



**MARION COUNTY FAIR**

**June 6, 2018 5:30 PM**

Commissioners' Board Room  
555 Court St NE, Salem OR

**AGENDA**

- I. 5:30 PM Call to Order/Introductions**
- II. 5:33 PM Public Comments**
- III. 5:36 PM Approval of May 2, 2018 Meeting Summary Notes**
- IV. 5:38 PM 4H/FFA Reports [Information]**
- V. 5:45 PM Financial Report [Action]**
- VI. 6:00 PM Items of Special Interest [Information/Possible Action]**
  - Big Name Entertainment Update
  - Grill-off Update

**VII. 6:30 PM Strategic Plan Items- June [Action]**

2.2.6	Create activities schedule to help with public awareness and insure coordination. (Working schedule master list of specials, daily printout.)	EC, Staff
3.1.2	Confirm garbage and clean-up is handled by an organization; coordinate any 4H/FFA specifics with them	EC, 4H/FFA Staff
3.1.5	Food Vendors- % sales tracking (daily z-tape pickup)	Treasurer
3.3.1	Maintain two information booth notebooks	FB Member, Staff
3.3.2	Improve "signage" throughout fairgrounds- directing people to commercial exhibits, posting prices at ticket booths, etc.	EC
3.3.3	Increase communication around gates, parking, camping, and tickets	FB
3.3.8	Identify date and provide post fair gate numbers and revenue to Management Update.	Treasurer, Staff

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

- Ingalls' Reports
- Newsworthy Items

**IX. 7:15 PM Adjourn**

**Next Meeting:** Proposed- June 20, 2018 Emergency Plan Review

**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

May 2, 2018 5:30 PM

In Attendance

**Board Members:** Brandi Crandall, Heidi DeCoster, Nathan Leao (by phone) Shannon Gubbels, Dylan Wells, Pam Zielinski

**Key Volunteers:** Amy Goulter-Allen, Bry Taylor-Campos

**Staff:** Denise Clark; Tamra Goettsch

**Guests:** David Beem, Jill & Scott Ingalls, Ingalls & Associates

**I. Introductions**

**II. Public Comments-** None

**III. Approval of April 4, 2018 Meeting Summary Notes-** Scott made a correction to the notes- the RTV's are being sponsored the golf carts are not. Brandi made a motion to approve the meeting summary notes as corrected, Shannon seconded. Motion passed.

**IV. 4H/FFA Reports**

**4H-** Melanie could not be present in this meeting as she is at the swine, goat, and sheep weigh-in. Shannon relayed Melanie's information- the poultry cages and new swine show rings have been ordered. Fair registrations are due the end of May.

**FFA-** Amy

A career development event is next week at Oregon State University (OSU). Fair buckles are ordered ahead of time this year. Wilco Farm Stores (Stayton) helped in the Montana Silver purchase. Sponsorships have been coming in early. Participant stall requests are due May 25.

Tamra provided an update on 4H collecting fair fees (ticket sales, stalls, camping) and holding the funds to be returned to the county fair at a later time. A meeting was held with OSU officials; the updated 4H contract will include these pre-sales through both the 4H office and on-line. (Tamra noted that any future changes in ticket fees will need to be incorporated into the contract.)

**V. Financial Report-** Brandi

Year to date changes are highlighted in yellow.

Dylan remarked on the amount of commercial vendor revenue already received. (There are approximately 30 vendors already placed; we usually end up with 50-60 vendors.) Jill noted her office will be doing an email blast/push to reach more commercial vendors.

Shannon made a motion to accept the Financial Report as presented; Pam seconded. Motion passed.

Brandi made a motion to add "Budget Changes" to this meeting's agenda; Shannon seconded. Motion passed

**VI. Budget Changes (Action Item):**

Jill indicated that her practice is to review the budget in May and bring back to this body items that require changes. She submitted a Budgeted Adjustments document. (\*See attached)

Red Lion is the fair's sponsoring hotel.

Grounds and Utilities- The organization that provides the parking attendants have asked for an increase of \$200 as they've never had one the many years they have been working at the fair.

Sponsorship is committed at \$76,000; we are \$24,700 ahead of the target.

Events and Activities- Jill asked that the items broken out and listed on the budget document; currently the total amount available (\$38,850) is all that is listed.

The new car show won't cost anything, however would like some prize money, signage, and posters/flyers. It will be located in the trees behind the "Art Jam." Jill feels that the car show package with the grill-off makes Sunday look "more full and bountiful."

"The Woods" area needs signage to get crowd movement from the corner and back to the rodeo. Plans are to have an electronic marquee sign and a coin operated pinball machine in the area costing \$500. (Scott indicated that Crown may be sponsoring some of this.) If the budgeted money isn't needed, it won't be used. There will also be other signage around the grounds to direct folks back there. (The name of "The Woods" may be changed.)

Most items on the budget changes document have already occurred and just need commitment to payment. Up for discussion are the new costs associated with the car show, the Woods, and the walk-a-round Disney characters on Family Day. Jill noted that all the items she is proposing bring a "value" to the fair or she wouldn't be bringing them forward.

Brandi made a motion to increase the total expenses by \$5650, increase total revenue by \$7400 in the manner Jill has described on document- increased entertainment cost of \$7475, increased Activities cost of \$500, increased Grounds & Utilities cost of \$200, added expenses of \$3100 as described in the *New Expense Items*, with offsetting increases to sponsorship of \$7400, decreases to Grounds & Utilities costs of \$1025, decreased wheel chair costs of \$200 and decreased ambulance costs of \$4400, total change to bottom line revenue of \$1750. Heidi seconded the motion. Brandi amended the motion to include itemized amounts included in the "In budget but not entered in the Adopted column" of Local Entertainment and Events & Activities. Motion passed.

**VII. Items of Special Interest**

Big Name Entertainment- Steve Augeri, the former lead singer for *Journey*, and his band will be the rock act on Friday the cost- \$15,000. Jill noted that after looking at a lot of artists, we had to go up in price to find something that had a value; she feels they will be a good draw. (Jill did noted that for the future, she would like to see us stay in budget and have the acts determined earlier in the year.)

### Donated Flower Baskets- Shannon

Shannon will reach out to Godfrey Nursery regarding flower baskets. (We are currently working with Bauman's Nursery but can possibly have two providers.)

Shannon confirmed with Jill that the pygmy goat organizers can bring their rigs in and pull up alongside the road between the horse show barns and the Forester Pavilion Thursday during the day.

### State Fair Paving- Tamra

Have secured the money for the paving project; will need to use the \$40,000 currently in contingency. Scott is looking for a discounted rate for asphalt. She secured another \$60,000 from the general fund for next year. Every year we will need to budget for future paving. Each year's project will net three years of grounds rental for the fair. Tamra will be taking a proposal to the state fair.

### VIII. **Strategic Plan Items:**

2.1.6 *Interface with other state fairgrounds events occurring at the same time as county fair.* Jill said that there is an Airstream (trailers) rally on the fairgrounds right before our fair.

2.1.7 *Put together Courthouse Square window display.* It is currently unavailable. It was suggested that this item be moved to January.

2.2.2 *Increase public participation in public competitions events.* The Legos were a draw at Agfest as were the quilts. Comments were received in which people said that they had exhibited at last year's fair; that hasn't occurred in the past.

3.2.7 *Further develop state fair/MCF cooperation- more effective layout; communication of needs; fencing; better signage.* In the past state fair has asked that the barns be set up differently; in looking at our configuration, we can't set up our fair to accommodate their setup. (The setup work crew is scheduled.)

3.2.9 *Develop grange log cabin agreement-* Done

3.3.4 *Increase clarity of process with security personnel- who does what; informational (print, signs, etc.)* Jill will be meeting with security as soon as the contract is done.

3.3.6 *Provide event listing information for program publication to Event Coordinator-* Jill reminded folks they need to bring any new items to her soon. She indicated that Joel said he will be giving her the list of local entertainers by this coming Friday.

4.3.1 *Create detailed work orders-* Work orders are due May 31. Lisa Trauernicht is the contact for the Board of Commissioners (BOC) offsite work sessions; she will be responsible for the work order. Jill noted that the BOC session is going to be moved to the tent next to the main stage this year. The Fair Foundation needs to have a table and two chairs for 4h premium payouts. (Melanie is to include this in her work orders.)

4.3.2 *Hold meeting with state fair to address logistics, parking, work orders, barns, and other issues. Negotiate horse stadium arena grooming-* Melanie (4H) works with state fair on the arena grooming.

4.3.3 *Discuss any needed changes for 4H/FFA.* On-going. Amy mentioned that it was brought up in last month's meeting the table changes needed for FFA.

4.7.2 (Senior Plan) *Coordinate veteran's uniform display with Mac MacDonald.* Jill noted that the new contact is Tom Vanderhoof; they are "playing phone tag."

**IX. Other**

**Ingalls Report-**

- Scott said that the copiers and air conditioner (for the fair office) are scheduled.
- Willamette Valley Pies is sponsoring again and will provide pies for the legislative reception, the VIP area, and the volunteers.
- There is no budget for fair board member shirts. If members want one, they can bring their own shirt to Jill who can have them embroidered at a reasonable price. She needs a four week lead time to have it done. It was also suggested to have light weight jackets.
- There will be a 175<sup>th</sup> Anniversary birthday cake event (organized by the BOC office) on Thursday at 4:30 in Columbia Hall.
- Jill will be meeting with Brandi regarding the use of Point of Sale (POS) squares for food vendors and permitted activities.

**Volunteer Coordination-** Tamra is working on a temp hire to do the volunteer coordination in place of the staff member who is out of the office indefinitely. Jill needs to know if a volunteer photographer has been arranged for. Denise will contact Ed Peteros, who has taken pictures at the fair in the past, to see if he is interested.

Jill is not having success in finding an organization to help with ticket sellers. Krista is looking into temp agencies. Jill suggested that Ingalls & Associates could be a possible back-up plan; they have core staff that is already trained on the Afton devices.

Brandi noted that we need to identify a second person to help her with money reconciliation at night.

Discussion was held as to what safe room the money will be kept in.

Tamra suggested that a meeting be held on security money processes, participants being Brandi, Jill, Tamra, and Sarah Spinks (Contracts Coordinator). Items such as money transport need to be addressed. Whoever is handling money needs to attend cash handling processes training. Denise noted that she will be scheduling with the Treasurer's office a cash handling training for her temps. The Ingalls said that they would also like to attend.

**Meeting adjourned: 7:37 PM**

**\*Budget Adjustments, clarifications and additional fund consideration:**

Treasurer's Report (5/2/2018)

**INCREASED REVENUE**

341555 Sponsor Fees	Budget \$52,000	Current Invoiced \$59,400	Committed \$76,700
<b>Revenue increase over budget</b>		<b>\$7,400</b>	<b>\$ 24,700</b>

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**REDUCED COSTS**

Grounds & Utilities

527310 Golf Cart Rental	Budget \$2,000	Current cost \$975.00	(Excludes 4H unit)
<b>Reduced Expense</b>		<b>\$ 1,025</b>	

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527310 Wheel Chair Rental	Budget \$200	Current cost \$ 0	
<b>Reduced Expenses</b>		<b>\$ 200</b>	

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Safety Security & Ticketing

525225 Ambulance / EMT	Budget \$ 4,400	Current cost \$ 0	
<b>Reduced Expenses</b>		<b>\$ 4,400</b>	

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In budget – not entered in ADOPTED Column

525925 Local Entertainment –

Superheroes and Star Wars Characters	\$ 500
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525930 Events & Activities

Barn Yard Adventure	\$ 4,400
Petting Zoo	\$ 3,000
Rodeo	\$20,000
FFA / 4H Youth Shirts	\$ 2,699

Veterans Uniform Display cleaning	\$ 100
STEAM	\$ 6,760.96
Prize Money Teen Idol	\$ 275
Talent Show	\$ 900

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Increased Expenses for consideration

525925 Big Name Entertainment

Big Names	Budget \$ 54,000	Actual \$ 60,000	
	<b>Budget expense increase</b>		<b>\$ 6,000</b>
Agent Fee	Budget \$ 5,400	Actual \$ 6,000	
	<b>Budget expense increase</b>		<b>\$ 600</b>
Lodging	Budget \$ 1,000	Actual \$ 1,875	
	<b>Budget expense increase</b>		<b>\$ 875</b>

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525930 Events & Activities

Pig Races Tractor Pedal Pull	Budget \$ 6,000	Actual \$ 6,500	
	<b>Budget expense increase</b>		<b>\$ 500</b>

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Grounds & Utilities

527230 - Parking Attendants	Budget \$ 2,000	Actual \$ 2,200	
	<b>Budget expense increase</b>		<b>\$ 200</b>

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New Expenses for consideration

525930 Events & Activities

NEW Car show event	Budget \$ 0	Actual \$ 500	
	<b>Budget expense increase</b>		<b>\$ 500</b>
New Car show shirts	Budget \$ 0	Actual \$ 600	
(IF SPONSORED ONLY)	<b>Budget expense increase</b>		<b>\$ 600</b>

THE "Woods"	Budget \$ 0	Actual \$ 500	
	<b>Budget expense increase</b>		<b>\$ 500</b>
Disney Characters (Fam Day)	Budget \$ 0	Actual \$ 1,500	
	<b>Budget expense increase</b>		<b>\$ 1,500</b>

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**Summary**

Increased Revenue	\$ 7,400 actual to date	\$24,700 committed
Decreased Expense	\$ 5,625	
<b>Total revenue impact</b>	<b>\$13,025</b>	<b>\$30,235</b>
Increased Expense	\$8,175	
New Increased Expenses	\$ 3,100	
<b>Total expense impact</b>	<b>\$11,275</b>	



# MARION COUNTY FAIR BOARD TREASURER'S REPORT

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## Balance Sheet

June 5, 2018

	2017	2017	2018	2018
	Adopted	YTD	Adopted	YTD
<b>Fair Ops Summary</b>				
Total Revenues	252,087.00	280,884.32	327,862.00	141,710.00
Less Total Expenditures	382,038.95	311,453.09	388,899.00	50,752.79
<b>Fair Operating Income (Loss)</b>	<b>(129,951.95)</b>	<b>(30,568.77)</b>	<b>(61,037.00)</b>	<b>90,957.21</b>
County Contribution	50,000.00	50,000.00		
<b>Fair Net Income (Loss)</b>	<b>(79,951.95)</b>	<b>19,431.23</b>	<b>(61,037.00)</b>	<b>90,957.21</b>
<b>Fair Admin Summary</b>				
Total Revenues	47,704.00	48,119.86	47,654.67	47,460.35
Less Total Expenditures	101,918.00	88,206.06	88,238.00	20,746.01
<b>Admin Operating Income (Loss)</b>	<b>(54,214.00)</b>	<b>(40,086.20)</b>	<b>(40,583.33)</b>	26,714.34
County Contribution	47,557.00	47,557.00	47,557.00	47,557.00
<b>Admin Net Income (Loss)</b>	<b>(6,657.00)</b>	<b>7,470.80</b>	<b>6,973.67</b>	<b>74,271.34</b>
<b>Fund Balance</b>				
Carryover from Previous Fair	121,283.00	112,637.15	139,539	85,241
Fair Ops Net Income (Loss)	(79,951.95)	19,431.23	(61,037.00)	90,957.21
Admin Net Income (Loss)	(6,657.00)	7,470.80	6,973.67	74,271.34
<b>Carryover to Next Fair</b>	<b>34,674.05</b>	<b>139,539.18</b>	<b>85,476</b>	<b>250,469</b>

**MARION COUNTY FAIR BOARD TREASURER'S REPORT**  
**Fair Operations Revenue**  
**June 5, 2018**

426-4216		2017	2017	2018	2018
REVENUES		Adopted	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	\$ 76,281.76	\$ 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	\$ 35,000.00	\$ 42,735.06	\$ 35,000.00	\$ 2,390.00
341550	Commercial Space Rental	\$ 18,000.00	\$ 25,981.00	\$ 20,000.00	\$ 12,348.00
341560	Carnival Fees	\$ 17,500.00	\$ 21,532.87	\$ 17,500.00	\$ -
341580	Camping Fees - 4-H/FFA, Vendors	\$ 7,500.00	\$ 7,769.07	\$ 7,000.00	\$ 60.00
341555	Sponsor Fees	\$ 52,200.00	\$ 57,774.00	\$ 76,700.00	\$ 53,650.00
341565	Stall Fees	\$ 2,900.00	\$ 2,777.00	\$ 2,700.00	\$ -
341860	Grand Safety (Real Heroes) Fees	\$ 325.00	\$ 239.00	\$ 200.00	\$ -
344999	Other Fees (fair booth county depts)	\$ 100.00	\$ 118.00	\$ 100.00	\$ -
~	<b>Subtotal</b>	\$ 212,287.00	\$ 243,969.76	\$ 237,962.00	\$ 74,710.00
344999	Other Reimbursements				
373100	Open Class Premiums (\$519.00 Fair Foundation 2017)	\$ -			
373100	4H Premiums (\$6,532.00 Fair Foundation 2016)	\$ -			
373100	Herdsmanship (\$400 Fair Foundation)	\$ 400.00			
373100	Petting Zoo (\$3,000.00 Fair Foundation 2016)				
	Shavings and Haul-Out (Fair Foundation)	\$ -			
371000	Misc (permitted activities, inflatables, pony rides,)	\$ 3,000.00	\$ 2,610.80	\$ 2,500.00	\$ -
371000	Concert Merchandise Sales	\$ 100.00	\$ 956.50	\$ 100.00	\$ -
372000	Over & Short	\$ 100.00	\$ 0.50	\$ 100.00	\$ -
373100	Zero Waste/ES/Donations	\$ 20,200.00	\$ 17,046.76	\$ 20,200.00	\$ -
373100	Donations & Misc. Revenues	\$ -	\$ 300.00		
371000	MCE4H - Agricultural Development	\$ 16,000.00	\$ 16,000.00	\$ 17,000.00	\$ 17,000.00
381100	Transfer From General Fund (County Contribution)			\$ 50,000.00	\$ 50,000.00
	<b>3</b>	\$ 252,087.00	\$ 280,884.32	\$ 327,862.00	\$ 141,710.00

MARION COUNTY FAIR BOARD TREASURER'S REPORT

Fair Operations Expenses

June 5, 2018

426-4216		2017	2017	2018	2018
		Adopted	YTD	Adopted	YTD
	<b>4H FFA &amp; OPEN CLASS</b>				
	<b>4H</b>				
525910	4H (ribbons, wristbands, judges, other)	8,000.00	8,000.00	8,000.00	
525910	Premiums (Fair Board)	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	0.00			
	Open Class Livestock (Shavings Haul-out, vet check & ribbons)	1,551.00		1,500.00	
	<b>Sub Total</b>	<b>12,551.00</b>	<b>11,000.00</b>	<b>12,500.00</b>	<b>0.00</b>
	<b>FFA</b>				
525915	FFA (supplies, ribbons, judges, contest, other)	2,250.00	2,205.00	2,200.00	
525915	Premiums	3,900.00	3,970.80	4,000.00	
	<b>Subtotal</b>	<b>6,150.00</b>	<b>6,175.80</b>	<b>6,200.00</b>	<b>0.00</b>
	<b>Open Class</b>				
525920	Open Class (misc.)	350.00	84.20	350.00	60.34
525920	Open Class premiums (\$457 Fair Foundation)	550.00		550.00	
525920	Ribbons & Trophy Engraving	1,000.00	395.44	1,000.00	
	<b>Sub Total</b>	<b>1,900.00</b>	<b>479.64</b>	<b>1,900.00</b>	<b>60.34</b>
	<b>EVENT/MARKETING COORDINATOR</b>				
525110	Fair Event Coordination (Ingalls)	30,000.00	30,000.00	35,000.00	25,000.00
525930	Event reimbursable expenses requiring Fair Board approval	0.00			3,901.71
525715	Marketing Campaign Coordination (Ingalls)	8,000.00	7,999.95	8,000.00	5,714.25
525715	Sponsor Fees (commission)	14,000.00	15,206.68	21,500.00	10,959.00
	<b>Sub Total</b>	<b>52,000.00</b>	<b>53,206.63</b>	<b>64,500.00</b>	<b>45,574.96</b>
	<b>GROUNDS &amp; UTILITIES</b>				
527310	Tents & Lights - Decorator	10,000.00	9,252.50	10,000.00	
527310	Lights, Sound & Stage	14,282.00	14,282.00	14,282.00	
527310	Stage Fencing	400.00	320.00	400.00	
527231	<b>Fairgrounds Rental in TRADE</b>				
	Electric Signs	750.00	750.00	750.00	
	Map	1,500.00		1,500.00	
527231	Asphalt Paving Cost				
527231	Plans & Specs				
527231	MCSO Crew				
527310	Golf Cart Rentals/RTV	2,000.00		975.00	
527310	Wheel Chair Rental	200.00		0.00	
527310	Sanitation (handwashing supplies)	0.00		100.00	
527310	Portable Toilets and Sanitation Supplies	3,000.00	2,982.00	3,000.00	
527310	Zero Waste (includes Garten Sves)	20,200.00	17,046.76	20,200.00	
527310	Zero Waste (Supplies, Bleach, Gloves, Etc.)	0.00		0.00	
527230	Electrical Charges - Usage - State Fair	2,500.00		2,500.00	
527230	Electrical Charges - Set-up	6,500.00	5,836.00	6,500.00	
527230	Plumbing	2,231.78	2,231.78	2,232.00	
527230	Other (Grange rental, and info booth repair)	150.00	145.00	150.00	180.00
527230	Damage to Fairgrounds (Garten Truck)				

MARION COUNTY FAIR BOARD TREASURER'S REPORT

Fair Operations Expenses

June 5, 2018

426-4216		2017	2017	2018	2018
		Adopted	YTD	Adopted	YTD
527230	Parking Attendants	2,000.00	2,000.00	2,200.00	
525945	Civic/School Organizations				
525945	Grounds Setup / Cleanup	5,000.00	4,909.43	5,000.00	3,571.40
525350	Janitorial Services	5,300.00	5,535.00	5,535.00	
	<b>Subtotal</b>	<b>76,013.78</b>	<b>65,290.47</b>	<b>75,324.00</b>	<b>3,751.40</b>
	<b>SAFETY, SECURITY &amp; TICKETING</b>				
525225	Ambulance/EMT Services (will be \$4,400.00 in 2017)	0.00		0.00	
525158	Armored Car Services	250.00	55.16	250.00	
525555	Security Services	17,181.00	16,876.75	19,000.00	
525999	Electronic Gate Ticket Printing				
525999	Electronic Gate Ticketing Wi Fi				
525155	Credit Card Fees	500.00	544.36	600.00	
527230	Security Fencing Rental	1,200.00	1,200.00	1,200.00	
525999	Afton's Service Fees	12,775.00			
	<b>Sub Total</b>	<b>31,906.00</b>	<b>18,676.27</b>	<b>21,050.00</b>	<b>0.00</b>
525710	<b>PRINTING</b>				
	Veteran's Event	100.00		100.00	
	Spanish Translation, Design, & Printing	500.00		500.00	
	Badges/Lanyards/Wristbands	0.00			
	<b>Sub Total</b>	<b>600.00</b>	<b>0.00</b>	<b>600.00</b>	<b>0.00</b>
525715	<b>PROMOTIONS &amp; ADVERTISING</b>	32,136.00		35,000.00	
	Marketing (Social media, logo design)		3,500.00		500.00
	Prg Design & Printing and promotion	750.00	1,184.50		
	Veterans Event				
	Boomer and Senior News		1,535.00		
	Video Shoot		325.00		
	Newspaper Advertising		10,607.18		
	Yard/Field signs		75.00		
	Flyers, Maps & schedule		554.36		
	Television				
	Radio Advertising		7,375.00		
	Photography				
	Fairgrounds Signs/Banners		560.00		
	Misc. Advertising (Liberty St Banner)	364.00	544.00		407.50
	Ag Fest booth		420.00		
	Website Development and Maintenance	5,000.00	4,680.00		172.87
	Comcast Spotlight		5,068.81		
	<b>Sub Total</b>	<b>38,250.00</b>	<b>36,428.85</b>	<b>35,000.00</b>	<b>1,080.37</b>
	<b>PROGRAMMING</b>				
525925	<b>Local Entertainment</b>	5,500.00		5,500.00	
	Greydogz				
	Flextones				
	Syco Billies				
	Rekless Kompany				
	Showdown		1,500.00		

**MARION COUNTY FAIR BOARD TREASURER'S REPORT**  
**Fair Operations Expenses**  
**June 5, 2018**

426-4216		2017	2017	2018	2018
		Adopted	YTD	Adopted	YTD
	Adam Larson				
	Tracy Reynolds		450.00		
	Melissa Mikelson		650.00		
	Briana Renca				
	L. Tucker				
	Wild Ire				
	Code Red		550.00		
	TLS Journey		750.00		
	Never2Late		800.00		
	Olivia Harms		500.00		
	Superheroes and Star Wars Characters	500.00		500.00	
	Michael Husser (AH Factor)				
	<b>Sub Total</b>	<b>6,000.00</b>	<b>5,200.00</b>	<b>6,000.00</b>	<b>0.00</b>
525925	<b>Big Name Entertainment</b>	493.00			
	Band Fees (Night Ranger, Diamond Rio)	55,000.00	55,000.00	60,000.00	
	Morgan Alexander	0.00			
	Advertising/ Marketing				
	Booking Fee (Eric M.)	5,550.00	5,500.00	6,000.00	
	Catering (Band & Staff)	1,596.45	1,596.45	1,250.00	
	Catering (VIP & Operations)				
	General Production (backline)	1,500.00	1,500.00	1,500.00	
	General Production (stagehands)	800.00	800.00	500.00	
	Security (ticket takers, ushers)				
	Lodging	1,558.28	1,558.28	1,875.00	
	Transportation - Shuttle (county pool vehicle)	730.51	730.51	150.00	
	Main Stage	1,175.00	1,175.00	1,200.00	
	<b>Sub Total</b>	<b>68,403.24</b>	<b>67,860.24</b>	<b>72,475.00</b>	<b>0.00</b>
				715.04	
525930	<b>Events &amp; Activities</b>				
	Brad's World Reptiles	0.00			
	Barn Yard Adventure	4,400.00	4,400.00	4,400.00	
	Farm Yard Fun				
	Permitted activities contingency				
	Petting Zoo	3,050.00	3,000.00	3,000.00	
	Animal Exhibits	0.00			
	Rodeo (including dirt)	20,000.00	20,000.00	20,000.00	
	Mayor Legislative Reception (BOC office)				
	Car Show			500.00	
	Car Show Shirts (if sponsored only)			600.00	
	The "Woods"			500.00	
	Disney Characters (Family Day)			1,500.00	
	Boys & Girls Club (STEAM)				
	Herdsmanship (Fair Foundation)	400.00	0.00		
	Fun Run				
	Real Heroes	0.00	1,000.00	1,000.00	285.72
	Grill-Off BBQ	842.93	842.93	750.00	
	County Chic Boutique				
	Swine & Wine				
	Latino Music Festival (Flyers)				
	Volunteer Shirts	398.00	398.00	600.00	
	Fair Board Shirts				

**MARION COUNTY FAIR BOARD TREASURER'S REPORT**

**Fair Operations Expenses**

**June 5, 2018**

426-4216		2017	2017	2018	2018
		Adopted	YTD	Adopted	YTD
	FFA and 4H Youth Shirts	2,474.00	2,699.00	2,699.00	
	Volunteer Appreciation Event	300.00	259.30	400.00	
	Volunteer Hospitality Room	0.00	0.00	150.00	
	Bingo & Senior activities	0.00			
	Veteran's Uniforms Display (Dry Cleaning)	125.00	100.00	100.00	
	STEAM	6,500.00	6,760.96	6,760.96	
	Miscellaneous (umbrellas, panchos, necklaces)				
	Coloring Contest	0.00			
	Pig Races Tractor Pedal Pull	6,500.00	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	900.00	
	<b>Sub Total</b>	<b>46,264.93</b>	<b>47,135.19</b>	<b>51,350.00</b>	<b>285.72</b>
571010	Contingency	2,000.00		2,000.00	
	Contingency - Future Rental 2019	40,000.00		40,000.00	
	<b>Sub Total</b>	<b>42,000.00</b>	<b>0.00</b>	<b>42,000.00</b>	<b>0.00</b>
	<b>NEW TOTAL</b>	<b>382,038.95</b>	<b>311,453.09</b>	<b>388,899.00</b>	<b>50,752.79</b>

**MARION COUNTY FAIR BOARD TREASURER'S REPORT**  
**Fair Administration**  
**June 5, 2018**

426-4217		2017	2017	2018	2018
Account		Adopted	YTD	ADOPTED	YTD
<b>REVENUES</b>					
332200	State Subsidy	47,404.00	47,404.67	46,904.67	46,904.67
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	300.00	715.19	750.00	555.68
371000	Misc. Revenue (Bond Refund)				
<b>TOTAL REVENUES</b>		<b>95,261.00</b>	<b>95,676.86</b>	<b>95,211.67</b>	<b>95,017.35</b>
<b>EXPENDITURES</b>					
511110	Fair Coordinator Wages (including overtime)	35,748.00	31,801.45		
512010-610	Fair Coordinator Fringe	21,087.00	20,692.58		
511120	Temp Wages (including overtime)	5,347.00	2,587.11	5,347.00	
~	Temp Fringe	853.00	209.11	1,000.00	
<b>Total Personnel</b>		<b>63,035.00</b>	<b>55,290.25</b>	<b>6,347.00</b>	<b>-</b>
521010	Office/ Dept. Supplies	100.00	46.58	100.00	-
522180	ShoWorks Software	1,745.00	400.00	350.00	350.00
523010	Telephones	100.00		-	-
523050	Postage (admin only)	100.00	104.45	150.00	86.75
523090	Long Distance Charges		10.84	20.00	1.00
525360	Public Works Services (survey charges)	1,289.00		1,000.00	-
525930	AutoCAD (non-public works)				-
525710	Printing	100.00		-	30.00
525715	Advertising (RFP legal notice)	1,300.00		-	-
525715	Advertising - other			-	-
527210	Building Rental (private)	1,120.00	1,112.40	1,120.00	-
528110	Liability Insurance Premiums	5,700.00	4,022.00	5,700.00	-
528210	Public Officials' Bonds	1,290.00	1,850.00	2,000.00	400.00
529110	Employee Mileage	110.00	30.50	100.00	-
529130	Meals	470.00	428.00	450.00	-
52914	Lodging		200.00	200.00	-
529210	Meetings	100.00	200.00	200.00	-
529220	Conferences	1,245.00	1,043.00	1,100.00	663.00
529300	Dues & Memberships (Travel Salem, OFA)	800.00	1,095.00	1,100.00	200.00
529650	Pre-Empl Investigations				
529999	MCFair.net Domain renewal 5-years				
~	<b>Total M&amp;S</b>	<b>15,569.00</b>	<b>10,542.77</b>	<b>13,590.00</b>	<b>1,730.75</b>
60100-60452	Administrative Charges	23,314.00	22,373.04	20,744.00	19,015.26
561100	Transfer to General Fund (for Fair Coord. wages)			47,557.00	-
571010	Contingency				
<b>Total Admin &amp; Contingency</b>		<b>23,314.00</b>	<b>22,373.04</b>	<b>68,301.00</b>	<b>19,015.26</b>
<b>TOTAL EXPENDITURES</b>		<b>101,918.00</b>	<b>88,206.06</b>	<b>88,238.00</b>	<b>20,746.01</b>
<b>NET</b>		<b>(6,657.00)</b>	<b>7,470.80</b>	<b>6,973.67</b>	<b>74,271.34</b>