Washington County Fair Board Meeting Agenda

Washington County Fair Complex, Cloverleaf Building November 6, 2019

4:30 p.m. to 6:00 p.m. 873 NE 34th Avenue, Hillsboro, OR 97124

Fair Board

Gary Seidel, President Andy Duyck, Vice President Bill Ganger, Board Member David Noyes, Board Member

Bob Rollinger, Board Member Jerry Willey, Board Member

A. Call to Order

B. Oral Communications I

This is the time when members of the audience may step forward to address the Board. This opportunity is time-limited to two (2) minutes per individual. The maximum time for this Oral Communications period is ten (10) minutes. Another (longer) oral communication opportunity is available at the end of the agenda for those who need longer than two minutes. Speakers may select only one oral communications opportunity. Those providing written testimony are requested to provide 10 copies.

C. Approval of Minutes

1. September 2019 Fair Board Meeting Minutes

D. Reports

- 1. Approval of September 2019 Financial Report for FY 19/20
- 2. 4-H Update
- 3. Educational Fund Update, if any
- 4. FAC update, if any

E. Old Business

1. Other, if any

F. New Business

- 1. County Fair 2020 Concerts Discussion
- 2. County Fair 2020 Parking Discussion
- 3. FY 2020_2021 Draft Budget & Proposed Fee Schedule Discussion
- 4. Other, if any

G. Other Matters of Information

- 1. County Administrative Office Update, if any
- 2. Other, if any

H. Oral Communications II

As noted above, this is the second opportunity for the public to address to Board if more than two (2) minutes is needed. This opportunity is time-limited to five (5) minutes per individual. The maximum opportunity for this Oral Communications period is thirty (30) minutes.

I. Adjourn

Future Meetings:

January 8, 2020 March 4, 2020 May 6, 2020 July 1, 2020 September 2, 2020

Washington County Fair Board September 9, 2019 Meeting Minutes

Washington County Fair Complex Cloverleaf Building 873 NE 34th Avenue Hillsboro, OR 97124

A. Call to Order: President Seidel called the meeting to order at 4:38 pm. Seidel noted that Board Members Rollinger and Noyes are absent.

B. Oral Communications I: None

C. Approval of Minutes: Motion by Vice President Duyck to accept the minutes as presented. Second by Board Member Ganger. Motion carried 5-0.

D. Reports:

- 1. Financial Reports: Motion by Board Member Carroll to accept the financial reports are presented. Second by Board Member Willey. Motion carried 5-0.
- 2. 4-H Update: Pat Willis presented the board with a written report on County Fair 4-H expenses, in- kind contributions and revenue for the 2019 Fair. Willis noted that the three most asked questions during the Fair were: Where are the horses? What's with a 10 day fair? When will the building be ready? He also presented a draft of the planning for the 2020 4-H Horse Fair.
- 3. Educational Fund Update: Member Carroll reported that the bills have all been paid from the 2018 Casino night and they are working on operational procedures to prevent bill paying issues from occurring in the future.
- 4. FAC update: Next meeting is October 9th, 2019 at 2:00 pm to 5:00 pm.

E. Old Business:

1. County Fair 2019 recap & discussion: Fair Complex Manager Perkins-Hagele presented a review of the 2019 Fair. Attendance was up 3% from 2018, Parking was down, Saturday night traffic was very heavy, ran out of parking and had to stop selling for a couple of hours to get the cars off the road. Carnival was up 18%, Thursday night Pat Benatar concert didn't cover cost and we are getting a \$5,000.00 refund. Saturdays Old Dominion concert close to broke even. Food Concessions were up, Alcohol sales were up, record sales on Saturday night for Oregon Beverage Co., water/soda/ice sales down a bit, Commercial booths all sold, 4-H, FFA and Livestock numbers up, 4-H static up FFA static down.

F. New Business:

- 1. County Fair 2020 planning: Perkins-Hagele shared that at the October 21, 2019 Strategic Planning meeting we will be discussing options for the 2020 10 day fair.
- 2. Interim Horse Arena & Barn usage: Perkins-Hagele reported that in order to build an arena to accommodate 4-H horses, the cattle barn (formerly the goat barn) barn needs to be considered for removal. Discussion ensued, Motion by Board Member Carroll for the Fair Board to send a request to the FAC to consider removing the cattle barn in order to accommodate 4-H horses. Second by Board Member Willey. Motion carried 5-0.

G. Other Matters of Information:

1. County Administrative Office Update: Interim Assistant County Administrator Sia Lindstrom provided the board a printed a timeline for Construction, Marketing /Advertising, Services, Events and Staffing for the Event Center.

H. Oral Communications II: None

I. Adjourn: President Seidel adjourned the meeting at 6:00 pm

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

Fax: (503) 648-7208

leah perkins-hagele@co.washington.or.us

www.bigfairfun.com

MEMORANDUM

Date: November 1, 2019

To: Washington County Fair Board

From: Leah E. Perkins-Hagele, Fair Complex Manager

Re: Financial Reports

The YTD financial report through September 2020 for Fiscal Year 2019_2020 is attached.



Monthly Financial Report Washington County

Washington County

Fund=200 (Fairplex), Program=9	98101	0 (Annual County	y Fair)													Remaining	
Account		July 2019	Aug 2019	Sept 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	June 2020	YTD-Actual	Budget	Budget	t U.
Intergovernmental Rev																	
41025 Transient Lodge Tax		\$	(65,894.50)	\$ (66,565.70)										(132,460.20)	(599,370.00)	(466,909.80))) 22
43156 Dept Ag Lot. Funds		\$	- 5	\$ - 5	-									0.00	(53,166.00)	(53,166.00)	0)
TOTAL	\$	- \$	(65,894.50)	\$ (66,565.70)	S -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	(132,460.20)	(652,536.00)	(520,075.80)) 20
Charges for Sevices																	
44511 Camping Fees	\$	- \$	-	\$ (4,800.00) \$	-									(4,800.00)	(8,700.00)	(3,900.00))) 55
44514 Comm Booth Rent	\$	(85,150.00) \$	-	\$ - 5	-									(85,150.00)	(92,500.00)	(7,350.00)) 92
44515 Parking Fees	\$	(139,280.54) \$	-	\$ (2,967.75) \$	-									(142,248.29)	(153,000.00)	(10,751.71)) 93
44516 Concert Admission	\$	(9,081.40) \$	-	\$ (308,021.42) \$	-									(317,102.82)	(440,000.00)	(122,897.18)	3) 72
44517 Sponsorship Fees	\$	(17,500.00) \$	-	\$ - 5	-									(17,500.00)	(15,000.00)	2,500.00	117
44518 Carnival Fees	\$	(176,946.19) \$	-	\$ (81,424.30) \$	-									(258,370.49)	(260,000.00)	(1,629.51)	.) 99
44522 Livestock Entry Fees	\$	(2,767.00) \$	-	\$ - 9	\$ -									(2,767.00)	(2,100.00)	667.00	132
TOTAL	\$	(430,725.13) \$	- 5	\$ (397,213.47)	-	\$ -	0.00	0.00	0.0	0.00	0.0	0.00	0.00	(827,938.60)	(971,300.00)	(143,361.40)) 85
Miscellaneous Revenues																	
48195 Reimburse of Exp	\$	(3,750.00) \$	-	\$ - 5	-									(3,750.00)	(7,500.00)	(3,750.00)) 50
48205 Concessions	\$	(201,624.44) \$	-	\$ (69,694.00) \$	S -									(271,318.44)	(250,000.00)	21,318.44	109
48225 Other Misc Rev	\$	(260.75) \$	(3,451.50)	\$ - 9	-									(3,712.25)	(1,500.00)	2,212.25	247
Total	\$	(205,635.19) \$	(3,451.50)	\$ (69,694.00)	-	\$ -	0.00	0.00	0.0	0.00	0.0	0.00	0.00	(278,780.69)	(259,000.00)	19,780.69	108
Total Revenues	\$	(636,360.32) \$	(69,346.00)	(533,473.17)	0.00	0.0	0.00	0.00	0.0	0.00	0.0	0.00	0.00	(1,239,179.49)	(1,882,836.00)	(643,656.51)) 66
Personal Services																	
51105 Wages & Salaries	\$	8,156.88 \$	26,035.60	\$ 17,357.01										51,549.49	246,059.00	194,509.51	21
51115 Overtime/Other Pay	\$	202.56 \$, , , , , , , , , , , , , , , , , , ,											1,751.49	2,000.00	248.51	
51125 FICA	\$	631.23 \$												4,038.03	18,860.00	14,821.97	
51130 Workers Comp	\$	61.53 \$												369.18	1,798.00	1,428.82	
51135 Workers Comp 51135 Employer Paid Workday	, \$	2.69 \$												18.37	105.00	86.63	
51140 Pers Contribution	\$	2,064.00 \$												12,832.28	58,287.00	45,454.72	
51150 Health Insurance	\$	4,499.86 \$, , , , , , , , , , , , , , , , , , ,											13,875.10	66,418.00	52,542.90	
51155 Life, Long Term Disabili	4	70.34 \$												216.72	833.00	616.28	
51160 Unemployment Insurance	1	3.78 \$												22.81	111.00	88.19	
51165 Tri-Met Tax	\$	56.69 \$												363.86	1,891.00	1,527.14	
51180 Other Employee Allow	\$	26.25 \$												157.50	456.00	298.50	
51199 Misc Personal Services	φ	- \$		\$ 32.30 §	t .									0.00	3,173.00	3,173.00	
	\$ \$,	•) 000	0.00		, , ,		0 00	0.00				
TOTAL	Э	15,775.81 \$	41,292.36	28,126.66	0.00	0.0	0.00	0.00	0.0	0.00	0.0	0.00	0.00	85,194.83	399,991.00	314,796.17	21

Account	Ju	ly 2019	A	ug 2019	S	Sept 2019	Oct 2019	Nov	2019	Dec 20	019	Jan 2020	Feb	2020	Mar 2020	<u> </u>	Apr 2020	<u>M</u> ay	2020	June 2020	0	YTD-Actual	Budget	Budget	Use
Materials and Supplies											_														
51205 Supplies - Office	\$	728.00	\$	592.46	\$	-																1,320.46	500.00	(820.46)	264%
51210 Supplies- General	\$	12,612.96	\$	6,167.99	\$	-																18,780.95	28,000.00	9,219.05	67%
51285 Services -Professional	\$	89,074.53	\$	49,996.93	\$	26,200.00																165,271.46	170,000.00	4,728.54	97%
51295 Advertising & Public Noti	\$	110,971.00	\$	19,515.77	\$	3,535.27																134,022.04	150,000.00	15,977.96	89%
51305 Communications - Service	\$	-	\$	885.00	\$	-																885.00	3,500.00	2,615.00	25%
51310 Utilities	\$	1,212.03	\$	14,329.33	\$	-																15,541.36	28,000.00	12,458.64	56%
51320 Repair & Maint	\$	888.09	\$	391.97	\$	-																1,280.06	1,500.00	219.94	85%
51340 Lease & Rentals - Space	\$	425.00	\$	425.00	\$	425.00																1,275.00	6,600.00	5,325.00	19%
51345 Lease & Rentals - Equipm	\$	41,047.07	\$	70,203.90	\$	-																111,250.97	105,000.00	(6,250.97)	106%
51350 Dues & Membership	\$	-	\$	100.00	\$	-																100.00	950.00	850.00	11%
51355 Training & Education	\$	409.00	\$	-	\$	-																409.00	2,000.00	1,591.00	20%
51360 Travel Expense	\$	-	\$	-	\$	-																0.00	5,000.00	5,000.00	0%
51365 Private Mileage	\$	-	\$	-	\$	-																0.00	50.00	50.00	0%
51390 Permits, Licenses & Fees	\$	-	\$	-	\$	-																0.00	400.00	400.00	0%
51465 - Postage & Freight	\$	-	\$	15.52	\$	-																15.52	50.00	34.48	31%
51475 Printing- Internal	\$	-	\$	1,878.74	\$	-																1,878.74	1,650.00	(228.74)	114%
51495 Telephone Monthly	\$	425.61	\$	-	\$	-																425.61	600.00	174.39	71%
51550 Other Materials & Service	\$	-	\$	191.92	\$	-																191.92	1,500.00	1,308.08	13%
TOTAL	\$ 2	257,793.29	\$	164,694.53		30,160.27	0.00		0.00		0.00	0.00		0.00	0.	.00	0.0	00	0.00	0.0	00	452,648.09	505,300.00	52,651.91	90%
Other Expenditures																		\$	_						
52005 Bank Service Fees	\$	518.93	\$	_	\$	_																\$ 518.93	754.00	235.07	69%
52130 Other Special Exp	\$	35,236.67		3,863.61		_																\$ 39,100.28	52,000.00	12,899.72	75%
52139 Concert Expenses	\$ 4	456,640.92		81,483.49		_																\$ 538,124.41	550,500.00	12,375.59	ı
52146 Entertainment Exp		139,967.16		33,297.36		_																\$ 173,264.52	190,000.00	16,735.48	91%
52147 Open Class Exp	\$	25,008.60	\$	7,771.09	\$	800.00																\$ 33,579.69	35,000.00	1,420.31	96%
52148 4-H Expenses	\$	15,721.23		18,221.64		_																\$ 33,942.87	38,000.00	4,057.13	89%
52149 FFA Expenses	\$	5,294.79		11,617.57		_																\$ 16,912.36	12,000.00	(4,912.36)	141%
52156 Parking Expenses	\$	57,741.12		15,990.75		_																\$ 73,731.87	50,000.00	(23,731.87)	0%
TOTAL	\$	736,129.42		172,245.51		800.00 \$	-	\$	-	\$	- \$	-	\$	- 5		- \$	-	\$	-	\$ -		\$ 909,174.93	928,254.00	19,079.07	98%
	•	2.002.50	•	2.002.50	Φ.	2 005 50																.	40.000	0.00.00.00.00.00.00.00.00	2.12
53010 Interdpt Chg - Indirect Cl		3,883.58		3,883.58		3,883.58					_			_		_		~				\$ 11,650.74	49,291.00	37,640.26	24%
Total	\$	3,883.58	\$	3,883.58	\$	3,883.58 \$	-	\$	-	\$	- \$	-	\$	- \$	-	- \$	-	\$	-	\$ -		11,650.74	49,291.00	37,640.26	24%
Total Expenditures	\$ 1,0	013,582.10	\$	382,115.98		62,970.51	0.00		0.00		0.00	0.00		0.00	0.	.00	0.0	00	0.00	0.0	00	1,458,668.59	1,882,836.00	424,167.41	77%
TOTAL REVENUES	\$ (6	636,360.32)	\$	(69,346.00)	((533,473.17)	0.00		0.00		0.00	0.00		0.00	0.	.00	0.0	00	0.00	0.0	00	(1,239,179.49)	(1,882,836.00)	(643,656.51)	
	,			382,115.98	`	62,970.51	0.00		0.00		0.00	0.00		0.00		.00	0.0		0.00	0.0		1,458,668.59	1,882,836.00	424,167.41	
		•		•		•																219,489.10	0.00	(219,489.10)	

County Fair 2020-21 Budget Summary - Draft

Journe	., . an 2 0		adget Gaillinary - Brait				2019_20		Justification's
				20	020-21 Draft		Adopted	%	Justinication 3
Fund	Program	Account	Account Name	_`	Budget		Budget	Change	
	Fair Reve		Account Nume		Buuget		Baaget	Onlange	
200	981010	41025	Transient lodgings tax	\$	(650,000.00)	\$	(599,370.00)	8%	Based on slight increase over FY 2019_20
200	981010	43156	Dept of Agriculture Lottery Funds	\$		\$	(53,166.00)	-100%	State Funding is expected to no longer be available
200	981010	44511	Camping Fees	\$	(8,700.00)		(8,700.00)	0%	otato i anding to expected to no longer be available
200	981010	44514	Commercial Booth Rentals	\$	(310,000.00)		(92,500.00)	235%	Addition of Event Center booth of 200
200	981010	44515	Parking Fees	\$	(230,000.00)		(153,000.00)	50%	radial of Event Senter Seen of Eee
200	981010	44516	Concert Admissions	\$	(600,000.00)		(440,000.00)	36%	4 concerts
200	981010	44517	Sponsorship Fees	\$	(25,000.00)		(15,000.00)	67%	
200	981010	44518	Carnival Fees	\$	(390,000.00)		(260,000.00)	50%	
200	981010	44516	Livestock Entry Fees					-100%	Dranging to waive this year
200	981010	44322 48195	Reimbursement of expenses (operating)	\$ \$	(5,000.00)	\$	(2,100.00) (7,500.00)		Proposing to waive this year Extra electrical and water hook up fees for vendors
200			Concessions	_				-33 % 62%	Extra electrical and water mook up lees for vehicors
200	981010	48205	Concessions	\$	(420,000.00)	Φ	(260,000.00)	0270	
200	981010	48225	Other miscellaneous revenue-operating	\$	(3,000.00)	\$	(1,500.00)	100%	
Total 98	81010 Fair	Revenues		\$ (2,641,700.00)	\$ ((1,892,836.00)	40%	
981010	Fair Expe	nditures							
200	981010	51105	Wages and salaries	\$	246,059.00	\$	246,059.00	0%	
200	981010	51115	Overtime and other pay			\$	2,000.00	-100%	Cash overtime will be prohibited
200	981010	51125	FICA	\$	18,860.00	\$	18,860.00	0%	
200	981010	51130	Workers compensation	\$	1,798.00	\$	1,798.00	0%	
200	981010	51135	Employer paid work day tax	\$	105.00	\$	105.00	0%	
200	981010	51140	Pers contribution	\$	58,287.00	\$	58,287.00	0%	
200	981010	51150	Health insurance	\$	66,418.00	\$	66,418.00	0%	
200	981010	51155	Life and long term disability insurance	\$	833.00	\$	833.00	0%	
200	981010	51160	Unemployment insurance	\$	111.00	\$	111.00	0%	
200	981010	51165	Tri-Met tax	\$	1,891.00	\$	1,891.00	0%	
200	981010	51180	Other Allowances	\$	456.00	\$	456.00	0%	
200	981010	51199	Misc Personal Services	\$	3,173.00	\$	3,173.00		
Total Po	ersonal Se	rvices		\$	397,991.00	\$	399,991.00	-1%	
200	981010	51205	Supplies-office, general	\$	1,500.00	\$	500.00	200%	General office supplies.
200	981010	51210	Supplies- general	\$	35,000.00	\$	28,000.00	25%	Janitorial supplies, ticket stock, signs & banners,table
200	981010	51285	Services -professional services	\$	250,000.00	\$	170,000.00	47%	covers, etc. Electrician, Security, Sherrif's Dept, Service Groups,
200	901010	31203	Services -professional services	φ	250,000.00	φ	170,000.00	41 70	temps, website, etc.
200	981010	51295	Advertising and public notice	\$	250,000.00	\$	150,000.00	67%	Fairtime Media Plan
200	981010		Communications-services	\$	3,500.00		•		Radios, Website Hosting
200	981010		Utilities	\$	20,000.00				Garbage & Recycling, PGE, NW Natural, Water/Sewer,
				•					Propane
200	981010		Repair & maint services-general	\$	1,500.00	\$,		Misc repairs to Fair related items
200	981010	51340	Lease and rentals - space	\$		\$	-,		Rental office no longer needed with Event Center
200	981010	51345	Lease and rentals - equipment	\$	210,000.00	\$	105,000.00	100%	Generators, Tents, Tables, Chairs, Fencing,
									Tractor/Other Equipment, etc.
200	981010	51350	Dues and membership	\$	1,000.00	\$	950.00	5%	OFA, WFA, IAFE, OFEA, Chamber. Split between
									programs.
200	981010	51355	Training and education	\$	2,000.00				Staff - Professional Development & Training
200	981010	51360	Travel expense	\$	5,000.00	\$	5,000.00	0%	Staff - Professional Development & Training

200	981010	51365	Private mileage	\$	50.00	\$	50.00	0%	Staff - Private mileage to conduct Fair business
200	981010	51390	Permits, licenses and fees	\$	400.00	ф	400.00	0%	Fainting Destand has a low on 0047.40
200	981010	51465	Postage and freight- Internal	\$	100.00	\$	50.00	100%	Fairtime Postage based upon 2017-18
200	981010	51475	Printing- Internal	\$	4,000.00	\$	1,650.00	142%	Daily Sheets, Parking Tags, Letterhead, Envelopes
200	981010	51495	Telephone monthly- internal	\$	600.00	\$	600.00	0%	
200	981010	51550	Other materials and services	\$	1,500.00	\$	1,500.00	0%	
Total M	aterials an	d Suppli	es	\$	786,150.00	\$	505,300.00	56%	
200	981010	52005	Bank Service Charge	\$	500.00	\$	754.00	-34%	ATM, Credit Card & Merchant Fees
200	981010	52130	Other Special Expenditures	\$	68,000.00	\$	52,000.00	31%	Beverage purchase & other special expenditures.
200	981010	52139	Concert Expenses	\$	950,000.00	\$	550,500.00	73%	Purchase of four concerts plus production (Sounds,
									Stage Lights, Catering & equipmen, staffing)
200	981010	52146	Entertainment Expenses	\$	250,000.00	\$	190,000.00	32%	Small Stages, Grounds Acts, Exhibits & associated costs
200	981010	52147	Open Class Expenses	\$	40,000.00	\$	35,000.00	14%	Premiums, Judges, Ribbons, etc
200	981010	52148	4-H Expenses	\$	40,000.00	\$	38,000.00	5%	\$15,000 directly to 4-H. The rest retained for support
									services & shared costs
200	981010	52149	FFA Expenses	\$	18,000.00	\$	12,000.00	50%	Premiums, Judges, Ribbons, Clerks.
200	981010	52156	Parking Expenses	\$	70,000.00	\$	50,000.00	40%	All expenses related to parking cars during the Fair,
									includes HPD.
200	981010	53010	Interdpt chg-indirect charges	\$	74,275.00	\$	49,291.00	51%	25% of County service charges to the Fair Complex
Total O	ther Expen	ditures		\$	1,510,775.00	\$	977,545.00	55%	
Total 98	81010 Fair	Expendit	ures	\$	2,694,916.00	\$	1,882,836.00	43%	

Total Revenue	\$ (2,641,700.00) \$ (1,892,836.00)	40%
Total Expenses	\$ 2,694,916.00 \$ 1,882,836.00	43%

2020 Washington County Fair Proposed Fee Schedule

	Current - 4 day		Proposed - 10 day	L
	2019 Fair		2020 Fair	
Vendor Booths				
Outdoor Paved Inline	\$	775.00	\$	1,175.00
Outdoor Paved Corner	\$	875.00	\$	1,275.00
Outdoor Midway Inline	\$	875.00	\$	1,275.00
Outdoor Midway Corner	\$	975.00	\$	1,375.00
Outside Grass Inline	\$	625.00	\$	1,025.00
Outside Grass Corner	\$	725.00	\$	1,125.00
Bulk Grass Space (over 50' x 50')	\$1.50 per squar	e foot	\$2.50 per quare fo	oot
New Event Center Inline	\$	-	\$	1,295.00
New Event Center Corner	\$	-	\$	1,495.00
Additonal Services				
2,000 watt - 120v 20 amp circuit	\$	75.00	\$	110.00
240v up to 50 amps outlet	\$	150.00	\$	150.00
Water/Sewer connection	\$	50.00	\$	75.00
Forklift Service with Operator	\$100 per use		\$100 per 30 min	
Parking				
Per vehicle, per day	\$	10.00	\$	10.00
Per veriicle, per day	Ş	10.00	Ş	10.00
Reserved Livestock Parking Space, run of fair	\$	60.00		
Vendor Parking Lot, per day	\$	-		\$6
Vendor RV space, run of fair	\$	150.00	\$	300.00
Open Class Competition Entry Fees	+			
Wool & Fiber	\$	1.00	Free	
Small Animals	\$	_	Free	
Medium Animals	\$	5.00	Free	
Large Animals	\$	10.00	Free	
Other				
Food Conession	22.5% of gross sa	ales	22.5% of gross sal	es
Livestock Exhibitor Camp Space	\$100 run of Fair		\$25 per space per	

Notes:

Fair Board does not set pricing for food, beverage, alcohol, carnival tickets/wristbands, or concert admission

Fair Board does not charge 4-H or FFA entry fees to show or stall their animals or projects

Livestock Entry fees do not cover the cost of the judges, bedding, ribbons, prize money, labor for setting up and tearing down pens, wear and tear on pens or arenas