2004	032903		Short Term RV ParkingRobert Reynolds	17.50	17.50
03/23/2004		RV Parking Fee	Short Term RV ParkingPaul Dake March	70,00	70.00
03/23/2004	032903	RV Parking Fee	Short Term RV ParkingJohn Littlefield, 3/	70.00	70.00
03/25/2004	032903		Short Term RV ParkingMarch 24-25, Mar	35.00	35.00
03/30/2004	032903 032903	RV Parking Fee RV Parking Fee	Short Term RV Parking3/29-4/4 John Ha	122.50 35.00	122.50 35.00
- 03/30/200₄ To		V Parking/Short Term	Short Term RV Parking3/29-3/30	33.00	1,260.00
		•			
	018 · RV Pa				1,260.00
03/12/2004		ncome - Interim Access Cash		138.00	138.00
Total	020 · ATM F	Fees Income - Interim			138.00
Total D ·	INTERIM IN	NCOME			18,150.75
F·FAIR	INCOME				
046 ·	Rodeo Misc	cellaneous Washington Co 4-H	Reimbursement for Genny Olmstead Buck	214.22	214.22
		Ť	remodiscinent for Gently Ganalead Back	217,22	
Total	046 · Rodec	Miscellaneous			214.22
Total E ·	FAIR INCO	ME			214.22
Total Incom	е				27,138.64
Gross Profit					27,138.64

(Date			Memo	Original Amount	Paid Amount
	Expense					
		RSONNEL				
		interim Per	manent F/T Salaries			
	03/04/2004		Washington County Finance Department	PP 0403	7,504.42	7,504.42
	03/04/2004		Washington County Finance Department	PP 0404	8,042.47	8,042.47
	03/19/2004 03/29/2004		Washington County Finance Department Washington County Finance Department	PP 0405 PP 406	7,848.77	7,848.77
			· · · · · · · · · · · · · · · · · · ·	rr 400	7,452.83	7,452.83
			n Permanent F/T Salaries			30,848.49
		Interim Ten	np Salaries & Wages		440.70	
	03/04/2004		Anytime Labor	Tommy Hardy-Electrician to check electric	119.76	119.76
	03/04/2004 03/04/2004		Washington County Finance Department Washington County Finance Department	PP 0403 PP 0404	110.40 110.40	110.40 110.40
	03/04/2004		Washington County Finance Department	PP 0404	31.58	31.58
	03/10/2004		Employers Overload	Carolyn Divine - Office	424.80	424.80
	03/15/2004		Employers Overload	Carolyn Divine - Office	424.80	424.80
	03/15/2004		Employers Overload	Oscar Gonzales - Weekend Coverage	196.20	196.20
	03/19/2004		Washington County Finance Department	PP 0405	232.80	232.80
	03/22/2004		Employers Overload	Carolyn DivineOffice	424.80	424.80
	03/22/2004		Employers Overload	Oscar Gonzales - Weekend Coverage	168.30	168.30
	03/26/2004		Employers Overload	Carolyn Divine-Office	424,80	424.80
	03/26/2004		Employers Overload	Oscar Gonzales - Weekend Coverage	168.30	168.30
	03/29/2004		Washington County Finance Department	PP 406	225.60	225.60
	03/29/2004	404 1 4 1	Adams Temporary	Jakob Dryden - General Labor March 18-19	114.53	114.53
			n Temp Salaries & Wages			3,177.07
		interim O.P		Toward lands Flactaining to be tall distant	70.04	70.04
	03/04/2004 03/04/2004		Anytime Labor Washington County Finance Department	Tommy Hardy-Electrician to install digital ti PP 0403	79.84 3,567.90	79.84 3,567.90
	03/04/2004		Washington County Finance Department	PP 0403	31.59	3,567.90 31.59
e e e	33/04/2004		Washington County Finance Department	PP 0404	3,390.80	3,390.80
	ن3/10/200		Employers Overload	Carolyn Divine - Office	283.20	283.20
	03/15/2004		Employers Overload	Carolyn Divine - Office	283.20	283.20
	03/15/2004		Employers Overload	Oscar Gonzales - Weekend Coverage	130.80	130.80
	03/19/2004		Washington County Finance Department	PP 0405	3,596.21	3,596.21
	03/19/2004		Washington County Finance Department	PP 0405	62.94	62.94
	03/22/2004		Employers Overload	Carolyn DivineOffice	283.20	283.20
	03/22/2004		Employers Overload	Oscar Gonzales - Weekend Coverage	112.20	112.20
	03/26/2004		Employers Overload	Carolyn DivineOffice	283.20	283.20
	03/26/2004		Employers Overload	Oscar Gonzales - Weekend Coverage	112.20	112.20
	03/29/2004		Washington County Finance Department	PP 406 PP 406	61.10	61.10
	03/29/2004 03/29/2004		Washington County Finance Department Adams Temporary	Jacob Dryden - General Labor March 18-19	3,184.58 76.36	3,184.58 76.36
		400 lataria	•	Jacob Dryden - General Labor March 15-19	70.30	
		102 · Interim				15,539.32
	1 03 - 1 03/04/2004	Fair Permai	nent Full-Time Salary Washington County Finance Department	PP 0403	3,806.78	3,806.78
	03/04/2004		Washington County Finance Department	PP 0404	4,344.83	3,000.76 4,344.83
	03/04/2004		Washington County Finance Department	PP 0405	4,151.13	4,151.13
	03/29/2004		Washington County Finance Department	PP 406	3,755.20	3,755.20
	Total	103 · Fair Pe	ermanent Full-Time Salary			16,057.94
	105 - 1	Fair O.P.E.				
	03/04/2004		Washington County Finance Department	PP 0403	1,927.54	1,927.54
	03/04/2004		Washington County Finance Department	PP 0404	1,750.42	1,750.42
	03/19/2004		Washington County Finance Department	PP 0405	1,956.00	1,956.00
	03/29/2004		Washington County Finance Department	PP 406	1,544.00	1,544.00
	Total	105 · Fair O.	P.E.			7,177.96
	Total AE	· PERSON	NEL.			72,800.78

Date	Num	Name	Memo	Original Amount	Paid Ar ≀
	ERIM OPE				·
03/10/200 ² 03/15/200 ² 03/22/200 ² 03/22/200 ² 03/22/200 ² 03/22/200 ²	Office Exp	Columbia Gorge Communications Postal Privilege Office Depot Credit Plan Office Depot Credit Plan Office Depot Credit Plan Visa	repair network wiring in filing office and ad Ink cartridge for postage meter cable for printer cartridges, copy paper printer cartridge/form 1099's Service Charges	153.25 37.24 24.24 129.15 76.26 25.00	153.25 37.24 24.24 129.15 76.26 25.00
Total	107 · Office	Expense			445.14
03/10/2004 03/22/2004 03/23/2004	Telephone 50158 108 · Telep	T-Mobile Integra Infinity Internet	acct#255441206 (503)481-4711 Acct#46994 Reimbursement for charges on Visa 02/27	42.65 553.58 (83.67)	42.65 553.58 (83.67) 512.56
	Equip/Bldg				
03/22/2004	TA · Equip	ment Rental Citicorp Vendor Finance, Inc.	Copier lease	238.97	238.97
Tot	tal 111A · E	quipment Rental			238.97
Total	111 · Equip	/Bldg Rental			238.97
03/02/200¢ 03/10/200¢ 03/10/200¢ 03/10/200¢ 03/10/200¢ 03/10/200¢ 03/10/200¢ 03/10/200¢ 03/15/200¢ 03/15/200¢ 03/22/200¢ 03/24/200¢	Utilities 112 · Utilitie	Ferreligas NW Natural Hillsboro Garbage Disposal Portland General Electric Portland General Electric NW Natural NW Natural NW Natural Portland General Electric Portland General Electric Portland General Electric City of Hillsboro	Main Office Propane 195 gallons 01/29/04-03/01/04 acct #76294-8 garbage acct#0009 45466-585399 7 01/29/04-03/0 acct#0002 28314-551488 3 01/29/04-03/0 acct#76814-3 01/29/04-03/02/04 acct#76453-0 01/29/04-03/02/04 acct#76266-6 01/29/04-03/02/04 acct#76266-6 01/29/04-03/02/04 acct#0002 28314-647795 7, 02/02/04-03/0 acct#0002 28314-543406 6 02/05/04-03/1 water/sewer for 01/14/04-03/10/04	350.80 201.87 222.00 2,457.55 10.37 84.77 260.23 576.65 10.30 159.94 30.15 4,114.55	350.80 201.87 222.00 2,457.55 10.37 84 77 2 57 35 10.30 159.94 30.15 4,114.55
03/01/200	•	laintenance leaf R & M Platt Electric	Digital thermostat for heat pumps Cloverleaf	185.40	185.40
03/01/2004	hal 1130 . C	Platt Electric Cloverleaf R & M	correct credit for returned thermostat	(185.40)	(185.40)
		ds/General R & M			0.00
03/04/2004 03/04/2004 03/10/2004 03/15/2004 03/24/2004		Platt Electric Platt Electric Hillsboro Garbage Disposal Home Depot Familian NW Hillsboro #3207	Circuit relay for pole lights Circuit Relay drop box pressure treated wood, fuses, air vents Materials for installing backflow devices	58.19 33.82 688.65 77.43 43.52	58.19 33.82 688.65 77.43 43.52
		Grounds/General R & M			901.61
113 03/02/200¢ 03/02/200¢ 03/02/200¢ 03/02/200¢ 03/02/200¢ 03/10/200¢ 03/10/200¢	3L · Equipr	nent R & M Gratteri Tire & Wheel Dick's Country Dodge Dick's MacKenzie Ford Hillsboro Towing Service Gratteri Tire & Wheel Bretthauer Oil Co. Dick's MacKenzie Ford Patterson's Repair Service	Replace punctured trailer tire/fix turf tire Repairs to 92 Dodge Van Service and repairs Ford PU Tow Dodge Van to Dicks Country Dodge Repair flats John Deere & Ford Ranger 475 gals of gas remove and clean fuel tank 94 Ford repair forklift hydralics	57.90 167.55 850.50 45.45 31.65 835.70 472.64 218.04	57.90 167.55 850.50 45.45 31.65 835.70 472.64 218.04

Date	Num	Name	Memo	Original Amount	Paid Amount
03/10/200 03/22/200		Bi-Mart Corporation U-Haul	2 cases oil propane for forklift	38.16 44.52	38.16 44.52
То	tal 113L · E	quipment R & M			2,762.11
Total	113 · Repai	r & Maintenance			3,663.72
114 -	General Su	pplies			
03/04/2004		Platt Electric	2 Outdoor Security Lights for shop	101.50	101.50
03/15/2004		Home Depot	misc supplies/light bulbs/fuses/loppers etc.	104.46	104.46
03/15/200 ² 03/22/200 ²		Sign Pro Visa	ID Badges & magnetic fasteners Blåck Lanyards for staff	201.00 53.01	201.00
03/26/2004		Cintas First Aid & Safety	Replenish First Aid Kits	26.52	53.01 26.52
03/29/2004		Adventures in Advertising Franchise, Inc.	Logo Jackets for Staff	638.55	638.55
Total	114 · Gener	al Supplies			1,125.04
119 · 03/29/2004	Legal Fees	to County Washington County Counsel	Legal Service Dec-Jan General	768.75	768.75
	119 · Legal	Fees to County			768.75
	Profession	•			
		Swallowtail School Scholarship Fund	March 2004 Show CCBsecurity deposit	(135.00)	(135.00)
03/26/2004	***************************************	Washington County Finance Department	1 employee ID Badge	19.00	19.00
03/26/2004		Coast to Coast Event Services	SwallowTail School auction-3/13/04	132.76	132.76
Total	121 · Profes	sional Svcs.			16.76
131 · / 03/22/2004	Advertising	∣ & P.R. Hillsboro Argus	Display ads February 2004	240.00	240.00
03/22/2004		Qwest	Bold listing ad Portland and Westside acct	33.00	33.00
Total	131 · Adverl	ising & P.R.	-		273.00
132 · I	Board Expe	ense			
03/22/2004	·	Visa	Board Handbooks	101.00	101.00
03/22/2004		Visa	Nameplates-new board members	25.00	25.00
Total 1	132 · Board	Expense			126.00
	Dues, Licer				
03/01/2004		Merchant Solutions	Merchant Fees	31.35	31.35
03/02/2004		American Express American Express	Collection Fees Settlement Fees	4,50 1,46	4.50 1.46
03/05/2004		Columbia Community Bank	Returned check fee David O Hansell	3.00	3.00
03/22/2004		Hillsboro Chamber	Annual membership 04/01/2004-03/31/2004	199.00	199.00
03/31/2004		Columbia Community Bank	Analysis Fee	21.95	21.95
Total ·	133 · Dues,	Licenses, Fees			261.26
149 - 1 03/22/2004	Misc. Mater	ials & Svcs. Windsor Security	monitoring 04/01/04-06/30/04	131.70	131.70
	149 · Misc. I	Materials & Svcs.	ů		131.70
151 - (County Indi	rect Cost			
03/04/2004	•	Washington County Finance Department	March 2004 indirect charges	1,249.50	1,249.50
Total 1	151 · County	/ Indirect Cost			1,249.50
	RV Park	. m			
154 - 03/15/200	A · RV Par	k Repair & Maint. Sign Pro	change RV sign	25.00	25.00
	al 154A · R\	V Park Repair & Maint.	ů ů		25.00
Total 1	154 · RV Pa	rk			25.00
iotal BE	· IN I ERIM (OPERATIONS			17,316.58

Date	Num	Name	Memo	Original Amount	Paid An.
CE · FAIR C	PERATIONS			1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
	vertising & Pror				
03/26/200 ² Sign Pro		ro	2 banners "free fair admission" etc	800.00	800.00
Total 180	O · Advertising &	Promotion			800.00
	scellaneous	and an Occurred to the Control			
03/04/2004		ngton County Finance Department	Abandoned propertyWest Coast Bank G	1,014.22	1,014.22
Total 182	? · Miscellaneous				1,014.22
	r Travel & Train				
03/10/2004	Don Hi		cell phone reimbursement/WFA convention	125.54	125.54
03/22/200 ² 03/22/200 ²	Don Hi Visa	siman-	Reimbursement for WFA travel expenses SWA Ticket to Sacramento to attend WFA	61.00 147.20	61.00
	۱۰ Fair Travel & آ	raining	OVA Ticket to dadramento to attend VV A	147.20	147.20
		-			333.74
03/29/2004	r Legal Fees to Washir	county ngton County Counsel	Legal Service Dec-Jan Fair	510.00	510.00
	Fair Legal Fee	•	Logal Corrido Bod Gall Fall	310.00	
	_	•			510.00
197 · Faii 03/04/2004	r County Indired Washir	et Cost ngton County Finance Department	March 2004 indirect charges	1,249.00	1,249.00
	· Fair County Inc	•		1,5-10.00	1,249.00
	•				1,249.00
198 · Faii 03/15/2004	r Dues, License:	s & Fees n Fairs Association	OFA Economic Impact Study	243.17	243.17
	Fair Dues, Lice		OF A Leonorine impact dady	245.17	
10tal 190	· Fall Dues, Lice	suses a rees			243.17
Total CE · F/	AIR OPERATION	18			4,150.13
EE · RODEC					ĺ
320 ⋅ Que		, Official	Seels for Overe		'
03/22/2004		y Stitchin'	Sash for Queen	20.00	20.00
Total 320	· Queen				20.00
	ney Raising Pro		Maria and the second		
03/10/200 <u>²</u> 03/10/200 ²		deGroen deGroen	Misc coronation supplies Misc coronation supplies	13.80 38.00	13.80 38.00
	· Money Raising		white our shall supplied	00.00	51.80
Total EE · Ro	ODEO				71.80
JE · CAPITA					
513 · Equ		Financial Coro	Admiring	242.07	040.07
03/15/200 <i>•</i> 03/22/200 <i>•</i>		Depot Credit Plan	Mower office printer	613.07 198.63	613.07 198.63
	· Equipment			100,00	811.70
					011.70
314 · Dev 03/04/2004	elopment Reser Washin	gton County Central Services	Airel Map RFP's	19.50	19.50
03/10/2004		ood Inn	Room and meal charge, mtg with City & C	258,56	258.56
03/22/2004	Office D	Depot Credit Plan	Binders/dividers for RFP's	50.89	50.89
03/22/2004	Visa		Airel Enlargements-City of Hillsboro	150.00	150.00
03/26/2004		gton County Cartography & Records	Master Plan Enlargements	61.25	61.25
03/29/200; 03/29/200;		gton County Cartography & Records gton County Counsel	Copies of 1994 Master Plan Legal Service Dec-Jan Developmental	140.00	140.00
			Legal Service Dec-Jan Developmental	1,627.50	1,627.50
10tai 514	· Development R	eserve			2,307.70
Total JE · CA	APITAL OUTLAY				3,119.40
Total Expense					97,458.69
·					
come					(70,32、 ょ)



9:54 AM 05/17/04 Accrual Basis

Washington County Fair Complex Balance Sheet Prev Year Comparison As of March 31, 2004

	Mar 31, 04	Mar 31, 03	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings	0.00	10 102 06	(40.402.06)	(400.0)0/
0900 · West Coast Bank 0950 · West Coast Bank-Premium	0.00 0.00	10,183.06 71.05	(10,183.06) (71.05)	(100.0)% (100.0)%
1-1 · C.C.B General Checking	6,248.21	0.00	6,248.21	100.0%
1-3 · C.C.B Money Market Account	270,524.46	36,204.50	234,319.96	647.2%
1-4 · C.C.B ATM Acct	8,632.00	0.00	8,632.00	100.0%
1040 · Petty Cash	242.75	650.00	(407.25)	(62.7)%
1080 · Washington County Fund 200	95,235.45	306,965.77	(211,730.32)	(69.0)%
910 · West Coast Money Market	0.00	34.83	(34.83)	(100.0)%
Total Checking/Savings	380,882.87	354,109.21	26,773.66	7.6%
Accounts Receivable				
1200 · Accounts Receivable	13,837.14	(1,847.30)	15,684.44	849.1%
1201 ⋅ Bad Debt	(750.00)	0.00	(750.00)	(100.0)%
Total Accounts Receivable	13,087.14	(1,847.30)	14,934.44	808.5%
Other Current Assets			()	(\
1499 · Undeposited Funds	15.00	45.00	(30.00)	(66.7)%
2175 · ATM Suspense Account	(1,260.00)	0.00	(1,260.00)	(100.0)%
Total Other Current Assets	(1,245.00)	45.00	(1,290.00)	(2,866.7)%
Total Current Assets	392,725.01	352,306.91	40,418.10	11.5%
Fixed Assets				
220 · Equipment	10,487.06	3,950.00	6,537.06	165.5%
Total Fixed Assets	10,487.06	3,950.00	6,537.06	165.5%
TOTAL ASSETS	403,212.07	356,256.91	46,955.16	13.2%
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable				
2000 · Accounts Payable	2,552.86	36,100.54	(33,547.68)	(92.9)%
Total Accounts Payable	2,552.86	36,100.54	(33,547.68)	(92.9)%

9:54 AM 05/17/04 Accrual Basis

Washington County Fair Complex Balance Sheet Prev Year Comparison As of March 31, 2004

	Mar 31, 04	Mar 31, 03	\$ Change	% Changե
Credit Cards				
01 · Home Depot	0.00	16.94	(16.94)	(100.0)%
03 · Office Depot	59.40	29.00	30.40	104.8%
05 · WCB Visa-Card# 1	(192.93)	537.30	(730.23)	(135.9)%
06 · WCB Visa - Don	0.00	676.68	(676.68)	(100.0)%
Total Credit Cards	(133.53)	1,259.92	(1,393.45)	(110.6)%
Other Current Liabilities				
2053 · Deferred Commercial Exhibit	4,300.00	400.00	3,900.00	975.0%
2056 · Deferred Concession Revenue	5,700.00	600.00	5,100.00	850.0%
2059 · Deferred Sponsorship Income	6,000.00	0.00	6,000.00	100.0%
2064 · Defered Facilities Rental	9,835.00	0.00	9,835.00	100.0%
2065 · Rental Refundable Deposits	2,891.20	3,031.35	(140.15)	(4.6)%
Total Other Current Liabilities	28,726.20	4,031.35	24,694.85	612.6%
Total Current Liabilities	31,145.53	41,391.81	(10,246.28)	(24.8)%
Long Term Liabilities	447.047.00	00.004.00	00 040 00	
2200 · Loan - Columbia Community B	117,047.62	36,204.00	80,843.62	223.3%
Total Long Term Liabilities	117,047.62	36,204.00	80,843.62	223.39
Total Liabilities	148,193.15	77,595.81	70,597.34	91.0%
Equity				
3000 · Opening Bal Equity	(11,385.99)	1,578.07	(12,964.06)	(821.5)%
3900 · Retained Earnings	57,154.36	230,607.02	(173,452.66)	(75.2)%
Net Income	209,250.55	46,476.01	162,774.54	350.2%
Total Equity	255,018.92	278,661.10	(23,642.18)	(8.5)%
TOTAL LIABILITIES & EQUITY	403,212.07	356,256.91	46,955.16	13.2%

Minutes Washington County Fair Board Wednesday, May 5, 2004

Convened: 4:30 pm

FAIR BOARD:

President Rich Vial Vice President Kathy Christy Treasurer W. Rafe Flagg Board Member Herb Hirst Secretary Kathy Schmidlkofer

STAFF:

Don Hillman, Executive Director Lisa DuPre, Marketing/Events Director Leah Perkins, Fair Coordinator

GUESTS:

John Baggott, OSU Extension Service Ed Kristovich, Booster Vice President Bill Duerden, Booster President Cody Feinauer, Rodeo Committee Chair Rich Girard, Aloha Grange Lisa Olsen, Mrs. Washington County

PRESS:

None

President Vial called the meeting to order at 4:30 p.m., welcomed everyone and called for additions to the Agenda. President Vial added reports from the Air Show & Airport Interface Committee; County Fair & Rodeo Operations Committee, and Treasurer's Report to Special Reports; and Ball Field Lease to New Business. Called for motion to approve additions to the agenda.

Motion by Board Member Hirst to approve additions to the Agenda. Second by Board Member Christy. Motion carried 4-0. (Board Secretary Schmidlkofer not yet present).

President Vial opened Audience Time. Guest Lisa Olsen, Mrs. Washington County, explained how she is helping with the Citizen Recognition Program and involvement with the fair and further explained her role as Mrs. Washington County.

Guest Rich Girard, Aloha Grange, asked about the proposal from Lyle Spiesschaert, provided to Board Member Christy and Executive Director Hillman in January 2004. Mr. Girard wanted to know how the proposal is being addresses.

Board President Vial explained that the proposal had been discussed, and as a direct result of Mr. Spiesschaert proposal, a County Fair & Rodeo Operations Committee had been established.

1. Consent Agenda

President Vial asked the Board and the public if any items were requested to be removed from the Consent Agenda. President Vial asked for the financials to be removed.

Motion by Board Member Hirst to approve Consent Agenda. Second by Board Member Christy. Motion carried 5-0.

2. Special Reports

- A. Rodeo Report Rodeo Chair Feinauer reported that the Rodeo Committee had been accepted into the Rose Festival Star Light Parade, but rejected by the Rose Festival Parade, due to the amount of applicants. Discussion ensured regarding performance times and slack.
- **B.** 4-H Report John Baggott, OSU Extension Service, reported that swine weigh-in had a record number of entries. The 4-H Fair Website is up and running. Horse regional training is up coming. Computer lab will be at the fair and Tech Camp will be held during the fair.
- C. Boosters Report Bill Duerden, Booster President, reported that booth clean up will be held on Monday, July 26th and that plans are being made for the volunteer dinner in September.
- **D.** Operations Report Executive Director Hillman referred to page 27, reported that two electric vehicles have been purchased to eliminate the need for gas powered vehicles and the on-going mechanical issues related to our aging gas-powered vehicles; and that during fair there would be two trailer-style restroom facilities.

Board President Vial asked about the maintenance for gas versus electric, discussion ensued.

Board Treasurer Flagg asked about energy credit for using electric powered vehicles. Executive Director Hillman stated he would look into the possibility. Executive Director Hillman also thanked Rodeo Chair Feinauer for the fill dirt that he arranged to be delivered.

(20)

- E. Airshow Report Board Member Hirst reported that there would be a Friday evening show; the main gate for the Airshow was being moved; and the static display area is also being relocated. Air Show dates are August 13-15.
- F. Fair Operation Report Board Member Christy referred to page 29B and noted that herself and Board Member Schmidlkofer decided it was too late to form an advisory committee for this year's fair, but would invite people during the fair to apply for membership on the committee. Discussion ensued regarding the letter from Lyle Spiesschaert.
- G. Treasurer Report Board Member Flagg reported that he reviewed the February 2004 financial statements with staff and found nothing out of the ordinary or alarming. He noted that he requested from staff the financial statements for the last 24 months for comparisons. Also reported that the staff is moving to the WISARD financial system with Washington County. Discussion ensued regarding reporting capabilities for the financials.
- H. Other, If any None

3. Old Business

- **A.** Redevelopment Update Opus is continuing to work on a Letter of Intent. Discussion ensued.
- **B.** Expansion of Board Membership Executive Director Hillman reported that staff attended the Board of County Commissioners work session and the Commissioners requested that the Fair Board make specific recommendations regarding the expansion of the Fair Board from five to seven members.

Discussion ensued regarding how to seek out the type of person(s) that are not currently being represented on the current Fair Board. Board members mentioned individuals representing a younger prospective; individuals that could assist with upcoming development issues; individuals representing different cultures; and individuals that could address challenges currently facing the annual Fair & Rodeo.

Board Member Flagg asked for the Board to be able to see applications from interested individuals.

Board Member Hirst moved to request the County Commissioners to advertise for two (2) additional positions for the Fair Complex Board; one (1) from District Four and one (1) At-Large; and that the County Commissioners consider appointment of individuals who are likely to be engaged in visioning progressive change and have expertise that would help accomplish these objectives for the public facility and

events that the Fair Complex Board is responsible for. Second by Board Member Christy. Motion carried 4-0. Board Member Schmidlkofer abstained.

D. Other - None

4. New Business

- A. Plans Review Advisory Committee Vice President Christy referred to page 29, listing a group of people that would be helpful in reviewing plans for the re-development before they are released to the public. Discussion ensued.
- **B.** Ball Field Lease Executive Director Hillman explained that the Sports Complex lease with the City of Hillsboro expires on June 30, 2005. President Vial recommends that this item be tabled until September 2004 to see where Opus is at regarding re-development.
- C. Other, if any —
- 5. Announcements None other than what was in the packet
- 6. Correspondence None other than what was in the packet
- 7. <u>Board Oral Communications</u> Discussion of invitations to the Board regarding up-coming functions with the Hillsboro Chamber and the Washington County Convention and Visitors Bureau.
- 8. Other Matters of Information -
 - A. Boosters April 2004 Meeting Minutes
 - B. Rodeo Committee April 2004 Meeting Minutes
 - C. Newspaper Articles, if any
 - D. Website Activity
 - E. Other, if Any

With no further business before the Board, President Vial adjourned the meeting at 6:10 pm.

Don G. Hillman Recording Secretary

A. Richard Vial Board President



WASHINGTON COUNTY

OREGON

Fair Complex

FACILITY SCHEDULE FOR JUNE 2004

(Highlighted events are no-charge)

Tuesday, June 01, 2004

Main Exhibit-North 4-H Dog Club

Floral Building

Rodeo Committee Meeting

Wednesday, June 02, 2004

Covered Show Ring

Dog Agility

Cloverleaf Bldg.

Martial Arts Class

Floral Building

Fair Board Meeting

Main Exhibit

4-H Dog Club Meeting

Saturday, June 05, 2004

Quadrant Property

ATV Safety Class

Complex

All Ford Show and Swap Meet

Sunday, June 06, 2004

Gravel Lot off 34th

County Tire Recycling

Floral Building

4-H Bird Club Meeting

Grandstands Arena 4-H Riding Practice

Monday, June 07, 2004

Main Exhibit-South 4-H Dog Club Meeting

Cloverleaf Building 4-H Guide Dog Meeting

Main Exhibit Hall-North 4-H Club Meeting

Grandstands Arena Riding Practice

Covered Show Ring 4-H Archery Meeting

Outside on grass

4-H Club Meeting

Tuesday, June 08, 2004

Main Exhibit-North 4-H Dog Club

Grandstands Arena Sheriffs Posse Riding

Wednesday, June 09, 2004

Covered Show Ring

Dog Agility

Cloverleaf Bldg.

Martial Arts Class

Corner of 34th/Cornell

Circus

Main Exhibit Hall-North 4-H Dog Club Meeting

Grandstands Arena 4-H Riding Practice

Thursday, June 10, 2004

Corner of 34th/Cornell

Circus

Grandstands Arena 4-H Riding Practice

Friday, June 11, 2004

Meeting Room

Carnival Grounds

4-H Rabbit Club Meeting

Saturday, June 12, 2004

Grandstands Arena N.W. Youth Rodeo

Dog Fun Match

Covered Show Ring Horse Practice

Sunday, June 13, 2004

Grandstands Arena

N.W. Youth Rodeo Covered Show Ring 4-H Riding Practice

Floral Building

4-H Bird Club Meeting

Floral Building

4-H Rabbit Club Meeting

Monday, June 14, 2004

Main Exhibit Hall

4-H Club Meeting

Main Exhibit-South 4-H Dog Club Meeting

Grandstands Arena Riding Practice

Covered Show Ring 4-H Archery Meeting

Tuesday, June 15, 2004

Corner of 34th/Cornell La Mesa RV Move-In

Main Exhibit-North 4-H Dog Club

Grandstands Arena Sheriffs Posse Riding

Wednesday, June 16, 2004

Covered Show Ring

Dog Agility

Corner of 34th/Cornell La Mesa RV Move-In Grandstands Arena 4-H Riding Practice

Main Exhibit

4-H Dog Club Meeting

Thursday, June 17, 2004

Cloverleaf Building

Bulldog Specialty Show

Corner of 34th/Cornell La Mesa RV Sale

Grandstands Arena 4-H Riding Practice

Friday, June 18, 2004

Cloverleaf Building

Bulldog Specialty Show

Corner of 34th/Cornell La Mesa RV Sale

Grandstands Arena 4-H Riding Practice

873 N.E. 34th Avenue · Hillsboro, OR 97124 phone: (503) 648-1416 · fax: (503) 648-7208 · www.faircomplex.com

Saturday, June 19, 2004

Corner of 34th/Cornell La Mesa RV Sale

Grandstands Arena Horse Fair Practice (All Day)

Sunday, June 20, 2004

Corner of 34th/Cornell La Mesa RV Sale Grandstands Arena, 4-H Riding Practice

Monday, June 21, 2004

Grandstands Arena 4-H Riding Practice Grandstands Arena Horse Practice Covered Show Ring 4-H Archer Meeting Main Exhibit Hall-North 4-H Club Meeting Main Exhibit Hall-North 4-H Club Meeting Main Exhibit-South 4-H Dog Club Meeting

Tuesday, June 22, 2004

Grandstands Arena 4-H Riding Practice

Main Exhibit-North 4-H Dog Club

Cloverleaf Building 4-H Guide Dog Dinner Grandstands Arena Sheriffs Posse Riding

Wednesday, June 23, 2004

Cloverleaf Bldg.

Martial Arts Class

Grandstands Arena 4-H Riding Practice

Main Exhibit Hall

4-H Dog Club Meeting

Thursday, June 24, 2004

Grandstands Arena 4-H Riding Practice

Friday, June 25, 2004

Meeting Room

4-H Rabbit Club Meeting Grandstands Arena 4-H Riding Practice

Saturday, June 26, 2004

Main Exhibit Hall

Rocky Mtn. Elk Annual Banquet

Covered Show Ring 4-H Dog Fun Match

Sunday, June 27, 2004

Quadrant Property

Rally Cross Event

Floral Building Floral Building

4-H Rabbit Club Meeting 4-H Bird Club Meeting

Monday, June 28, 2004

Grandstands Arena Riding Practice

Covered Show Ring 4-H Archer Meeting

Main Exhibit-South 4-H Dog Club Meeting

Tuesday, June 29, 2004

Grandstands Arena 4-H Riding Practice

Grandstands Arena Sheriffs Posse Riding

Wednesday, June 30, 2004

Cloverleaf Bldg.

Martial Arts Class

Grandstands Arena

4-H Riding Practice

SPECIAL REPORTS

County of Washington

Washington County Fair Complex 873 NE 34th Avenue Hillsboro, Oregon 97124 Phone: (503) 648-1416

Fax: (503) 648-7208 donh@faircomplex.com www.faircomplex.com

FAX MEMORANDUM

Date: May 27, 2004

To: Board Members

Washington County Fair Complex Board

From: Don G. Hillman, Executive Director

Washington County Fair Complex

Re: May Operations Report

Couple of on-going updates:

New Lawn – Following removal of the Arts & Crafts concrete/asphalt pad, a new lawn has been seeded and should be available for public access after the Fourth of July.

Friendship Square/Floral Building – These two facilities are being prepped for painting prior to the County Fair & Rodeo. Similar to the Main Office, some of the exterior wall of the Floral Building required replacement.

Chamber Funded Project – Approximately fifteen adult and student volunteers, representing the Chamber of Commerce, local Rotary Clubs and Liberty High School, assisted in constructing brick walls and laying pavers adjacent to the Main Gate. The volunteers also planted 14 oak barrels with various plants, weeded and planted additional Barberry plants in the front landscape beds. Of note, fellow Rotarian and County Sheriff Rob Gordon assisted with laying pavers.

This project is funded in part from a \$3,000 grant from the Hillsboro Chamber of Commerce.

City of Hillsboro Sign Code Task Force – Staff continues to assist the Hillsboro Chamber in the reviewing the proposed City Sign Code. Presently, the sign code does not cover public assembly facilities such as the Fair Complex.



OLD BUSINESS

County of Washington

Washington County Fair Complex 873 NE 34th Avenue Hillsboro, Oregon 97124 Phone: (503) 648-1416

Fax: (503) 648-7208 donh@faircomplex.com www.faircomplex.com

FAX MEMORANDUM

Date: May 27, 2004

To: Board Members

Washington County Fair Complex Board

From: Don G. Hillman

Executive Director

Re: Expansion of Fair Complex Board

As directed at the May 2004 Board Meeting, staff contacted the CAO Office and reported the Board's motion to request the Board of County Commissioners to expand the Fair Complex Board by two members, one from District Four and on At-Large, and noted the Board's request to appoint new members to serve the Complex and County in it's redevelopment efforts and future visioning of the Complex and its activities.

The CAO Office noted that this matter would not be included on the Board of County Commissioners agenda until after their return from China, and that the June 15th BOC Meeting being the soonest date this matter could be considered.

NEW BUSINESS

ANNOUNCEMENTS

Calendar of Events June - October 2004

Date	Event	Location
June		
1	Rodeo Committee Meeting	Floral Building (7:00 PM)
1	Rodeo Associate Member Meeting	Floral Building (7:30 PM)
2	Board Meeting	Floral Building (4:30 PM)
2	Boosters Meeting	Main Office (7:00 PM)
6	Starlight Parade .	Portland (Dusk)
26	Poker Ride	Flying M Ranch (All Day)
July		
6	Rodeo Committee Meeting	Floral Building (7:00 PM)
6	Rodeo Associate Member Meeting	Floral Building (7:30 PM)
7	Board Meeting	Floral Building (4:30 PM)
7	Boosters Meeting	Main Office (7:00 PM)
14 – 18	4H Horse Show	Fair Complex
29 - Aug 1	2004 County Fair & Rodeo	Fair Complex
Associat		
August 13-15	Hillsboro Air Show	Hillsboro Airport
10-10	Thisbord The Show	imsooro import
September		
1	Board Meeting	Floral Building (4:30 PM)
1	Boosters Meeting	Main Office (7:00 PM)
7	Rodeo Committee Meeting	Floral Building (7:00 PM)
7	Rodeo Associate Member Meeting	Floral Building (7:30 PM)
15	Volunteer Appreciation Dinner	Cloverleaf (6:00 - 9:00 PM
October		
5	Rodeo Committee Meeting	Floral Building (7:00 PM)
5	Rodeo Associate Member Meeting	Floral Building (7:30 PM)
6	Board Meeting	Floral Building (4:30 PM)
6	Boosters Meeting	Main Office (7:00 PM)
· ·	Jooden Heeting	7,100,100,111,
		<u> </u>

Sign Code Task Force Member Information Presentation

DATE: JUNE 24, 2004

TIME: 4:30-6:00 P.M.

PLACE:
HILLSBORO CHAMBER
OF COMMERCE
334 S.E. Fifth Avenue
Hillsboro, OR 97123
RSVP: deannap@hillchamber.org
503 648 1102

Join us on **Thursday**, **June 24 from 4:30 - 6:00 p.m.** for an opportunity to hear from the Chamber's Sign Code Policy Task Force. For several weeks, this Task Force has been reviewing the City of Hillsboro's Draft Sign Code Ordinance to ensure that business community interests are represented in the proposed ordinance. They have a lot of information to share with you and look forward to addressing your issues and concerns.

All Chamber members and their guests are invited to attend. The format will provide ample opportunity for members to ask questions and provide input.

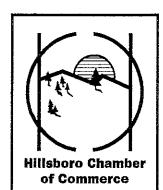
RSVP is required.

Greater Hillsboro Area Chamber of Commerce

Contact person: Deanna Palm 503 648 1102

Hillsboro Chamber of Commerce promotes business prosperity and a healthy, diverse community by providing information, services, and advocacy for our members.

The Hillsboro Chamber of Commerce serves more than 800 members, representing more than 46,000 employees.



334 S.E. Fifth Avenue Hillsboro, OR 97123

Phone: 503/648-1102 Fax: 503/681-0535 Email: deannap@hillchamber.org www.hillchamber.org

CORRESPONDENCE



HILLSBORO 2020

VISION IMPLEMENTATION COMMITTEE







May 13, 2004

Don Hillman Washington County Fair Board 873 NE 34th Ave Hillsboro, OR 97124

Dear Mr. Hillman:

On behalf of the Vision Implementation Committee, I want to thank Washington County Fair Board for their participation at the 4th Annual Vision Town Hall. As you know, the Lead Partner displays are a very important element of the Town Hall. We appreciate your efforts in putting together your organization's display and sharing information about your Hillsboro 2020 projects with the public. Your efforts helped us present a successful evening of sharing Hillsboro 2020 progress with the community.

Highlights shared during the program include:

> 90 of the 114 Actions are either complete or underway

> The completion of the Glenn & Viola Walters Cultural Arts Center and its role in fulfilling the community's vision

> The presentation of the Hillsboro 2020 Outstanding Organization and Outstanding Individual Awards to the Hillsboro Bicycle and Pedestrian Task Force and Joe Gall, respectively

Over 210 people attended this meeting to share the Vision. The guests were entertained and informed by the various facets of the event. You can watch a rebroadcast of the event on Tualatin Valley Television within the next few weeks, as well.

Again, thank you for your help in making the Hillsboro 2020 Vision Town Hall a success.

Sincerely,

John Coulter, Chair

Hillsboro 2020 Vision Implementation Committee

No. Loult



ALL'S FAIR

Fairs and Expositions Industry Newsletter

May 2004

The Right Stuff - What Fair Managers Need

Over the past 18 years of working with more than 100 fair and fairground operations throughout the United States, I've noticed that fair managers are constantly looking for the "right stuff" that will increase fair attendance, maximize use of the fairgrounds, and generate net revenues to reinvest in both programs and facilities.

Long overdue in the fair and fairground industry, however, is a redefining (and new understanding) of the role of the fair and fairgrounds as community assets to really comprehend what the "right stuff" is. The significant shift from an agricultural-based economy to a service-based economy in the United States has created consequences that demand attention and consideration in order for fair managers to value the "right stuff" to help them succeed.

What are these consequences? First, fewer and fewer people have any direct (or even indirect) ties to agriculture. Now, that's not good or bad — it just is. As a result, agriculture is less relevant to the general public or fair patrons, particularly in areas of livestock and animal husbandry.

And while fair manager after fair manager, and fair board after fair board, acknowledge this trend, few do anything to address it.

Second, younger people are moving from rural areas to urban or non-agricultural areas. Generationally speaking, this trend is putting greater and greater distance between agriculture and the general public. It's leaving the older generation to serve on fair boards that continue to focus on agriculture.

And third, advances in technology (home entertainment, music, Internet, and communications) will force most fair and fairground operations to rethink their programming and retool facilities to stay relevant in the future.

And what does it mean to be relevant? I believe it means the fair should be the "face of the community," showcasing all industry and commerce, providing for a common gathering to celebrate community achievements, history and potential.



Setting the Right Direction is the first step to success.

Relevance means the fairground is a vital community asset that is the central place of education, entertainment and enterprise. To get to this right, fair managers need the right stuff. So what is the "right stuff?" Four things — the Right Direction, the Right Boss, the Right Staff, and the Right Knowledge.

The Right Direction

Perhaps the greatest need for fair and fairground managers is knowing which direction the operation is heading – something determined through longrange planning. Much has been made of this in recent years through IAFE, yet it is one of the areas that has largely been ignored, at worst, or misunderstood, at best.

(continue on page 2)

Welcome to our first issue of ALL'S FAIR, a periodic newsletter to the Fairs and Expositions industries. This and future newsletters will highlight key issues and trends affecting the operation, management, marketing and development of fairground, equine and exhibition facilities in North America.

We appreciate and welcome any comments or suggestions you may have concerning the content, format and delivery of this newsletter.

Economic Impact Highlights of the Minnesota State Fair

- \$147 million to \$157 million in annual impacts
- Over \$44 million paid to local residents as wages
- More than 5,500 jobs supported each year
- Over \$4.5 million of state and local taxes generated per annum

Source: Markin Consulting



The Right Stuff - What Fair Managers Need

Planning is hard or boring or both. We'd rather do something – anything. We're a do something society. But doing something for doing's sake can have disastrous results.

My experience is that fairs and fairgrounds that cast a vision, set a mission, make a plan and implement strategies to achieve its mission are far more likely to gain community support, financial health, increased attendance and net revenues than those that simply "shoot from the hip." And with more and more fairground operations applying for grants and foundation funding, longrange business plans are becoming mandatory submissions by the grantor or foundation.

Fair managers and staff that operate without a vision, without direction, are more prone to make decisions that solve today's problem, but do nothing to position the operation for long-term success.

The Right Boss

For fair managers, the boss is almost always the fair board. For small to midsized fairground operations, the board is typically a volunteer board, made up of long-term individuals with strong ties to the agriculture community. Board members are also most likely men and over the age of 55.

Based on my experience, these board members are principally concerned with the annual fair and are likely to give most of their attention and time to the fair

As volunteers who make sure the fair is the best it can be, for this event, they are invaluable. On the other hand, because of their focus on the fair event itself, the rest of the fairgrounds operation is either largely ignored or influenced by decisions that benefit only the annual fair, rather than positioning the fairgrounds as a year-round operation and a vital community asset.

Of utmost import, fair board members should have wide and varied influences throughout the community, not just in the agricultural community. The make-up of the board should look like the community in which it's located, comprised of business, education, agriculture, tourism, banking, and technology professionals, for example. With broader community spheres of influence, it is much easier for the board to champion the vision and mission of the fair and fairgrounds.

A growing trend in the industry is having two boards. One is the fair board – concentrating its efforts on producing and staging the annual fair. This is where those working volunteers with strong agricultural ties are best used.

The other board is in charge of the year-round operations of the fairgrounds, including marketing, maintenance and day-to-day decisions. This board has broader community representation, and is principally a policy board, not a working board.

The Right Staff

Without a doubt, teamwork is critical to success. No fair manager can do everything or be everything. A successful fairground operation has the "right people in the right seats on the bus." Unfortunately, many managers are just trying to keep the wheels from coming off the bus, let alone trying to fill the bus with the right staff.

So what is the right staff? In terms of quality of staff, fairs are no different from any other business. As such, it needs individuals who view their position as more than a job. Passion and commitment are two words that come to mind.

(continue on page 3)



The Wrong Boss

"With broader community spheres of influence, it is much easier for the board to champion the vision and mission of the fair and fairgrounds."



Competent, experienced and continually educated staff are the Right Stuff.



The Right Stuff - What Fair Managers Need

Staff should also be highly skilled — not just filling a position. And they should be continually trained in the areas of customer service, marketing and communications.

As for the quantity of staff, no position has been more lacking than the marketing position. To increase its usage, fairgrounds must be marketed. To demonstrate the fairground's benefit to the community, its contributions must be communicated. And yet, this position is typically one of the last to be filled.

Why? Most operations are either constrained by budget limits or don't believe that proactively marketing the fairgrounds can increase revenues to pay for the position. My experience is just the opposite. Not marketing the fairgrounds takes away any competitive edge it may have, creating a downward spiral of use and revenues.

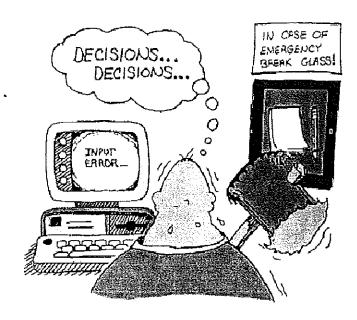
The Right Knowledge

I get inquiries from fair managers all the time, asking about this or that all of them looking for some relevant piece of information from which to make a decision. It's said that "a little knowledge is a dangerous thing." While the meaning refers to someone thinking more highly of himself than he should, for me, making a decision with too little knowledge can be very dangerous.

Fair managers need current, reliable financial, market and operating data to help make effective and timely decisions. Too often, financial reports generated by counties and states (and even non-profits) do not provide the kind of information needed by management, nor are those reports timely. To compensate for this, some fair operations have resorted to maintaining a separate set of financial records, in a usable format that can be updated internally and quickly.

County Gain

A Gar is a Time of year when Theres a consival, stock show, and a bit more. I showed my horse, Amber and I wan one hundred Afty dollars in show classes. I was in speed class, retning class, English class and Trail class. There used to be monster trucks at the fair but they don't come any more. There is a demolition derby every year. It's where cans arosh vito each other, food is sold at the fair grounds and that is what a Country fair is.



Other information that fair managers need is demographic data, giving insight into population trends – growth rates, ethnicity, household sizes and incomes, and other factors.

Of utmost importance is data about competition – other exhibit facilities, horse show facilities, banquet and reception halls, RV parks and spectator facilities.

Managers need to know their competition – rates, planned expansions, programs, and marketing strategies – in order to effectively compete.

What fair managers want – market share, increased usage, financial health, community support, and effective staff teamwork – is not what they need.

What they need, to get what they want, is the Right Stuff – the Right Direction, the Right Boss, the Right Staff and the Right Knowledge.

Description of a County Fair.

Courtesy of the Wyoming

Association of Fairs.



Markin Consulting Real Answers...Real Results

Serving the amusement, recreation and tourism industries since 1990. Providing event facility managers with real answers to strategic, operational, market, financial, funding and organizational issues.

For more information please contact Rod Markin, President, at 763-493-3568 or visit us on the web at www.marking.com.

Affiliated Associations:







Markin Consulting Services:

Long-Range Planning

Markin Consulting assists public assembly operations develop and implement long range plans. This assistance includes recommending mission/purpose statements, identifying short and long range goals objectives, evaluating and recommending strategies to achieve the goals and objectives, and assessing the financial and operational impacts of the strategies.

Market Demand Studies

Markin Consulting assesses existing and projected market demand and community support for proposed projects and expansion plans. Market demand studies include an assessment of market size, user needs, and competitive facilities. We identify and recommend target markets, potential events and activities, probable attendance, and supportable pricing. These studies include detailed assessments of historical, current and potential events and activities.

Master Planning

Following the assessment of market support and community needs, Markin Consulting evaluates and recommends the optimal physical plant program for the project. We recommend size of the facilities, suitable location, amenities, services, and support facilities. These recommendations can entail renovations to existing buildings and infrastructures as well as the construction of new buildings and structures.

Financial Feasibility Studies

Markin Consulting assesses the potential financial performance of the proposed or existing facility by analyzing operating revenues and expenses, the type and number of projected events and price sensitivity. We recommend changes to management policies, organizational structures, and operating policies that improve or enhance the facility's financial performance. Projections of revenues and expenses and economic performance, in aggregate and by profit/cost center, are prepared.

Funding Plans

Markin Consulting evaluates and recommends alternative financing methods, often combining various funding mechanisms that increase the likelihood of the project being successfully completed. Funding mechanisms can include bond financing, tax abatements, lodging taxes, user taxes, special district taxes, public/private ventures, and other solutions. Fund raising opportunities are evaluated, including establishing a foundation, developing community/business partnerships, and other means.

Economic Impact Analysis

The economic and fiscal impacts associated with building and operating public assembly and convention facilities can be the driving force behind the successful completion of the project. Markin Consulting identifies the economic benefits and costs associated with constructing and operating the project, in terms of jobs created, tax revenues generated, and incremental purchases of goods and services.

Fair Planning

Markin Consulting assists fair management in evaluating and improving the annual fair. This evaluation includes pricing and admission policies, entertainment programming, cash management systems, space rentals and concessionaire pricing, hours of operations, marketing, appearance and cleanliness of grounds, traffic circulation, and other important aspects of the annual fair

Markin Consulting 10650 County Road 81 Suite 222 Maple Grove, MN 55369 Phone: 763-493-3568 Fax: 763-493-2919

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ORAL COMMUNICATIONS



Date: May 4th, 2004

Present: Cody F, Kelly B, Brian L, Brian A, Lynn H, Laurel F, Pat B, Winnie D, Brian F, Nick G, Richard K, Angela M, Jenny O, Lonna P, Jack P, Rod S, Sandee W, Dale Z, Don H, Larry B, Kristen D, Amber D, Christina G, Richard K, Todd K, Mike S, Brian P,

Lacey P, Yvonne L, Julie P Excused: Greg H, Dean C New Faces in the crowd:

Next Meeting: June 1st, 2004. In the Floral Bldg

ltem#	Topic	Discussion	Action/Decision	Follow-up
1.	Miscellaneous Notes	 Cody called the meeting to order at 7:30 p.m. Brian L made a motion to approve the minutes, seconded by Kelly B. The minutes were approved with no changes. 		
2.	Old Business	 Cody announced that the Fair Board approved our new rodeo admission prices at \$12.00 for the bleacher and \$15.00 for the covered grandstands. The Fair Board wanted some more information regarding our "discounted" Matinee performance on Saturday, so Cody asked for more suggestion on how we can present this to them. Brian Love said that we could go to Lazy Boy and have some tickets available there and that if you wanted the discount tickets that you would have to go there to pick them up. The same idea was also suggested for I hop, apparently they are interested in sponsoring. It was also mentioned advertising on a radio station that we have Family 4 packs for \$20.00. It was decided that we should table this discussion until next Month, where Cody asked everyone to come back with some more ideas. Starlight Parade, Cody is still working on getting us a truck. He will check with all our sponsors and talk with United about getting a flat bed from them. Winnie also mentioned that if any one who has the old Turquoise Rodeo Shirts to bring them to the work party and she will have them cleaned and in the museum for any one who would like to wear one this year. 	•	



i .	Discussion	Action/Decision	Follow-up
	•		
Committee Updates	 We broke into committees at 7:45 p.m. Meeting resumed at 8:15 p.m. Here are the following updates from the committee directors. Lynn H: PR. We need to start selling the day sheet ad spots. The prices will be the same as last year; Full page \$350.00; ½ page \$200.00; ½ page \$120.00; Business card size \$60.00. Queen. Kim will be in the Starlight Parade, but not in the Rose Parade this year. She will be going to Sisters this year instead. She has planned to attend a lot of parades and rodeos this year and we wish her luck! Drill Team. They are working with Kelly on the Poker Ride. Lynn also mentioned that she has contacted the 4H leaders and they said that we will have a lot of help from the 4H kids this year at the BBQ and at the work parties. Lynn also said that she hasn't heard back from the lady from the American Cancer Society and that she is dropping this issue for now. 	Action/Decision	Follow-up
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FEATURES

Fair's Grandstand shows will be a thing of the past

Heart of Illinois organizers say music will play a lesser role at this year's event

May 12, 2004

By NICOLE FULLER

of the Journal Star

PEORIA - High-paid national acts will be a thing of the past at the Heart of Illinois Fair.

In a move to save money and return the fair's focus to more traditional activities, the Grandstand will be silent this year. Instead, performers who typically play at smaller venues will provide entertainment under a tent at the 55th annual fair, which will be July 9-17.

"The thing is, we are a county fair," said Eileen Frye, general manager at Exposition Gardens, which hosts the fair. "Somewhere along the line, concerts became a main attraction, but it was just a part. We are not a concert venue. We're really getting back to

where we started."

The Peoria Banking Center Entertainment Tent, which accommodates 2,000 concert-goers, will host musical acts ranging from country to rock and gospel. Shows will be held on six of the fair's nine days, and all but the July 9 show will cost \$5 in addition to normal admission, which stayed the same this year. The July 9 show, featuring country music by Missy Vail and Hazzard County, will be free.

According to Frye, who's helped organize the fair for 37 years, the 5,000-seat Grandstand was unable to provide

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©, Peoria Journal Star, Inc. amenities, like dressing rooms, that many big-name acts require. Many of the musicians also demanded huge sums to perform but didn't yield large ticket sales.

A bad experience

Last year, for example, former Backstreet Boy Nick Carter was paid \$35,000 to perform, but only 880 tickets at \$10 each were sold, Frye said. Meanwhile, lesserknown rock band "Double Drive" sold more tickets than any other performer and was paid only \$1,000.

"The Grandstand was adequate a long time ago, when there weren't a lot of demands made from these socalled stars," Frye said. "It's just not suitable anymore."

The tent, which will be equipped with a lighting and sound system, will better fit the fair's ambiance, Frye said.

"In the 1960s, the Grandstand was a big venue," she said. "Now, the stars of today have high-production costs and demands. Somewhere along the line, you make a business decision to make certain changes."

More changes

In addition to music, fairgoers this year can can experience "The Beast," a giant dinosaur model, and Oscar the Robot, as well as traditional favorites like truck and tractor pulls, a petting zoo, animal and agricultural competitions, lawn mower races and demolition derbies.

"The fair is going to be new and different, and in the long run, I think everyone will enjoy it," Frye said.

The fair will be open from 4 p.m. to midnight on Monday through Friday and 10 a.m. to midnight on Saturdays and Sunday.

Admission is \$5 for adults (12 and older) before 4 p.m.; \$7 for adults after 4 p.m.; \$3 for children (6-11 years old); and free for children under 6.

Advance combined fair and concert admission tickets go on sale June 1 through July 8 at the RadioPlex, 120 Easton St., at the Berean Bookstore, 801 W. Lake Ave., and at the fair office at Expo Gardens.

May 12, 2004



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VMS POLL

Champions, exhibitors disqualified

Livestock show officials say animals tested positive for banned drugs

By MATT LYNCH and ALLEN ESSEX

Valley Freedom Newspapers

WESLACO — Four champion animals and their exhibitors were disqualified and stripped of their titles by Rio Grande Valley Livestock Show officials after the animals tested positive for banned drugs.

The children, who showed the animals at the March livestock show, were banned from future RGVLS competitions and will forfeit their proceeds from the livestock auction.

Stock show director Jim Beale said the animals were disqualified after urine samples of four animals tested positive for the anti-inflammatory drug Dexamethasone.

The animals were not identified as grand champions or reserve grand champions.

Beale said RGVLS officials would not release the names of the competitors until next week because the exhibitors have not yet responded to the official notifications of the violations that were sent via certified mail.

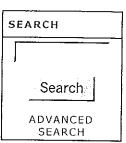
"We don't know what it was used for, and we don't care what it was used for," Beale said. "Those animals and exhibitors have been disqualified from this year's show and from future shows."

Beale said the tests revealed that the drug had been administered hours before RGVLS officials judged the exhibits, and dispelled the possibility that the drug could have been in the animals prior to the show.

"They've had these animals in their possession for months and months," he said. "Within three days, this stuff (Dexamethasone) is gone from an animal's system. Also from the amounts that were in there, according to the lab, it had to have been given to them within 22 to 36 hours. There was an 8-to 10-hour judging period, so you would almost think it was given to the animal the night before judging."

Beale said that because of the positive test results, disqualified exhibitors must return any awards they received during the show, and are now ineligible for any money they may have received for their exhibit during the Sale of Champions.

Beale said the RGVLS adopted a strict, zero-tolerance policy





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CURRENT RESULTS

against any drug — illegal or otherwise — after show directors faced a similar problem in 1997. Following the 1997 event, 16 animals that participated in the show were tested positive for drugs banned by the event's rules. All but one animal that tested positive was later disqualified by event officials.

Beale said he would not speculate on the reason competitors chose to use Dexamethasone on their animals, but did say that using the drug may have given the exhibitors an unfair advantage during competition.

U.S. Department of Agriculture and livestock show rules ban the use of certain drugs within a time period before the animals will be slaughtered, said Roman Garza, a McAllen veterinarian who tests animals for the Rio Grande Valley Livestock Show.

It is not likely that drugs that show up in tests conducted at livestock shows could be traced back to "steer jockeys," or people from out of the Valley who deal in hogs, lambs or goats, Garza said.

Nine months to a year has passed since the child and his or her family bought the animal and they have been responsible for its feeding and care since then.

But if the animal broker were to have injected something in the competition animal closer to show time, that would be a different story, Garza said.

Harold Parker of Lyford, a former agriculture teacher who went back in to farming and ranching, also said he doesn't believe the children who compete in FFA and 4-H are responsible for injecting their animals with drugs, but some of the parents might be involved.

The use of drugs in show animals has been reduced since testing became more common, Parker said.

"I don't think you see so much of it nowadays," he said. "But they still try it, I guess some of the folks do, but it's a shame."

Although the students are the ones who suffer the consequences, he has never heard of a student who was responsible for the drug use, Parker said. "Usually it's the parents or somebody else involved. I don't know why they (parents) do it, it's either the money in the end result, or the thrill of winning."

Parents who push their sons and daughters to enter livestock show animals and who take the competition too seriously may be the problem, Parker said. "I think a lot of times, the parents live what they wish they would have done as a youngster ... they live it through their children and a lot of times the children are not that anxious to raise the livestock, but their parents want them to."

D.V. Guerra Jr., an Edinburg rancher and member of the RGV Livestock Show board, said there are no restrictions on where families may buy animals for their children to raise for the show.

"They can buy animals anywhere they want to," he said. "But the kids have to be here from this area to compete. But once they bring the animals in, what happens is up to the kids and the parents. Whoever sells it to them is out of the picture. If they did something to the animals before the kids bought them, it won't show up by the time they get to the livestock show. These kids have had that animal for nine months, so whatever

they did (drugs given to animals) in the past is not going to show up. It has to be close to the show (to be detected)."

Beale said that in the instances where animals are disqualified, no other animals will move up in the final standings.

Posted by: ALBERT SALDANA on Apr 27, 04 | 11:20 pm | PROFILE

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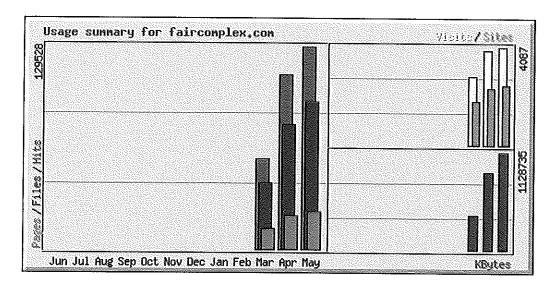
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Two new E: coli cases reported

Published: May 25, 2004

By ERIN MAYES

New cases of E. coli surfaced yesterday in two brothers who attend Avery Middle and Bret Harte Union High schools, said Dr. Dean Kelaita, the Calaveras County public health officer.

The boys, ages 14 and 17, live in Murphys, he said.

Their infection is thought to have resulted from contact with livestock, possibly at the Calaveras County Fair a little more than a week ago, Kelaita said, and has "no clear connection" to three other cases discovered earlier this month in Angels Camp.

So far the boys have suffered mild intestinal problems and have not had to be hospitalized, he said. Their cases were discovered after doctors found they each tested positive for the bacteria. As required, the Public Health Department was notified.

Despite an investigation into those cases, his department still doesn't know how the three other children contracted E. coli.

A Public Health Department investigation into the new cases is now under way, Kelaita said. And he's working on what he calls an "educational message" for parents to "allay some of their anxieties" about the chances of their children contracting the bacteria, he said.

Fliers went home with Avery Middle students yesterday and Kelaita said he gave Bret Harte Principal Catherine Sargent some guidance on a memo to send home with her students.

Both Sargent and Hart said they've never had to handle this type of situation.

"It's a learning thing every day," Sargent said. She said she expected to receive some information from the health department today that could be sent home in a flier with students.

"I just hear talk about town that it could be related to animals," said Avery Principal Kevin Hart. He said that as an administrator he's WE



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never had to handle this type of situation.

Added Hart: "We like to keep parents informed when we have a concern. We don't want to cause alarm; we just feel that we have an obligation to share the facts, because we feel that they have a right to know."

Kelaita said parents should not be overly worried about spread of the bacteria.

"It's not something that has a high potential for transmission in that age group," the way it does in younger kids, he said. "In middle and high school ages, the potential for person-to-person transmission is much lower. I don't want to create the impression that there's a high chance that their kid's going to get sick, too."

It's possible but unlikely the two new cases are related to those diagnosed earlier this month, he said. Each person was diagnosed with the most harmful strain, called E. coli O157:H7.

Four-year-old Nicholas Kristoff, his 8-month-old sister Abigail and a 3-year-old girl being cared for by Nicholas and Abigail's mother, Staci Kristoff, tested positive for the bacteria.

Only Nicholas suffered a violent reaction: His kidneys shut down due to a rare side effect called Hemolytic Uremic Syndrome, and he was put on dialysis. Soon after, fluid collected in his lungs and he was put on a respirator.

"He's doing much better," Staci Kristoff said yesterday from Oakland Children's Hospital, where Nicholas has been since Wednesday, May 5. "A lot of changes happened today."

He began coughing yesterday, which is actually a good sign that that his body is trying to clear the fluid from his lungs. Saturday morning he had partially pulled out his ventilator, so doctors removed it completely.

The dialysis tube in his abdomen was removed last Thursday and he has started producing urine on his own.

"Now he's coughing a lot and going through withdrawal right now from all the drugs he's been on," Staci Kristoff said.

Nicholas' throat is very sore from having a respirator in for more than two weeks and he's eating ice chips and Popsicles, she said.

Still, Kristoff said she doesn't want to get her hopes up the way she has in the past when Nicholas appeared to be doing better.

"We're just a little nervous," she said. "He's had every complication you can have, so I'm trying not to get too excited."

Doctors have told the family the boy could go home in a week to two weeks.

Kristoff said she continues to think about how Nicholas, Abigail and their 3-year-old friend contracted E. coli, but there's no clear answer.

"I'm anxious to talk with the health department," she said. "For a while I didn't care — I just wanted my little boy to get better. But now I want to know."

Kelaita said it's uncommon for those who contract E. coli to suffer from Hemolytic Uremic Syndrome as well.

"Most people with this infection will develop a milder and self-limiting type of illness," he said. "It tends to resolve itself. ... Why some children get (Hemolytic Uremic Syndrome) and some children don't, we don't have a good explanation for."

Although it's unusual to see so many cases of E. coli infection in a month's time, "it's not unheard of," he said.

"E. coli O157:H7 is considered an emerging infection, and each year we tend to see a little bit more of this kind of infection," he said. "Where we live in Calaveras County, we have people who are exposed to livestock — they have a ranching component of their daily lives and they're in closer contact with animals.

"There doesn't appear to be a community source of this. There doesn't appear to be an outlet where this is being passed."

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Posted on Sun, May. 23, 2004

THE SUN NEWS

CRUELTY

Violent FFA programs don't belong in schools

JACQUELINE DOMAC

Sociological studies show that people who commit acts of violence against people first 'practiced' their crimes on animals.

Yakima County, Wash., prosecutors filed felony charges against five youths accused in the killing and maining of 35 pigs at White Swan High School recently. Reports indicate that the pigs were repeatedly axed, beaten, sodomized and then left to die in the school barn. The five students involved, all aged 12 or 13, were reportedly seen laughing in the back of the police car as they were driven away.

The graphic nature of this crime captured national attention, but what the media missed was the string of similar events occurring across the nation - all stemming from National FFA Organization programs, which facilitate the raising of animals on public school grounds for slaughter.

The FFA program fosters a young person's natural sense of empathy and compassion for animals, then forces the children to sell the animals they have nurtured for slaughter at the county fair. Because such lessons have no rightful place in our school system, People for the Ethical Treatment of Animals is calling on the Department of Education to discontinue immediately the use of animals in all FFA programs.

The Future Farmers of America program was established in 1928 to draw students into agriculture. Inherently discriminatory from its inception, the national program did not allow blacks to participate for almost 40 years and refused entry to women until 1969. Funded by large agricultural and beef companies, including Monsanto and ConAgra, FFA has become a major component of rural education, operating within the public school system but far enough removed that accountability is impossible or difficult.

As a teacher and member of the National Education Association, I applaud any program that helps students understand the importance of raising plants for food and commerce. But in today's violent society, facilitating desensitization is the last thing that our schools should encourage. Sociological studies show time and time again that people who commit acts of violence against people first "practiced" their crimes on animals in their youth. With no funds for proper security or veterinary care, FFA programs serve up an opportunity for violence on a silver platter.

Occurrences over the past few weeks reveal a glimpse of a program gone awry:

Miss Piggy, an animal in the William Turner Tech High School FFA program in Florida, was spared slaughter after the young student who raised her pleaded for her life at the auction. But when the pig was returned to the school to await transportation to a sanctuary, she was repeatedly stabbed with a knife.

A Hillsborough County, Fla., FFA teacher reportedly begged students to assist her in chopping off the heads of young rabbits. Ruling that this was a "common practice" on the farm, the school board took no action against the teacher when she killed the animals herself.

Another FFA pig was left without food or water in a Donna, Texas, school. A concerned parent contacted the media after learning that the pig had apparently been dead for more than three days.

In an effort to make the killing easier, students are advised not to give the animals names. Slaughter is referred to as "harvesting" or "processing." But like many students, 13-year-old Ally from Woodland, Calif., wasn't fooled by the FFA's attempt to sanitize reality:

"The bond I have made with Max is no different than what some people would have with a dog or cat," she said. "Max just happens to be a calf - a member of a species that a lot of people have decided doesn't have the right to live out their lives. That arbitrary determination just didn't make sense to me anymore."

As a society, it is our duty to protect children and animals. The FFA program does neither. It leaves animals vulnerable to abuse and shatters a compassionate relationship between children and the animals they come to know and often to love. Raising animals for slaughter has no place in our publicly funded schools.

Contact Domac, education manager at People for the Ethical Treatment of Animals, at 501 Front St., Norfolk, VA 23510.

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Washington County Fair Boosters Club Minutes for May 5, 2004 Meeting

Thanks to Sheila for compiling these minutes.

Bill called meeting to order.

Minutes approved as submitted

Treasurer's report that Bank balance has increased by \$30 (source ??). He noted that there are adequate funds in bank to begin purchasing items for the Booster booth when necessary.

FAIR BOARD MEETING REPORT: (Don H)

- Guests at meeting: Representative from Aloha Grange
 Mrs. Washington County
- Rodeo Committee:
 May 18 will be first "work party" at the Rodeo grounds. All help is welcome.
 The Fair will be represented at the STARLIGHT PARADE, but we were not accepted for entry in the ROSE PARADE,
- Market animal Weigh-in: Increase in swine.
- Don reported that he has purchased 2 golf carts for staff use. This will save gas and wear on the existing gas powered vehicles.
- Discussion about increasing Fair Board to 7 members, continues
- OPUS is working on a letter of intent
- The Sports Complex field is up for renewal of their lease.
- Fair attendance has been approx 40K people (each yr) for the last 10 yrs
- "FREE" Fair was discussed

Bill D. mentioned that Cody told him they planned on 40-50 kids for Special Kids Rodeo.

It was decided to have the VOLUNTEER DINNER on Sept 15, 2004.

Bill D passed out copies of the PROPOSED REVISED $\underline{\textit{Constitution \& Bylaws}}$ for the organization. Please review. It will be voted on at future meeting.

Next Meeting June 2, 2004. See You Then!

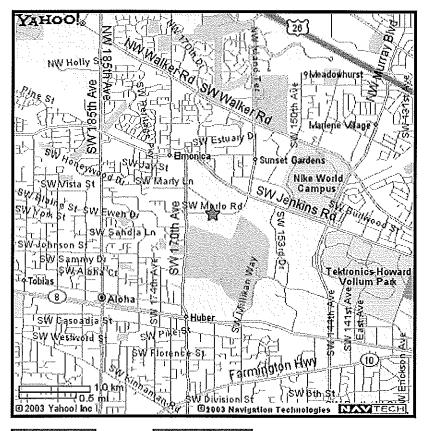


Our committ

Maps > Map to Field Oper.

Map to Clean Water Services Field Operations Facility

The Clean Water Services Field Operations Facility is located at 2025 SW Merlo Court, Beaverton, OR 97006. (50













Last Site

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