

FAIR BOARD MINUTES
MARCH 1, 1995

FAIR BOARD

John Thomas
Linda Gray
George Otten
David Lintz
Ken Leahy (arrived 5:15 p.m.)

STAFF

Cal Wade
Patti Poe
Mike Wold
Sue Oxendine

GUESTS

Bonnie Hays
Dave Russell

CONSENT AGENDA

Comparisons for the hotel/motel tax revenue for the past four years were shared. Wade is very confident that the \$370,000 projection for this budget year's end will be met. Board members concurred with him that the total will probably be higher.

MOTION: MOVED BY GEORGE OTTEN, SECONDED BY LINDA GRAY, TO ACCEPT THE CONSENT AGENDA. MOTION APPROVED UNANIMOUSLY.

RODEO BOARD

Rodeo board and committee members attended the Columbia River Circuit Convention. The majority of the contracts are signed and returned for the 1995 rodeo.

The committee is working on sponsorships with Terry Amato. Dodge is causing some difficulties. The local dealer wants the same things as a major sponsor. The national Dodge representative is trying to solve some of the problems.

Dennis Fellows has been asked to take charge of the grounds before and during the rodeo.

The VIP tent will be in the location of the Rajaneese trailer which will have to be moved prior to fair.

BOOSTERS

The boosters are working on their plans for the upcoming year. Currently their membership is 40 paid up members. The boosters donated \$3,100 toward the renovation of the water/fire truck.

MAINTENANCE

Wold reported he is waiting for better weather to do landscape projects. The fire truck is progressing well. The pumps are all working.

Lintz inquired about the BMX bike track. Tri-Met has informed Wade that the land will be needed by the spring of 1996. The only safety issue that must be addressed prior to the track's spring opening is the addition of a guard rail behind the starting gate. The first race is scheduled for March 25.

MARKETING

February was a good month and had some unusual and interesting bookings. The All Sports Supply Show ran a Sunday through Tuesday and was a dealer only show. The show booked 100 rooms each night at the Hallmark and was an economic boon for other motels and restaurants in the area. They want to return in October.

The QVC shopping network has booked the ME through the Oregon Market Place for a period of time in March. The Oregon products showcased on the network will be filmed here.

BONNIE HAYS

Hays presented her initial report for funding for the new multi-purpose building. She has made contact with most representatives and senators in Salem and has spent the time exploring opportunities to tap into lottery funds. The House is very "up" about attaching the fairgrounds to a bill while the Senate is more pessimistic. Everyone has told her that the project is extremely competitive however.

She has been advised that the funding request be attached as an amendment rather than a bill. This will at least get the project through the first rounds of cuts. If at the committee hearing, the project is shown to have broad based regional support there is a good chance for the funding.

Hays is getting letters of support from potential users of the telemarketing site as well as those who may service the facility such as GTE and EdNet. She is also approaching the private sector for endorsements and sponsorships.

Norm Landerman-Moore is willing to talk to the Seattle branch of the Federal Economic Development Agency and others on the federal level.

Poe is compiling letters from the people and shows she has had to turn away due to lack of facilities. Wade is working on a list of in-kind value of property and planning and Hays is compiling a rate comparison of the Expo Center and Convention Center. Poe stated that POVA already has the comparisons and she should be receiving those shortly.

There are three immediate needs: a new name for the entire complex, new name for the multi-purpose building, and a name for the transit station located at the complex.

Hays has been referring to the building as the Western Regional Conference Center for lack of a better name. She said this implies a wide base of regional support and use vs. a Washington County Conference Center. Board members agreed Western Regional Conference Center was a good choice for the building.

Wade will put together a task force to come up with suggestions for the complex and transit station. He will invite Betty Atterbury, Jeanne Leeson, Terry Amato, and others to

be on the committee. Hays cautioned against using the name "Sunset" in the transit station name as there will already be a Sunset station in the light rail system.

GTE has requested a meeting with the fair board to present a proposal to define the state-of-the-art technology they would like to bring in. Lintz felt this meeting was a bit premature and asked Wade and Hays to meet with GTE and report back to the fair board.

Hays would like to make a presentation to the boosters so that they will feel completely informed and supportive of her efforts.

Hays is currently trying to get a joint meeting with Gordon Faber and Tim Erwert of the City of Hillsboro. Wade suggested talking to Randy Bateman of the Chamber of Commerce prior to meeting with the City. He said it is very important to keep the Chamber fully informed of the progress and get their backing which will help influence the City.

MAIN EXHIBIT BUILDING

The engineer report has stated the building to be safe. The engineer also stated that there is a more efficient and less expensive method of earthquake prevention than to go through the roof.

The contractor with the low bid is proving to be unreliable. The next bid for a metal roof is \$55,000 which is \$16,000 more than a composition roof. The \$55,000 is \$10,000 more than originally projected.

A discussion followed with the pros and cons of metal vs. composition. Leahy stated that the metal can be put over the existing roof while the composition roof would involve removal of the existing shingles and possible replacement of the underlayment. There could be additional hidden costs in this approach.

MOTION: MOVED BY GEORGE OTTEN, SECONDED BY LINDA GRAY, TO GO WITH THE NEW METAL ROOF. MOTION PASSED UNANIMOUSLY.

BINGO

Wade and Poe met with Bob Terry. He said A Child's Place bingo has no interest in moving. He did say however that he feels the Hillsboro area is wide open for a successful bingo operation. He said it is a shame the bingo has to be shut down due to improper management.

Wade and Poe recommend that Glencoe bingo be allowed to continue until sometime in the summer providing they pay increased rent to cover the Fair Complex's costs. They further recommend re-opening in the fall if a good manager can be found and taking back Tuesday night. Glencoe and other groups will be invited to participate on other nights.

Poe stated we need to say this is a business and make it work or sell the equipment.

Wade and Poe both feel bingo is a viable program. Bob Terry's group averages 110 people a session and they net over \$100,000 per year. The trick is to get a competent manager and to treat the bingo players right. They don't want to be in the middle of squabbling among the management and staff.

MOTION: MOVED BY DAVID LINTZ, SECONDED BY GEORGE OTTEN, TO ADOPT THE PLAN AS OUTLINED BY WADE. MOTION PASSED UNANIMOUSLY.

4-H/FFA PARENT PASS

The season pass is currently \$10 which breaks down to \$1.67 per day. Staff recommends raising the pass to \$18 or \$3 per day which would be half price for a daily fair admission. After a spirited and emotional discussion the board concurred it was not worth the political bad press a raise might cause.

MOTION: MOVED BY DAVID LINTZ, SECONDED BY LINDA GRAY, TO LEAVE THE PASS AT \$10. PASSED UNANIMOUSLY.

BUDGET REVIEW

Wade apologized to the board for turning the budget into the county prior to their approval. He went through the 1995-96 budget by line items.

MOTION: MOVED BY DAVID LINTZ, SECONDED BY LINDA GRAY, TO APPROVE THE BUDGET AS SUBMITTED. MOTION PASSED UNANIMOUSLY.

BONNIE HAYS CONTRACT

The initial arrangement with Hays was to check her progress after one month and then make the decision to continue or stop her consulting services.

Board members agreed she had made great headway based on the report given earlier. Wade mentioned that Landerman-Moore would still be involved as he has national contacts.

MOTION: MOVED BY DAVID LINTZ, SECONDED BY KEN LEAHY, TO CONTINUE WITH BONNIE HAYS CONTRACT AND CONTINUE WITH NORM LANDERMAN-MOORE WITH A JUDICIOUS USE OF HIS TIME. MOTION PASSED UNANIMOUSLY.

The meeting was adjourned into Executive Session pursuant to ORS 192.610-192.690 at 7:10 p.m.

Respectfully submitted
Sue Oxendine
Secretary