



**MARION COUNTY FAIR**

**October 4, 2017 5:30 PM**

Commissioners' Board Room  
555 Court St NE, Salem OR

**AGENDA**

- I. 5:30 PM Call to Order/Introductions**
- II. 5:35 PM Public Comments**
- III. 5:38 PM Approval of September 6, 2017 Meeting Summary Notes**
- IV. 5:40 PM 4H/FFA Reports [Information]**
- V. 5:50 PM Financial Report [Action]**
- VI. 6:05 PM Items of Special Interest [Information/Possible Action]**
  - Volunteer Appreciation Night Update- *Dylan*
  - Volunteer Budget Request Forms- *Denise*
  - Storage Unit Discussion- *Dylan*
  - Event Coordinator RFP Results/Recommendation- *Tamra*
  - Discussion on Entertainment Buyer- *Tamra*

**VII. 6:45 PM Strategic Plan Items [Action]**

**Strategic Plan- October**

2.1.5	Maximize use of "free media" (press releases, radio promotions, etc.) in addition to traditional print, radio, and TV ads.	MC
3.1.1	Select an Event Coordinator as needed	FB
5.2.1	Schedule work session with BOC for annual report; prepare docs.	FB, EC, Staff
2.2.1	Schedule opportunities for FB members to increase public awareness through presentations, promotions at service clubs, chambers and other public meetings.	FB

**VIII. 7:00 PM Other-**

- Ingalls' Reports
- Newsworthy Items

**IX. 7:10 PM Adjourn**

**Next Regular Meeting:** November 7, 2017

**November Work Day:** November 5, 2017 10:00 AM

**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

September 6, 2017 5:30 PM

In Attendance

**Present:** Brandi Buxton, Joel Conder, Heidi DeCoster, Shannon Gubbels, Dylan Wells, Pam Zielinski

**Key Volunteers:** Amy Goulter-Allen

**Staff:** Denise Clark, Tamra Goettsch, Commissioner Janet Carlson (BOC Liaison)

**Guests:** Jill Ingalls, Ingalls & Associates

**Meeting convened:** 5:37 PM

- I. **Introductions**
- II. **Public Comments-** None
- III. **Approval of August 2, 2017 Meeting Summary Notes**

Discussion on summary notes:

Pam requested clarification on the budget change request form regarding the lodging overage. Jill provided the following information regarding the Red Lion Hotel invoice:

Big Name Entertainment Lodging	\$3,209.83
Barnyard Adventure Lodging	\$548.45
Total:	<b>\$3758.28</b>
Less Sponsorship	\$-2,000.00
Balance:	\$1,758.28
Charged to Activity #525930 Barn Yard Adventure	\$-200.00
Charged to Activity #525925 Big Name Entertainment Lodging	\$-927.00
Remaining due on invoice	<b>\$631.28</b>

Joel asked for clarification on the mention of food expenses (for Big Name Entertainment VIP) being greater than expected. Joel thought that he had requested a budget change increase at the June 28<sup>th</sup> fair board meeting. He also feels that all of the financial issues that came up were directly related to Night Ranger being difficult to work with.

Joel asked for clarification on the Big Name Entertainment VIP passes not being agreed to contractually. The fair printed 30 free entrance tickets for the VIPs. In addition to those tickets, an additional list of names of people was brought into the fair office for free entry. This was above and beyond our agreed upon contract. Also, the fan club VIP free entry wasn't part of the contract; those folks should be paying at the gate. The Big Name Entertainers are authorized to provide free back stage packets if they so choose, but not free gate entry.

Shannon made a motion to approve the August 2, 2017 Meeting Summary Notes; Heidi seconded. Motion passed.

IV. **FFA Report-** Amy. Nothing to report other than the final “paperwork” (premium payments and invoice payment) has been “worked out” with Denise.

V. **Financial Report-** Brandi

- The YTD changes are reflected in yellow on the document.
- Currently the total fair revenue is \$261,163.56, approximately \$9,000 over what was expected.
- Total expenditures are \$280,930.33, however not all expenditures have come in yet.

Permitted activities- the dollar figure is down this year as we only had one permitted activity, the Inflatables. Last year this line item also included the camel rides. (Denise will have Daniel add a note to this effect to the line item.)

Permitted Activities- Madgek

- We will request that they provide z-tapes, or some other method of accounting, for their sales in 2018. We can be flexible and are willing to work with them regarding their accounting method.
- Roll tickets could be used; we record the starting ticket number, with a ticket being given for each sale and then we record the ending ticket number. (They provide unlimited “ride” bracelets for \$20.)
- Perhaps we require a flat fee from them.
- We may be going to chip enclosed bracelets for gate entry; perhaps these could be utilized with the permitted activities.

Garten services showed an increase of \$200 over last year’s costs. Tamra removed from their 2017 contract sponsorship tickets because we are paying actuals now; there is no sponsorship component. There will be an upcoming meeting regarding cost saving measures we can take for 2018.

Promotions- most of the invoices have been turned in, just haven’t been paid out to Ingalls yet. (Ingalls pay up front and then get reimbursed.)

The EMT cost (\$4400 is the amount they quoted) is listed in case it doesn’t get sponsored. Falk brings an ambulance; the cost would be lower without it. They like to use our fair for training their employees for state fair.

Denise noted that the Real Heroes (Grand Safety) JE has been completed but isn’t reflected yet. It will bring that line item to \$239. Also there is a duplicate entry of “Commercial Space Rental #332200” that will be removed. The 2017 Open Class Premiums paid by the Fair Foundation is \$519.

Jill noted that under *Grounds and Utilities* there will be no invoices for the wheel chairs and golf carts as they ended up being sponsored.

The plumbing bill from state fair is higher due to some broken pipes. The Sheriffs’ department and a food vendor each broke a pipe during set-up.

Shannon made a motion to approve the financial report as presented; Pam seconded. Motion passed.

**Budget Change Forms-** Jill

Grill-off correction- over budget \$92.93 not \$69.47 as listed on the budget change request form. The cost of swag bags, prizes, and the meat was higher than expected. It was suggested pursuing a donation for the meat early in the year. Jill indicated that the Beef Council and Cattleman’s Association are both good at giving towards the purchase of meat. An excessive amount of meat is being purchased with the participants taking home un-cooked meat. Less meat should be

acquired. Adam's Rib has been interested in sponsoring this event in the past. Brandi motioned to increase the budget by \$92.93 for the grill-off expenses with the money taken from carryover; Heidi seconded. Motion passed.

Plumbing- overage due to broken pipes. Tamra will look into whether the fair's insurance policy will cover the costs. Ingalls need to be reimbursed for this ASAP. Heidi made a motion to increase the plumbing line item by \$731.78 with the money coming out of carry over; Brandi seconded the motion. Motion passed.

Volunteer shirts increased by \$398 with the amount taken from carry over- Brandi made the motion; Shannon seconded. Motion passed. *(In researching this, it was found that this was already approved in the June 28th meeting.)*

Jill is requesting \$1,000 reimbursement for Ingalls & Associates coordinating the Real Heroes event. Sarah Spinks (Contracts Coordinator) needed more information before paying. Tamra indicated that this was an added element to Jill's scope of work such as "and other approved activities by fair board" wording that would be in her contract. Tamra said that she will take care of it, that Jill doesn't need to submit a budget request form.

## VI. **Items of Special Interest**

### **2018 Suggested Changes- Denise**

Denise had emailed out a list of the suggestions that came into the fair office. Discussion was held on two of the items:

#6. *4H Camping shouldn't take up customer parking areas-* Jill indicated that the 4H camping can be tightened up in order to get more public parking out of the area. Jill will work with camp coordinator, Carrie Gunther. Also, the parking crew can do a better job in assisting people in parking also. Brandi suggested using the orange parking area; opening it up on large flow days.

#12, 13. *Provide better notification of events/activities in handouts to fair goers.* Jill is willing to make these changes; she would like to revisit having the Statesman Journal produce the program as it may not be the most effective in reaching our fair goers.

**Grill-off ribbon.** The winner of the 2017 Grill-off called Denise asking how she could get her ribbon. We do not provide ribbons for the grill-off traditionally. Nathan asked that the issue be brought before the fair board. The board decided Denise should give her a ribbon out of the current inventory. For future contests, guideline information should clarify that no ribbons are provided for this event.

Commissioner Carlson requested that the gate attendance/revenue spreadsheet be sent out in a timelier manner following fair. She also asked that once available, the information be brought to a Management Update. Brandi apologized for the delay this year and said she will get it done more quickly next year. The commissioner clarified that she doesn't need the revenue/expenditures report until it is complete, like in November or December. (Tamra asked that this be added to the Strategic Plan for June- to identify a date for the information to be presented to Management Update.)

Commissioner Carlson observed that in looking at the carnival revenue statistics over the years, it appears the percentage of "our take" is going down. Discussion was held on the changes in the carnivals over the years including their costs going up and the change in rides provided.

Herdsmanship scholarship and pygmy goat requirements discussion:

- The pygmy goat responsibilities and the Herdsmanship scholarship should be two different entities.

- Shannon will talk with the pygmy goat organizers and have them identify how to take care of these responsibilities themselves. She doesn't want to lose their participating in our fair.
- Will keep the Herdsmanship Scholarship as is.
- Jill said that there may be other organizations that are willing to do the tasks to raise money; groups like the cheer leading or wrestling teams.
- Amy will discuss it with FFA leaders, asking them to identify students not showing animals at fair time. (Denise will check the wording on the MOU regarding our providing assistance to them on clean-up.)

**November Work Session-** It was suggested to hold the work session outside of a regular board meeting for more time to "brain storm." Suggested date and time- Sunday November 5 at 10:00AM; location TBD.

**Request for Quotes Update-**

- Sarah Spinks had requested a contracts meeting to discuss what fair items needed to go out for an RFP/RFQ and any associated changes.
- Those present were Dylan, Heidi, Shannon (by phone) Sarah, Daniel Adatto, Denise, Tamra, Jill and Scott. (The Ingalls were not present when discussion was held on the Event Coordinator/Sponsorship contract.)
- Contracts discussed- Event Coordinator, Marketing/sponsorship, Security, ticket taking and ticket selling, Entertainment Buyer/ agent (did not discuss due to Joel not being present in the meeting.)
- Have security and ticket selling/taking as different entities. These tasks could be broken up and provided by multiple companies.
- Perhaps get volunteers (like a banking organization) to do the cashiering.
- Creative Security has been informed that we are going out for a new contract.
- It was suggested that we have a feedback meeting with all of our contractors as we currently do not have anything documenting what we've discussed with a vendor.
- The event coordination and marketing sponsorship contract is the number one priority to complete. In the description of services, we will add to the contract that the provider must be available to attend the retreat November 5. (Will need to keep the Nov. 1 meeting to vote on the RFP submissions.)

**Management Agreement-** Is to be reviewed once every 5 years. Regarding staffing, the fair board is to have input on performance; Tamra sends out surveys for feedback. The question was raised should there be an opportunity to give input on the temporary staff that works in the fair office at fair time. A "quorum" is half the number of members plus one. Legal Council is looking at the agreement; it will need to include the new procurement contracting laws. However, we can move this forward without the contracting laws at this time. The procurement contracting laws information will be brought back to a future meeting.

**VII. Strategic Plan Items**

- 1.1.1 Select a marketing/sponsorship coordinator as needed.- *In process.*
- 2.1.9 Submit sign/banner application to City of Salem- *Denise will do the first day available which is Sept. 15*
- 3.3.7 Hold Volunteer Appreciation Night- *Scheduled for September 14. Denise said that Mary Grim asked her to encourage as many fair board members as possible to attend. Those saying they will be in attendance are Amy, Heidi, Dylan and Brandi.*
- 4.1.3 Discuss whether the fair should have a Big Name Act. *Will move this item to the October agenda to include discussion of the entertainment buyer.*
- 4.4.7 Hold public competitions superintendents' post fair meeting- *Done*

VIII. **Other**

Ingalls Reports- Jill

- In the process of finalizing invoices with Daniel.
- Sponsorship total- \$57050.
- Sponsor reports have been sent out.

The OFA Conference is October 26-29 at the Linn County Expo Center. Those planning on attending so far are Dylan, Heidi, and Bry. Dylan felt like last year's conference was a "step up" from previous years.

OFA awards need to be done on-line; a maximum of only 200 words are allowed. Melanie is doing the K&E nomination. Nominations are due into Community Services by 9/15.

Shannon noted that the state fair was utilizing a PA system in the barns area to make announcements. She wonders if we can use this at our fair. Jill said that the sound is not very clear in that system. She prefers to use "scripts" with the arenas that have portable sound systems to use in their "dead times." Jill will check into it.

**Meeting Adjourned: 7:38 PM**

MARION COUNTY FAIR BOARD TREASURER'S REPORT

Balance Sheet  
OCTOBER 4, 2017

	2016	2016	2017	2017
	Amended	YTD	Adopted	YTD
<b>Fair Ops Summary</b>				
Total Revenues	248,262.00	265,033.94	252,087.00	280,884.32
Less Total Expenditures	330,898.96	271,731.08	382,038.95	300,771.09
<b>Fair Operating Income (Loss)</b>	<b>(82,636.96)</b>	<b>(6,697.14)</b>	<b>(129,951.95)</b>	<b>(19,886.77)</b>
County Contribution	50,000.00	50,000.00	50,000.00	50,000.00
<b>Fair Net Income (Loss)</b>	<b>(32,636.96)</b>	<b>43,302.86</b>	<b>(79,951.95)</b>	<b>30,113.23</b>
<b>Fair Admin Summary</b>				
Total Revenues	47,534.67	47,845.83	47,704.00	48,044.81
Less Total Expenditures	99,287.04	94,861.14	101,918.00	86,742.34
<b>Admin Operating Income (Loss)</b>	<b>(51,752.37)</b>	<b>(47,015.31)</b>	<b>(54,214.00)</b>	<b>(38,697.53)</b>
County Contribution	47,557.00	47,557.00	47,557.00	47,557.00
<b>Admin Net Income (Loss)</b>	<b>(4,195.37)</b>	<b>541.69</b>	<b>(6,657.00)</b>	<b>8,859.47</b>
<b>Fund Balance</b>				
Carryover from Previous Fair	77,438.04	77,438.04	121,283.00	113,637.15
Fair Ops Net Income (Loss)	(32,636.96)	43,302.86	(79,951.95)	30,113.23
Admin Net Income (Loss)	(4,195.37)	541.69	(6,657.00)	8,859.47
<b>Carryover to Next Fair</b>	<b>40,605.71</b>	<b>121,282.59</b>	<b>34,674.05</b>	<b>152,609.85</b>

**MARION COUNTY FAIR BOARD TREASURER'S REPORT**  
**Fair Operations Revenue**  
**OCTOBER 4, 2017**

426-4216		2016	2016	2017	2017
<b>REVENUES</b>		<b>Amended</b>	<b>YTD</b>	<b>Adopted</b>	<b>YTD</b>
<b>Account</b>					
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	\$ 76,281.76
341530	Gate Receipts (Latino Event 2015)				
341530	Children of Promise Grant	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00
341540	Food Booth Fees	\$ 36,000.00	\$ 35,915.76	\$ 35,000.00	\$ 42,735.06
341550	Commercial Space Rental	\$ 18,600.00	\$ 24,214.00	\$ 18,000.00	\$ 25,981.00
341560	Carnival Fees	\$ 13,500.00	\$ 18,433.89	\$ 17,500.00	\$ 21,532.87
341580	Camping Fees - 4-H/FFA, Vendors	\$ 6,000.00	\$ 8,195.00	\$ 7,500.00	\$ 7,769.07
341555	Sponsor Fees	\$ 45,400.00	\$ 52,225.00	\$ 52,200.00	\$ 57,774.00
341565	Stall Fees	\$ 4,000.00	\$ 2,910.00	\$ 2,900.00	\$ 2,777.00
341860	Grand Safety (Real Heroes) Fees	\$ 400.00	\$ 325.00	\$ 325.00	\$ 239.00
344999	Other Fees (fair booth county depts)	\$ 100.00	\$ 136.00	\$ 100.00	\$ 118.00
~	<i>Subtotal</i>	\$ 202,762.00	\$ 222,485.05	\$ 212,287.00	\$ 243,969.76
344999	Other Reimbursements				
373100	Open Class Premiums (\$519.00 Fair Foundation 2017)	\$ 550.00		\$ -	
373100	4H Premiums (\$6,532.00 Fair Foundation 2016)	\$ 5,000.00		\$ -	
381999	Oregon 150 Relay Grant				
373100	Herdsmanship (\$400 Fair Foundation 2016)	\$ 400.00		\$ 400.00	
373100	Petting Zoo (\$3,000.00 Fair Foundation 2016)	\$ 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	\$ 2,610.80
371000	MMA (cage fighting)				
371000	Concert Merchandise Sales	\$ 100.00	\$ 220.00	\$ 100.00	\$ 956.50
371000	State Fair Pavement Payment	\$ 5,000.00	\$ 10,462.00	0.00	
371000	Color Run (race)				
372000	Over & Short		\$ 100.00	\$ 100.00	\$ 0.50
373100	Zero Waste/ES/Donations	\$ 16,000.00	\$ 16,817.64	\$ 20,200.00	\$ 17,046.76
373100	Donations & Misc. Revenues	\$ 400.00	\$ 936.00	\$ -	\$ 300.00
	Reimbursement for Damage to Fairgrounds (Garten)				
371000	MCE4H - Agricultural Development	\$ 11,000.00	\$ 11,000.00	\$ 16,000.00	\$ 16,000.00
<b>TOTAL REVENUES</b>		\$ 248,262.00	\$ 265,033.94	\$ 252,087.00	\$ 280,884.32



MARION COUNTY FAIR BOARD TREASURER'S REPORT

Fair Operations Expenses  
OCTOBER 4, 2017

426-4216		2016	2016	2017	2017
		Amended	YTD	Adopted	YTD
	<b>4H FFA &amp; OPEN CLASS</b>				
	<b>4H</b>				
525910	4H (ribbons, wristbands, judges, other)	11,000.00	8,000.00	8,000.00	8,000.00
525910	Premiums (Fair Board)	5,000.00	3,000.00	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	
	<b>Sub Total</b>	<b>16,000.00</b>	<b>11,755.00</b>	<b>12,551.00</b>	<b>11,000.00</b>
	<b>FFA</b>				
525915	FFA (supplies, ribbons, judges, contest, other)	2,200.00	2,235.00	2,250.00	2,205.00
525915	Premiums	3,900.00	3,863.20	3,900.00	3,970.80
	<b>Subtotal</b>	<b>6,100.00</b>	<b>6,098.20</b>	<b>6,150.00</b>	<b>6,175.80</b>
	<b>Open Class</b>				
525920	Open Class (misc.)		405.97	350.00	84.20
525920	Open Class premiums (\$457 Fair Foundation)	550.00		550.00	
525920	Ribbons & Trophy Engraving	1,000.00	45.83	1,000.00	395.44
	<b>Sub Total</b>	<b>1,550.00</b>	<b>451.80</b>	<b>1,900.00</b>	<b>479.64</b>
	<b>EVENT/MARKETING COORDINATOR</b>				
525110	Fair Event Coordination (Ingalls)	30,000.00	29,999.97	30,000.00	30,000.00
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	7,999.95
525715	Sponsor Fees (commission)	12,000.00	15,693.72	14,000.00	11,496.68
	<b>Sub Total</b>	<b>57,800.00</b>	<b>53,693.64</b>	<b>52,000.00</b>	<b>49,496.63</b>
	<b>GROUNDS &amp; UTILITIES</b>				
527310	Tents & Lights - Decorator	10,000.00	9,633.50	10,000.00	9,252.50
527310	Lights, Sound & Stage	13,980.00	14,183.00	14,282.00	14,282.00
527310	Stage Fencing		407.50	400.00	320.00
527231	<b>Fairgrounds Rental in TRADE</b>				
	Electric Signs			750.00	750.00
	Map			1,500.00	
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	2,982.00
527310	Zero Waste (includes Garten Svcs)	15,900.00	16,817.64	20,200.00	17,046.76
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	5,836.00
527230	Plumbing	1,500.00	1,104.00	2,231.78	2,231.78
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

OCTOBER 4, 2017

426-4216		2016	2016	2017	2017
		Amended	YTD	Adopted	YTD
527230	Parking Attendants	2,500.00	2,000.00	2,000.00	2,000.00
525945	Civic/School Organizations				
525945	Grounds Setup / Cleanup	5,000.00	5,000.00	5,000.00	4,909.43
525350	Janitorial Services	4,500.00	4,600.00	5,300.00	5,535.00
	<b>Subtotal</b>	<b>68,107.96</b>	<b>64,102.39</b>	<b>76,013.78</b>	<b>65,145.47</b>
	<b>SAFETY, SECURITY &amp; TICKETING</b>				
525225	Ambulance/EMT Services (will be \$4,400.00 in 2017)	1,200.00	0.00	0.00	
525158	Armored Car Services	250.00		250.00	55.16
525555	Security Services	15,500.00	15,510.00	17,181.00	16,825.00
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	544.36
527230	Security Fencing Rental	1,310.00	780.00	1,200.00	1,200.00
525999	Afton's Service Fees	12,700.00	12,224.26	12,775.00	
	<b>Sub Total</b>	<b>33,580.00</b>	<b>28,934.65</b>	<b>31,906.00</b>	<b>18,624.52</b>
525710	<b>PRINTING</b>				
	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	
	<b>Sub Total</b>	<b>600.00</b>	<b>185.87</b>	<b>600.00</b>	<b>0.00</b>
525715	<b>PROMOTIONS &amp; ADVERTISING</b>	34,100.00		32,136.00	
	Marketing (Social media, logo design)		3,250.00		3,250.00
	Prg Design & Printing and promotion		2,280.00	750.00	1,083.50
	Veterans Event		95.00		
	Boomer and Senior News		1,520.00		1,535.00
	Video Shoot		350.00		
	Newspaper Advertising		10,171.77		10,447.18
	Yard/Field signs		231.67		75.00
	Flyers, Maps & schedule				554.36
	Television				
	Radio Advertising		7,020.04		5,505.00
	Photography				
	Fairgrounds Signs/Banners		905.00		560.00
	Misc. Advertising (Liberty St Banner)		225.00	364.00	544.00
	Ag Fest booth		844.95		420.00
	Website Development and Maintenance			5,000.00	4,680.00
	Comcast Spotlight		5,679.42		2,305.16
	<b>Sub Total</b>	<b>34,100.00</b>	<b>32,572.85</b>	<b>38,250.00</b>	<b>30,959.20</b>
	<b>PROGRAMMING</b>				
525925	<b>Local Entertainment</b>	5,000.00		5,500.00	
	Greydogz		600.00		
	Flextones		650.00		
	Syco Billies		500.00		
	Rekless Kompany		1,000.00		
	Showdown		2,000.00		1,500.00

MARION COUNTY FAIR BOARD TREASURER'S REPORT

Fair Operations Expenses

OCTOBER 4, 2017

426-4216		2016	2016	2017	2017
		Amended	YTD	Adopted	YTD
	Adam Larson		250.00		
	Tracy Reynolds		450.00		450.00
	Melissa Mikelson		650.00		650.00
	Briana Renea		1,000.00		
	L. Tucker		250.00		
	Wild Ire				
	Code Red				550.00
	TLS Journey				750.00
	Never2Late				800.00
	Olivia Harms				500.00
	Superheroes and Star Wars Characters			500.00	
	Michael Husser (AH Factor)		250.00		
	<b>Sub Total</b>	<b>5,000.00</b>	<b>7,600.00</b>	<b>6,000.00</b>	<b>5,200.00</b>
525925	<b>Big Name Entertainment</b>	41,520.00		493.00	
	Band Fees (Night Ranger, Diamond Rio)		26,400.00	55,000.00	55,000.00
	Morgan Alexander		2,000.00	0.00	
	Advertising/ Marketing				
	Booking Fee (Eric M.)		2,600.00	5,550.00	5,500.00
	Catering (Band & Staff)		525.00	1,172.00	1,172.00
	Catering (VIP & Operations)			424.45	424.45
	General Production (backline)			1,500.00	1,500.00
	General Production (stagehands)		721.00	800.00	800.00
	Security (ticket takers, ushers)				
	Lodging		351.38	1,558.28	1,558.28
	Transportation - Shuttle (van/gas \$250.00 for 2017 fair)		0.00	730.51	730.51
	Main Stage			1,175.00	1,175.00
	<b>Sub Total</b>	<b>41,520.00</b>	<b>32,597.38</b>	<b>68,403.24</b>	<b>67,860.24</b>
525930	<b>Events &amp; Activities</b>				
	Brad's World Reptiles	500.00	3,500.00	0.00	
	Barn Yard Adventure			4,400.00	4,400.00
	Farm Yard Fun	550.00			
	Permitted activities contingency	3,500.00			
	Petting Zoo	3,050.00		3,050.00	3,000.00
	Animal Exhibits	4,800.00	4,800.00	0.00	
	Rodeo (including dirt)	20,000.00	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	0.00
	Fun Run				
	Real Heroes	1,000.00	1,000.00	0.00	1,000.00
	Grill-Off BBQ	250.00	777.77	842.93	842.93
	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	398.00	398.00
	Fair Board Shirts	750.00	594.00		
	FFA and 4H Youth Shirts			2,474.00	2,699.00

**MARION COUNTY FAIR BOARD TREASURER'S REPORT**  
**Fair Operations Expenses**  
**OCTOBER 4, 2017**

426-4216		2016	2016	2017	2017
		Amended	YTD	Adopted	YTD
	Volunteer Appreciation Event	500.00	227.45	300.00	
	Volunteer Hospitality Room			0.00	0.00
	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	6,500.00	5,814.66
	Miscellaneous (umbrellas, panchos, necklaces)		103.90		
	Coloring Contest		152.20	0.00	
	Pig Races Tractor Pedal Pull			6,500.00	6,500.00
525940	<b>Talent Show</b>				
	Prize money (Teen Idol)		275.00	275.00	275.00
	KLOO contract				
	Talent Show			1,000.00	900.00
	<b>Sub Total</b>	<b>39,875.00</b>	<b>33,739.30</b>	<b>46,264.93</b>	<b>45,829.59</b>
571010	Contingency	0.00	0.00	2,000.00	
	Contingency - Future Rental 2019	26,666.00		40,000.00	
	<b>Sub Total</b>	<b>26,666.00</b>	<b>0.00</b>	<b>42,000.00</b>	<b>0.00</b>
	<b>NEW TOTAL</b>	<b>330,898.96</b>	<b>271,731.08</b>	<b>382,038.95</b>	<b>300,771.09</b>

**MARION COUNTY FAIR BOARD TREASURER'S REPORT**  
**Fair Administration**  
**OCTOBER 4, 2017**

426-4217		2016 Fair	2016	2017	2017
Account		Amended	YTD	Adopted	YTD
<b>REVENUES</b>					
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	640.14
371000	Misc. Revenue (Bond Refund)				
<b>TOTAL REVENUES</b>		<b>95,091.67</b>	<b>95,402.83</b>	<b>95,261.00</b>	<b>95,601.81</b>
<b>EXPENDITURES</b>					
511110	Fair Coordinator Wages (including overtime)	32,284.00	35,748.79	35,748.00	31,801.45
512010-610	Fair Coordinator Fringe	19,955.00	21,087.81	21,087.00	20,692.58
511120	Temp Wages (including overtime)	9,059.00	5,347.14	5,347.00	2,587.11
~	Temp Fringe	417.00	852.88	853.00	209.11
<b>Total Personnel</b>		<b>61,715.00</b>	<b>63,036.62</b>	<b>63,035.00</b>	<b>55,290.25</b>
521010	Office/ Dept. Supplies	100.00	8.95	100.00	46.58
522180	ShoWorks Software			1,745.00	400.00
523010	Telephones	100.00	8.12	100.00	
523050	Postage (admin only)	100.00	18.02	100.00	104.45
523090	Long Distance Charges				9.52
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	4,022.00
528210	Public Officials' Bonds	1,289.04	791.67	1,290.00	1,500.00
529110	Employee Mileage	50.00	109.62	110.00	30.50
529130	Meals	300.00	206.00	470.00	428.00
52914	Lodging				200.00
529210	Meetings	100.00		100.00	200.00
529220	Conferences	1,600.00	753.00	1,245.00	1,043.00
529300	Dues & Memberships (Travel Salem, OFA)	1,300.00	995.00	800.00	1,095.00
529650	Pre-Empl Investigations	70.00			
529999	MCFair.net Domain renewal 5-years				
~	<b>Total M&amp;S</b>	<b>14,258.04</b>	<b>11,987.44</b>	<b>15,569.00</b>	<b>9,079.05</b>
60100-60452	Administrative Charges	23,314.00	19,837.08	23,314.00	22,373.04
571010	Contingency				
<b>Total Admin &amp; Contingency</b>		<b>23,314.00</b>	<b>19,837.08</b>	<b>23,314.00</b>	<b>22,373.04</b>
<b>TOTAL EXPENDITURES</b>		<b>99,287.04</b>	<b>94,861.14</b>	<b>101,918.00</b>	<b>86,742.34</b>
<b>NET</b>		<b>(4,195.37)</b>	<b>541.69</b>	<b>(6,657.00)</b>	<b>8,859.47</b>





