



MARION COUNTY FAIR

April 5, 2017 5:30 PM

Commissioners' Board Room
555 Court St NE, Salem OR

AGENDA

- I. 5:30 PM Call to Order/Introductions**
- II. 5:35PM Public Comments**
- III. 5:38PM Approval of March 1, 2017 Meeting Summary Notes**
- IV. 5:45PM 4H/FFA Reports [Information]**
- V. 5:55PM Financial Report [Action]**
- VI. 6:05PM Committee Reports [Information]**
 - STEAM Committee- *Jill*
 - Food Vendor Selection Committee Meeting Update- *Dylan*
- VII. 6:15PM Items of Special Interest [Information/Possible Action]**
 - Entertainment Update- *Joel*
 - BOC Board Session at Fair Ideas- *Tamra*
 - Pygmy Goats' Requirements Discussion- *Tamra*
- VIII. 6:45PM Strategic Plan Items [Action]**

Strategic Plan- April

4.1.1	Send press release seeking entertainers; respond to requests to participate that come into the fair office- <i>On going</i>	BOC, EC, Staff
4.4.2	Get sponsors; work with Marketing Coordinator- <i>On going</i>	EC, MC, FB
4.4.3	Organize activities for exhibit hall stage- <i>In process</i>	EC, OC Point Per.
4.4.4	Hold superintendents' meeting; assure superintendent positions are filled	OC Point Per.
4.6.1	Coordinate dog related activities	EC
4.6.2	Incorporate Petting Zoo	S. Gubbels, Staff
4.6.3	Organize and develop other activities- <i>In process</i>	EC
3.2.10	Check to see if Comcast will be sponsoring internet service in the log cabin.- <i>In process</i>	Staff
4.7.1 (Senior Plan)	Build on previous year's senior activities (demonstrations, acts, games, booths, etc.)	EC, OC Point Per.

- IX. 7:25PM Other-**
 - Ingalls' Reports
 - Newsworthy Items

7:35PM Adjourn

Next meeting: May 3, 2017

Marion County Fair Board

To promote the diverse agricultural and cultural heritage of Marion County through active participation of its citizens.

Monthly Meeting

Commissioners' Board Room

March 1, 2017 5:30 PM

In Attendance

Board Members: Joel Conder, Heidi DeCoster, Nathan Leao, Dylan Wells

Staff: Denise Clark, Tamra Goettsch

Guests: David Beem, Volunteer; Amy Gouter-Allen, FFA; Jill Ingalls, Ingalls & Associates; Melanie McCabe, 4H; Bry Taylor-Campos, Key Volunteer

I. Introductions

II. **Public Comments-** David Beem reminded everyone that he will be an ambassador for the county fair. Denise indicated that Mary Grim, department volunteer coordinator, has developed a scope of work for David.

III. **Approval of February 1, 2107 Meeting Summary Notes-** Heidi made a motion to approve; Joel seconded. Motion passed.

IV. FFA/FFA Reports

Amy- The FFA state convention is in April; all of the district winners will be attending. For the coming fair FFA will again be involved in a fund raiser having a donated sheep sold through the market auction.

Melanie- All of the 4H judges are hired. They are in the process of finishing up the fair book. Changes include that rabbits and cavies (guinea pigs) will be shown two days instead of one. Thursday night will be "pocket pets"; animals you don't show in the traditional classes.

Friday will be the pine card derby. Saturday morning will be dog obedience.

The cakewalk occurs all days of the fair; it costs around \$.50 to \$1 for a spot. For the Monster Cookies, the students make the dough at home and then it is baked and judged at the fair. Following the judging, Saturday afternoon, the cookies are sold.

Fair enrollment ends on April 1.

Jill commented that since the Afton contract was returned today, the 4H tickets should be available to sell soon.

Melanie needs 1,000 wristbands; Jill can buy them in bulk. It was suggested that the same colors be used for FFA and 4H. (Commercial vendors will have a different color wristband.)

Melanie has not had a conversation with the Fair Foundation yet as to how they will be financially supporting 4H. Discussion was held on the shavings and haul-out costs. 60 units of shavings cost around \$5,000. Powerland is looking for compost ground cover, maybe that can be helpful it cutting the cost of haul-out.

5 truckloads of straw bedding was removed from the Pygmy goats area. They provide their own straw, but don't pay for the haul-out. (The Dexter folks paid for their bedding responsibilities last year.)

Melanie was encouraged to make sure that she gets a firm quote on Mid-Valley Excavation's haul-out costs.

Joel thinks that the Fair Foundation is interested in keeping the 4H premium costs the same. Melanie will attend the next Fair Foundation meeting which will be held Monday, March 6 at 6 PM.

V. Financial Report

Tamra pointed out that under 4H, the number breakdown (that was previously in colored font) needs to be reduced. The shavings and shavings haul-out fees (\$6600) may be reduced. If so, it will need to be reduced from both operations and revenue sides.

The past month's changes include:

- Pig Race and contingency adjustments.
- There is \$46,000 in reserves for carryover to the 2018 fair; includes all the anticipated revenues and expenditures.

Fair Board members asked to have the Summary of Changes (which Daniel has added to the document in the past) put back into the document as it provides ease of reading for the members.

Joel made a motion to accept the Financial Report as presented; Heidi seconded. Motion passed.

Budget request forms

- Daniel adjusted the carryover to reflect the "actuals"; a decrease of \$4,136.
- An additional \$400 is required for ShoWorks licenses; this will allow for two other computers (for a total of three) to operate the program at fair time.
- Melanie indicated that 4H spends an additional \$400 a year for the ShoWorks service plan.

Joel made a motion to adjust the budget according to the two submitted budget request forms; Heidi seconded. Motion passed.

Tamra will ask Daniel to remove the shavings entries off of the budget document since Melanie will be working with the Fair Foundation to cover those costs.

VI. Committee Reports

Jill indicated that there needs to be time allotted on the main stage, a spot for the military event again this year. Sarah Webb is our new contact; she is replacing Elan. Jill would like to see Sarah at the table early on to build Honor's Day (Thursday).

Programming committee- Jill said that they intended to launch the Big Name Act display today on the new web site, but it is being put off one week.

Joel said that in talking with the William Morris Agency, they indicated that we won't see the Big Name Act contracts until the early part of May. However, they did approve our ad campaign and authorized us to move forward. Tamra said that the sooner we can get the contracts, the better.

Web site committee-Jill

- Really close to launching the new website.
- She has been updating registration forms with Denise for posting on the web.

VII. Items of Special Interest

Updated Bylaws Approval- Denise had legal counsel review the original edits the fair board had approved. Legal Counsel suggested one minor change in some terminology. Heidi made a motion to approve the updated bylaws; Nathan seconded. Motion passed. (Dylan indicated that he would sign the final copy.)

ShoWorks Update- Tamra spoke of the additional licenses needed earlier in this meeting.

The department class lists are being updating by the superintendents. As those are being completed, Denise is building the data base. In organizing the data, it was suggested that the Special Contests have their department and classes.

Food Vendor Selection Committee Meeting Date- Denise asked which members wanted to be on the food vendor selection committee. Dylan, Jill, and Bry indicated their interest. Denise will send out an on-line meeting scheduler to find a date that works for all.

Joel suggested that the food vendor meeting, held the night before fair starts, time be changed in order to not conflict with the evening's fair board meeting. He also asked that someone else be designated to conduct the meeting as his plate is full. (Garten conducts the compostable requirements section of the meeting. Pam talks about the z-tapes.)

Jill will coordinate the one extra communication (letter) that goes out to food vendors prior to the start of fair. That letter includes confirmation of their power needs, a reminder to use compostable products and the use of a cash register that provides z-tapes, etc. Joel suggested adding that vendors must be proficient with the use of their cash register as he doesn't feel he should have to be teaching them that at fair time.

Denise asked if there would be a soda pop sponsor this year. Jill said she doesn't know yet.

VIII. March Strategic Plan Items

1.2.7. *Negotiate agreements with Sate Fair on parking and fairgrounds rental.* Done.

Jill is working with Wayne Petersen (State Fair) as to when we might have access to everything for set-up; would like to do some setup on the previous Sunday (July 2). Tuesday is the 4th of July holiday. 4H will be doing pre-entry on Friday (June 29) for those who are getting away early on a holiday vacation.

Tamra asked for a set-up plan.

Food vendors will need to be patient in their setting up. They need to wait for the big tent, around the main stage, to be set which is dependent on the main stage being set-up first.

2.2.1 *Schedule opportunities for FB members to increase public awareness.....* We now have an ambassador (David) who is out spreading the word in the community. Bry is talking to the various city chambers. She is working with Mary Grim on a presentation for Salem 50+. She would like to tap into them for both public competition entries and for volunteers. Tamra suggested approaching Bonaventure Senior Living Center. Jill said that flyers will be going out to all senior centers soliciting them to provide demonstrations.

- Have a *Silver Sneakers* walk.
- *Just Walk Salem/ Keizer* is another group to approach.
- An opportunities flyer is being developed.

There will not be an adult coloring contest this year, only a coloring contest for youth.

3.2.7 *Negotiate the use of state fairgrounds for the fair activities and events.* Done

4.4.1 *Inventory ribbons, order exhibit tags, update department classes per superintendents' requests.* In process.

4.4.5 *Place open class application and information on web site.* In process

4.5.4 *Vendor issues- complaints, hand holding sales (sell booth) vendor/fair expectations, improved inside layout....*Jill and Denise are currently working on any changes needed to vendor applications.

It was asked about the conflict between the noise coming from the Home Depot building project and the market auction dinner. They would like them (Home Depot) to stop the hammering during the time of the dinner. Jill will follow-up on this.

Discussion was held on the beer drinking areas:

- The main layout for beer is the VIP area
- Beer travels throughout the grounds even in the barns where it isn't allowed.
- Post a sign at the beer purchasing site (vendor stand) where beer is allowed on the grounds.

Ingalls Report:

- Everything is on track.
- Working hard on Real Heroes. Warren will not be participating this year. Want participants to stagger their shifts. Denise and Jill have revised last year's registration form. For now the Real Heroes contact is Jill.
- Drafting graphics and flyers.
- Working on the AgFest booth. It will be April 29 and 30 at the Oregon State Fairgrounds
- Will be at the Awesome 3000 with a booth.
- Have Grill-off contest information for Nathan to review.

Other:

Melanie- 4H horse leaders hold a BBQ fundraiser on Wednesday night. Coastal Farms does a hot dog feed for the kids; time to be determined. It was asked if Coastal would consider providing prizes for the Grill-off. Answer- she doesn't know. She knows the buckets that Coastal provides come from the Woodburn store. She doesn't know where everything else comes from.

Bry asked Joel if he foresaw a problem if more money was needed from the Fair Foundation for open class premiums due to having more participants/winners. Joel indicated that it shouldn't be a problem.

Dylan asked Denise to draft a letter of thanks to Bob Zielinski for the Fair Foundation's contribution to the fair.

The term STEAMA (which indicated adding agriculture) will now just be STEAM to be in-line with the national movement. The A will indicate both Art and Agriculture.

Newsworthy Items:

Santiam Ice, in Detroit, has received a business development grant from the county's economic development program. We hope to have them work with the fair again this year.

Bry:

- Open class (public competitions) entries this year will be received only on one day this year. It will be held Wednesday (July 5) from 8:00 AM to 6:00 PM to accommodate the 4th of July holiday.
- Entries will be received in the Jackman Long building (not Columbia Hall) so as not to disrupt set-up.
- New volunteers have stepped up to help out.
- Seeking special contests ideas. (Have given Commissioner Brentano his own blueberry cheesecake contest to be affiliated with.)
- Waiting to hear back from the Dairy Women as to their contests.
- Maybe have a "dress up a vegetable" contest. (Get the Kettle Chips company on board.)

STEAM Update- Jill

They recently had an amazing meeting; new people are "coming to the table" including 24J's CTEC (Career Technical and Education Center.)

Open Class Animals:

Melanie asked if the pygmy goat exhibitors were coming in at the same time as previous years. Answer- yes.

She expressed concern that they don't have a vet check done however it's required of all other large livestock exhibitors. Discussion was held on whether they are enough of an attraction or a draw for the challenges that they present. Jill will review the MOUs for each group.

Llamas are different as half of the show participants also show in 4H; they also use fewer shavings as they put mats down first.

Dylan asked that this be put on the next fair board meeting agenda. He suggested having an impact report done on each group along with the costs associated. It was decided that instead of requiring a report, to have an interactive discussion, putting pros and cons on the white board, at the next board meeting.

Meeting Adjourned: 7:33 PM.

MARION COUNTY FAIR BOARD TREASURER'S REPORT

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Balance Sheet

APRIL 5, 2017

	2016	2016	2017	2017
	Amended	YTD	Adopted	YTD
Fair Ops Summary				
Total Revenues	248,262.00	265,033.94	246,487.00	12,562.00
Less Total Expenditures	330,898.96	271,731.08	364,824.00	19,385.68
Fair Operating Income (Loss)	(82,636.96)	(6,697.14)	(118,337.00)	(6,823.68)
County Contribution	50,000.00	50,000.00	50,000.00	50,000.00
Fair Net Income (Loss)	(32,636.96)	43,302.86	(68,337.00)	43,176.32
Fair Admin Summary				
Total Revenues	47,534.67	47,845.83	47,704.00	47,474.47
Less Total Expenditures	99,287.04	94,861.14	101,918.00	2,989.25
Admin Operating Income (Loss)	(51,752.37)	(47,015.31)	(54,214.00)	44,485.22
County Contribution	47,557.00	47,557.00	47,557.00	47,557.00
Admin Net Income (Loss)	(4,195.37)	541.69	(6,657.00)	92,042.22
Fund Balance				
Carryover from Previous Fair	77,438.04	77,438.04	121,283.00	121,282.59
Fair Ops Net Income (Loss)	(32,636.96)	43,302.86	(68,337.00)	43,176.32
Admin Net Income (Loss)	(4,195.37)	541.69	(6,657.00)	92,042.22
Carryover to Next Fair	40,605.71	121,282.59	46,289.00	256,501.13

MARION COUNTY FAIR BOARD TREASURER'S REPORT
Fair Operations Revenue
APRIL 5, 2017

426-4216		2016	2016	2017	2017
REVENUES		Amended	YTD	Adopted	YTD
Account					
332200	State Subsidy	\$ 6,262.00	\$ 6,262.00	\$ 6,262.00	\$ 6,262.00
341530	Gate Receipts	\$ 70,000.00	\$ 71,368.40	\$ 70,000.00	
341530	Gate Receipts (Latino Event 2015)				
341530	Children of Promise Grant	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	
341540	Food Booth Fees	\$ 36,000.00	\$ 35,915.76	\$ 35,000.00	
341550	Commercial Space Rental	\$ 18,600.00	\$ 24,214.00	\$ 18,000.00	\$ 3,800.00
341550	Commercial Space Rental (County Chic 2015)				
341560	Carnival Fees	\$ 13,500.00	\$ 18,433.89	\$ 17,500.00	
341580	Camping Fees - 4-H/FFA, Vendors	\$ 6,000.00	\$ 8,195.00	\$ 7,500.00	
341555	Sponsor Fees	\$ 45,400.00	\$ 52,225.00	\$ 50,000.00	\$ 2,500.00
341565	Stall Fees	\$ 4,000.00	\$ 2,910.00	\$ 2,900.00	
341860	Grand Safety (Real Heroes) Fees	\$ 400.00	\$ 325.00	\$ 325.00	
344999	Other Fees (fair booth county depts)	\$ 100.00	\$ 136.00	\$ 100.00	
~	Subtotal	\$ 202,762.00	\$ 222,485.05	\$ 210,087.00	\$ 12,562.00
344999	Other Reimbursements				
373100	Open Class (\$457.00 Fair Foundation)	\$ 550.00		\$ -	
373100	4H Premiums (\$6,532.00 Fair Foundation)	\$ 5,000.00		\$ -	
332200	Commercial Space Rental				
381999	Oregon 150 Relay Grant				
373100	Herdsmanship (\$400 Fair Foundation 2016)	\$ 400.00		\$ 400.00	
373100	Petting Zoo (\$3,000.00 Fair Foundation)	\$ 3,050.00			
	Shavings and Haul-Out (Fair Foundation)			\$ -	
371000	Misc (permitted activities, inflatables, pony rides)	\$ 4,000.00	\$ 3,013.25	\$ 3,000.00	
371000	Concert Merchandise Sales	\$ 100.00	\$ 220.00	\$ 100.00	
371000	State Fair Pavement Payment	\$ 5,000.00	\$ 10,462.00	0.00	
372000	Over & Short		\$ 100.00	\$ 100.00	
373100	Zero Waste/ES/Donations	\$ 16,000.00	\$ 16,817.64	\$ 16,800.00	
373100	Donations & Misc. Revenues	\$ 400.00	\$ 936.00	\$ -	
	Reimbursement for Damage to Fairgrounds (Garten)				
371000	MCE4H - Agricultural Development	\$ 11,000.00	\$ 11,000.00	\$ 16,000.00	
TOTAL REVENUES		\$ 248,262.00	\$ 265,033.94	\$ 246,487.00	\$ 12,562.00

MARION COUNTY FAIR BOARD TREASURER'S REPORT
Fair Operations Expenses
APRIL 5, 2017

426-4216		2016	2016	2017	2017
		Amended	YTD	Adopted	YTD
	4H FFA & OPEN CLASS				
	4H				
525910	4H (ribbons, wristbands, judges, other)	11,000.00	8,000.00	8,000.00	
525910	Premiums (Fair Board)	5,000.00	3,000.00	3,000.00	
525910	Premiums (\$6,532.00 Fair Foundation)			0.00	
	Shavings			0.00	
	Shavings Haul-out Fee		755.00	0.00	
	Open Class Livestock (Shavings Haul-out, vet check & ribbons)			1,551.00	
	Sub Total	16,000.00	11,755.00	12,551.00	0.00
	FFA				
525915	FFA (supplies, ribbons, judges, contest, other)	2,200.00	2,235.00	2,250.00	
525915	Premiums	3,900.00	3,863.20	3,900.00	
	Subtotal	6,100.00	6,098.20	6,150.00	0.00
	Open Class				
525920	Open Class (misc.)		405.97	350.00	
525920	Open Class premiums (\$457 Fair Foundation)	550.00		550.00	
525920	Ribbons & Trophy Engraving	1,000.00	45.83	1,000.00	
	Sub Total	1,550.00	451.80	1,900.00	0.00
	EVENT/MARKETING COORDINATOR				
525110	Fair Event Coordination (Ingalls)	30,000.00	29,999.97	30,000.00	12,857.13
525930	Event reimbursable expenses requiring Fair Board approval	7,800.00		0.00	
525715	Marketing Campaign Coordination (Ingalls)	8,000.00	7,999.95	8,000.00	3,428.55
525715	Sponsor Fees (commission)	12,000.00	15,693.72	14,000.00	
	Sub Total	57,800.00	53,693.64	52,000.00	16,285.68
	GROUNDS & UTILITIES				
527310	Tents & Lights - Decorator	10,000.00	9,633.50	10,000.00	
527310	Lights, Sound & Stage	13,980.00	14,183.00	13,980.00	
527310	Stage Fencing		407.50	400.00	
527231	Fairgrounds Rental in TRADE				
527231	Asphalt Paving				
527231	Asphalt Paving Cost				
527231	Plans & Specs				
527231	MCSO Crew				
527310	Golf Cart Rentals/RTV	2,010.96	1,235.75	2,000.00	
527310	Wheel Chair Rental	0.00	0.00	200.00	
527310	Sanitation (handwashing supplies)	122.00	119.00	0.00	
527310	Portable Toilets and Sanitation Supplies	3,000.00	2,882.00	3,000.00	
527310	Zero Waste (includes Garten Svcs)	15,900.00	16,817.64	16,800.00	
527310	Zero Waste (Supplies, Bleach, Gloves, Etc.)	450.00	0.00	0.00	
527230	Electrical Charges - Usage - State Fair	2,500.00	0.00	2,500.00	
527230	Electrical Charges - Set-up	6,500.00	5,980.00	6,500.00	
527230	Plumbing	1,500.00	1,104.00	1,500.00	
527230	Other (Grange rental, and info booth repair)	145.00	140.00	150.00	
527230	Damage to Fairgrounds (Garten Truck)				

MARION COUNTY FAIR BOARD TREASURER'S REPORT
Fair Operations Expenses
APRIL 5, 2017

426-4216		2016	2016	2017	2017
		Amended	YTD	Adopted	YTD
527230	Parking Attendants	2,500.00	2,000.00	2,000.00	
525945	Civic/School Organizations				
525945	Grounds Setup / Cleanup	5,000.00	5,000.00	5,000.00	
525350	Janitorial Services	4,500.00	4,600.00	4,600.00	
	Subtotal	68,107.96	64,102.39	68,630.00	0.00
	SAFETY, SECURITY & TICKETING				
525225	Ambulance/EMT Services (will be \$4,400.00 in 2017)	1,200.00	0.00	4,400.00	
525158	Armored Car Services	250.00		250.00	
525555	Security Services	15,500.00	15,510.00	15,600.00	
525999	Electronic Gate Ticket Printing	1,500.00			
525999	Electronic Gate Ticketing Wi Fi	420.00			
525155	Credit Card Fees	700.00	420.39	500.00	
527230	Security Fencing Rental	1,310.00	780.00	1,200.00	
525999	Afton's Service Fees	12,700.00	12,224.26	12,775.00	
	Sub Total	33,580.00	28,934.65	34,725.00	0.00
525710	PRINTING				
	Veteran's Event	100.00	43.85	100.00	
	Spanish Translation, Design, & Printing	500.00	58.50	500.00	
	Badges/Lanyards/Wristbands		83.52	0.00	
	Sub Total	600.00	185.87	600.00	0.00
525715	PROMOTIONS & ADVERTISING	34,100.00		32,136.00	
	Marketing (Social media, logo design)		3,250.00		250.00
	Prg Design & Printing and promotion		2,280.00		
	Veterans Event		95.00		
	Boomer and Senior News		1,520.00		
	Video Shoot		350.00		
	Newspaper Advertising		10,171.77		
	Yard/Field signs		231.67		
	Flyers, Maps & schedule				
	Television				
	Radio Advertising		7,020.04		
	Photography				
	Fairgrounds Signs/Banners		905.00		
	Misc. Advertising (Liberty St Banner)		225.00	364.00	
	Ag Fest booth		844.95		420.00
	Website Development and Maintenance			5,000.00	2,430.00
	Comcast Spotlight		5,679.42		
	Sub Total	34,100.00	32,572.85	37,500.00	3,100.00
	PROGRAMMING				
525925	Local Entertainment	5,000.00		4,000.00	
	Greydogz		600.00		
	Flextones		650.00		
	Syco Billies		500.00		
	Rekless Kompany		1,000.00		
	Showdown		2,000.00		

MARION COUNTY FAIR BOARD TREASURER'S REPORT
Fair Operations Expenses
APRIL 5, 2017

426-4216		2016	2016	2017	2017
		Amended	YTD	Adopted	YTD
	Adam Larson		250.00		
	Tracy Reynolds		450.00		
	Melissa Mikelson		650.00		
	Briana Renea		1,000.00		
	L. Tucker		250.00		
	Wild Ire				
	Michael Husser (AH Factor)		250.00		
	Sub Total	5,000.00	7,600.00	4,000.00	0.00
525925	Big Name Entertainment	41,520.00		55,493.00	
	Band Fees (Reckless Kelly, High Valley)		26,400.00	0.00	
	Morgan Alexander		2,000.00	0.00	
	Advertising/ Marketing				
	Booking Fee (Eric M.)		2,600.00	5,550.00	
	Catering (Band & Staff)		525.00	0.00	
	Catering (VIP & Operations)				
	General Production (backline)			0.00	
	General Production (stagehands)		721.00	0.00	
	Security (ticket takers, ushers)				
	Lodging		351.38	0.00	
	Transportation - Shuttle (van/gas \$250.00 for 2017 fair)		0.00	0.00	
	Sub Total	41,520.00	32,597.38	61,043.00	0.00
				6,325.00	
525930	Events & Activities				
	Brad's World Reptiles	500.00	3,500.00	0.00	
	Farm Yard Fun	550.00			
	Permitted activities contingency	3,500.00			
	Petting Zoo (Paid by Fair Foundation in 2016)	3,050.00		3,050.00	
	Animal Exhibits	4,800.00	4,800.00	0.00	
	Rodeo (including dirt)	20,000.00	20,000.00	20,000.00	
	Mayor Legislative Reception (BOC office)	0.00	0.00		
	Car Show	200.00	0.00		
	Boys & Girls Club (STEAM)	1,000.00	340.00		
	Herdsmanship (Fair Foundation)	400.00		400.00	
	Fun Run				
	Real Heroes	1,000.00	1,000.00	0.00	
	Grill-Off BBQ	250.00	777.77	750.00	
	County Chic Boutique	0.00	0.00		
	Swine & Wine	0.00	0.00		
	Latino Music Festival (Flyers)	0.00	0.00		
	Volunteer Shirts	1,200.00	1,246.00	0.00	
	Fair Board Shirts	750.00	594.00		
	Volunteer Appreciation Event	500.00	227.45	300.00	
	Bingo & Senior activities	1,000.00		0.00	
	Veteran's Uniforms Display (Dry Cleaning)	175.00	100.00	125.00	
	STEAM	1,000.00	622.98	5,000.00	
	Miscellaneous (umbrellas, panchos, necklaces)		103.90		
	Coloring Contest		152.20	0.00	
	Pig Races Tractor Pedal Pull			6,500.00	
525940	Talent Show				
	Prize money (Teen Idol)		275.00	275.00	
	KLOO contract				
	Talent Show			1,000.00	
	Sub Total	39,875.00	33,739.30	43,725.00	0.00
571010	Contingency	0.00	0.00	2,000.00	

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Fair Operations Expenses
APRIL 5, 2017

426-4216		2016	2016	2017	2017
		Amended	YTD	Adopted	YTD
	Contingency - Future Rental 2019	26,666.00		40,000.00	
	Sub Total	26,666.00	0.00	42,000.00	0.00
	NEW TOTAL	330,898.96	271,731.08	364,824.00	19,385.68

MARION COUNTY FAIR BOARD TREASURER'S REPORT
Fair Administration
APRIL 5, 2017

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426-4217		2016 Fair	2016	2017	2017
Account		Amended	YTD	Adopted	YTD
REVENUES					
332200	State Subsidy	47,404.67	47,404.67	47,404.00	47,404.67
381100	Transfer from General Fund	47,557.00	47,557.00	47,557.00	47,557.00
392000	Net Working Capital				
361000	Investment Earnings - INTEREST	130.00	441.16	300.00	69.80
371000	Misc. Revenue (Bond Refund)				
TOTAL REVENUES		95,091.67	95,402.83	95,261.00	95,031.47
EXPENDITURES					
511110	Fair Coordinator Wages (including overtime)	32,284.00	35,748.79	35,748.00	
512010-610	Fair Coordinator Fringe	19,955.00	21,087.81	21,087.00	
511120	Temp Wages (including overtime)	9,059.00	5,347.14	5,347.00	
~	Temp Fringe	417.00	852.88	853.00	
Total Personnel		61,715.00	63,036.62	63,035.00	-
521010	Office/ Dept. Supplies	100.00	8.95	100.00	
522180	ShoWorks Software			1,745.00	
523010	Telephones	100.00	8.12	100.00	
523050	Postage (admin only)	100.00	18.02	100.00	48.25
525360	Public Works Services (survey charges)	1,289.00	2,284.66	1,289.00	
525710	Printing	40.00		100.00	
525715	Advertising (RFP legal notice)	1,300.00		1,300.00	
525715	Advertising - other				
527210	Building Rental (private)	1,120.00	1,112.40	1,120.00	
528110	Liability Insurance Premiums	5,500.00	5,700.00	5,700.00	
528210	Public Officials' Bonds	1,289.04	791.67	1,290.00	1,300.00
529110	Employee Mileage	50.00	109.62	110.00	
529130	Meals	300.00	206.00	470.00	428.00
529210	Meetings	100.00		100.00	200.00
529220	Conferences	1,600.00	753.00	1,245.00	913.00
529300	Dues & Memberships (Travel Salem, OFA)	1,300.00	995.00	800.00	100.00
529650	Pre-Empl Investigations	70.00			
529999	MCFair.net Domain renewal 5-years				
Total M&S		14,258.04	11,987.44	15,569.00	2,989.25
60100-60452	Administrative Charges	23,314.00	19,837.08	23,314.00	
571010	Contingency				
Total Admin & Contingency		23,314.00	19,837.08	23,314.00	-
TOTAL EXPENDITURES		99,287.04	94,861.14	101,918.00	2,989.25
NET		(4,195.37)	541.69	(6,657.00)	92,042.22

Marion County Fair Event Coordination Status Report

Jill Ingalls

Dates: Report date 3 24 2017

Activity	Contractor / who / What	Status	Ongoing	Complete
Tents / Decorator	All Star Tent	Working on early move / July 4th challenge	x	
Sanitation	BPT (formerly TPI)	Pending contract	x	
Heros / Heritage	Warren Franklin	Updated application, rules	x	
STEAM	Meeting with team	Follow up on March 9th	x	
Supers Meeting	Met with Supers / dates/ Special	Wrap up changes on classes ShoWorks		
Website		Prep, final updates, launch on 3/17	x	
Special Contests	Build new contests / dogs/ families / Daily	Ongoing	x	
Big Name / Programming	Night Ranger updates	ongoing	x	
Facility Layout	Stephanie completed	Will need updates closer to fair	x	
Family Day / Programming	Searing for Talent Contest / Teen Idol	Ongoing	x	
Family Day / Programming	Invites to Star Wars, SCA, Other characters	ongoing / confirmed new club	x	
Muriels Petting zoo	Muriel	contract sent / Pending	x	
State Fairgroundns	Spoke with Wayne Peterson	regarding 4th of July Challenges	x	
Northside Electric	Prelimiry discussion with Chris	regarding 4th of July Challenges	x	
Wild West Events	Wayne White / Joel to max with concert	Updated times to 2 hours	x	
Awesome 3000	Krina	participation in Awesome 3k and STEAM	x	
ABC Janitorial	Fair janitorial	Quote received pending review	x	
Sound / Stage / Lights	Quote received from Cascade	Ongoing discussion regarding July 4th	x	
Sheriff / set up crew	Requested Staff reach out to confirm	ongoing	x	
Rescue Row	Debbie / Denise	On website -	x	
Activity Area Columbia	Draft schedule for all 4 days	Ongoing	x	
Honor Day	Reach out to bolster / Vets / Senior Center	Vets / Bike show / expand stage	x	
STEAM	Dylan / Farm Bureau / Country Financial	discussion re farm equipment demo	x	
Poker Run / Met with Morrett	Laura Morrett to meet with Harley	Regarding poker run / activities	x	
STEAM	Setting out Activity Center in Columbia for	STEAM DEMO and Hands on	x	
Teen Talent show	TEEN idol	Ongoing	x	
Talent Show all Ages	Quotes from 3 outside companies	Back to the drawing board - too much \$\$	x	
AFTON tickets	Set up 2017 tickets to publish	Worked with Afton / Web to launch	x	
BINGO / BEAN BAG BB	KGAL / Emerald Point	Confirmed both	x	
County PR / News	Jolene Kelly	Met and set editorial plan	x	

Activity	Contractor / who / What	Status	Ongoing	Complete
Veterans / Joining Forces	Conference call -	New team - working on Agenda for day	x	
OFA Day at the Capitol	Attended appointments with legislators	Will watch funding / buget cuts	x	
Wellness meeting	met with Tamra / Wellness coordinator	Add County employee activity at far	x	
Flyball Dogs	Walk through with Dustin at State Fair	New coordinator - ongoing	x	
Website Updates	Ongoing changes and updates	New website - work out and correct	x	
Barnyard Adventures	Quotes and plan for board	To present to board / sponsors interested	x	
Marketing / Advertising / Sponsorship				
Social Media	Facebook - Updates for big Name	Ongoing - online game photo opp	x	
Media Relations	Begin discussions with media to create plan	Media / marketing plan progressing	x	
Oregon Ag Fest	Upcoming booth reservation / plan		x	
Sponsorship Development	Draft new inventory for STEAM / other		x	
	Ongoing connection with renewals		x	
STEAMA / Public Competitions	Discussion and consideration / not available	Denise built flyers for supers	x	
Special days fliers and printed	Starting to draft fliers for days / contests		x	
Website	ongoing updates and content posting	Launched, promoting	x	
Romeo Marketing	Ongoing communication with Romeo	(Jamie)	x	
Willamette Valley Kids Maga	Ongoing disucssion of STEAM	STEAM and at the fair activities		x
MOM Magazine	Discussion of sponsorship / trade	Advertising / activities	x	

Sponsorship

Scott Ingalls

Dates: **Report date 3 24 2017**
Activity Contractor / who / What Status Ongoing Complete

SPONSORSHIP

CONFIRMED

as of 3/23/17

Sponsor	Notes:	Amount Cash	Amount BRIK / Trade	
Adam's Rib	BBQ & VIP catering	\$1,000	\$ 3,500.00	sold 1/27
Columbia Distributing	Beer Sponsor	\$1,500		sold 1/30
Complete Wireless	cash plus radios	\$500	\$ 1,800.00	sold 1/22
Country Financial	STEAM	\$2,000		sold 3/10
Falk USA	On site medical		\$4,400	sold 3/3
Funtastic Shows	Carnival armbands	\$750		sold 2/10
Hallmark Properties	Saturday VIP	\$1,000		sold 2/10
Kerr Concentrates	Ag Day/ticket package	\$2,500		sold 2/23
Les Schwab Tires	Inc. 1/2 pallet bottled water	\$2,500		sold 1/30
Linn-Benton Tractor	Diamond rio	\$4,500	\$2,400	sold 3/15
Marion County Farm Bureau	STEAM	\$2,000		sold 3/10
Mattress World	Inc. vendor space	\$2,500		sold 2/10
Mid-Valley Garbage		\$500		sold 3/22
Muddy Paws	Flyball	\$1,500		sold 1/15
Northside Electric	Power in kind	0	\$ 3,000.00	sold 1/30
Pape' Machinery	Ag Day	\$1,750		sold 3/22
Peterson Cat	Ag Day	\$2,500		sold 3/22
Wilco Farm Stores	Barn Sponsor	\$2,500		sold 3/15
		\$29,500	\$15,100	

Under Construction

Ag West
 A to Z Party Rental
 Atrio Health Plans
 Aunt Bee's House

Pitched or in progress:

x
 x
 x

Under Construction

Fitzpatrick Painting
 Fleetwood Homes
 Game Stop
 Garten Zero Waste

Pitched or in progress:

x

BE Solar	x	GK Machine	x
Bob's Burgers	x	Half Price Oregon	
Bonaventure	x	Hillyer's Ford, Stayton	
Boomer & Senior News	x	Home Depot	x
Brim Tractor		K & E Excavating	x
Cabella's		KBZY	
Capitol Asset Pavement		Keizer Permanente	x
Capitol Auto Group	x	Kelly's Home Center	
Center 50+	x	KGAL/KSHO	x
Certified Used Phones	x	KRKT/KLOO	x
Cherry City Electric		KYKN	x
Cherry City Metals	x	KUPL	x
Citizens Bank		La Pantera	
City of Keizer		Lassen RV	x
City of Salem		Lifesource Natural Foods	
City of Silverton		Lynx Printing Group	
Coastal Farm & Home	x	Maps Credit Union	
Coca-Cola		Marion Ag	
Co-Energy Propane	x	Marion County	
Copper Creek Mercantile		McDonalds	
Costco		Mid-Valley Garbage & rec	
Crop Production Services		Mtn. View Seeds	
Crown Memorial Centers		New Horizons in Home Care	x
Cycle Country		Norlift	x
Day Wireless Systems		Norpac	x
Diamond K Sales	x	NW Natural	
Double H Western Wear		OBRC	
Emery & Sons		Oregon Garden	x
Ernst Irrigation	x	Oregon Jamboree	X
EZ Orchards		Oregon Mobile Media	
Factory Expo Home Center		Oregon State Credit Union	
Farmland Tractor	x	Pacific Power	
Figaro's Pizza		Pacific Stair	x
First Tech Credit Union		Peterson Cat	x

Under Construction**Pitched or in progress:**

PGE	x
Power Auto Group	x
Power Yamaha	x
Pratum Co-op	
Precision Bloom Services	
Providence Health Plans	
Providence Home Services	x
Regence Blue Cross	
Rent-a-Center	
Republic Services	
Ricoh USA	
River Bend Sand & Gravel	
Roberson RV	
Roth's	
Safety Vehicle Systems	
Safeway	
Salem Harley	x
Salem Health	x
Salem Printing & Blueprint	
SCTC	
Select Impressions	
Silverton Hospital	
South Pacific Auto Sales	
Skyline Ford	
Sportsmans Warehouse	x
State Farm - Bob Cegon	
Statesman Journal	x
Stettler Supply	
Sunbelt Rentals	x
Superior Tire	
T Mobile	
The Red Lion	x

Under Construction**Pitched or in progress:**

The Grand Hotel	
The Ink Spot	
TNT Fireworks	
Trader Joes	
Umpqua Bank	
Unitus Community CU	
US Bank	
Valley Credit Union	
Wave Broadband	
Wilco Farm Stores	x
Willamette Valley Fruit Co	
Withnell Motor Company	