

**FAIR BOARD MINUTES
FEBRUARY 1, 1995**

FAIR BOARD

John Thomas
David Lintz
Ken Leahy
Linda Gray
Absent: George Otten

STAFF

Cal Wade
Jim Jordan
Sue Oxendine

GUESTS

Dave Russell
Fred Boyles
Bonnie Hays

CONSENT AGENDA

Wade stated he was in the middle of calculating the 1995-95 budget. He is figuring that the Fair Complex will be right at \$200,000 cash carry forward by the start of the new budget year July 1. This is taking into account the hiring of a consultant to fund the business plan. The proposed budget will be ready for the March meeting.

Gray said she was delighted to see the donation of the bleachers by the Hillsboro Ag Committee. Wade explained that these were purchased through Air Show funds. A thank you has been sent.

MOTION: MOVED BY LINDA GRAY, SECONDED BY DAVID LINTZ, TO ACCEPT THE CONSENT AGENDA. MOTION PASSED UNANIMOUSLY.

RODEO BOARD

The rodeo board will meet February 6. Committees have been meeting to discuss fair. Wade has been attending the rodeo board meetings. He would like to start a rotation system that would include all fair board members, Oxendine, and himself.

BOOSTERS

The first meeting of 1995 will be tonight. Income from 1994 events was \$10,000 of which \$4,000 was spent on expenses leaving a \$6,000 profit for projects.

Last year the organization donated money and labor towards the reconstruction and refinishing of the people mover.

Wade said he was planning to ask the boosters for \$3,200 to help finish the fire truck.

MARKETING

Poe is on vacation. Wade reported the Main Exhibit Building is still leaking. Earl Bemis of the maintenance staff is extremely frustrated as the source of leaks is yet to be found.

The re-roofing project is being held up until the engineer reports back with earthquake standards. If an engineered plan is presented to the City of Hillsboro they will have to accept it. If the City presents us with a plan it could be more expensive or it could conceivably shut the building down.

The engineer is the same one Bemis has been working with on the roof specifications.

Wade asked that the committee appointed earlier, and comprised of Leahy, Bemis, and himself, be able to make the decision with regard to strengthening the walls in case of earthquake.

The Fair Board agreed that the committee should make the decision once the engineer's report was finalized.

MAINTENANCE

Jordan reported that the maintenance team has been busy with events, general maintenance, drain work, and vehicle maintenance. Jordan was able to rebuild the Toro mower that had caught on fire last summer. A new mower would have cost approximately \$22,000. Jordan rewired and refurbished it for less than \$3,500. The fair board applauded his efforts.

BINGO

Poe and Wade have been working on a recommendation for the board. It is based on costs to open and set-up the Cloverleaf Building for Glencoe Bingo Tuesday nights. Glencoe originally started out with games on Monday and Wednesday nights. They have since stopped both those nights and have taken over the Tuesday night game from the Fair Complex. The Fair Complex abandoned bingo until problems with management could be sorted out. There was a great deal of infighting within the management and staff of the bingo game which made the players very uncomfortable.

Wade and Poe figure it costs \$300 per night to keep the building open. Glencoe pays the Fair Complex \$200 per night. Renting for uses other than bingo would not be as expensive because the set-up and take down time would be less.

Glencoe is unable to pay any more than \$200 because their attendance has peaked around 115 people per night.

Wade and Poe are recommending the bingo game be shut down and the equipment sold. Poe has researched the equipment resale and has been told that it would bring \$8,500 - \$11,000.

Gray asked if Poe would like to manage the game for the Fair Complex. Wade explained that her workload would prohibit her from doing so. She is the reason the Fair Complex rentals have been so profitable in other areas.

Hays said she was involved with A Child's Place whose primary fund raiser is bingo. They are currently searching for a better location for their game which is currently located at the Winner's Circle in Portland. Bob Terry of Oregon Garden Products is also involved

and Hays suggested Wade contact him to learn the particulars. She did know their manager was very capable.

Another group would help cut the set-up, tear-down costs. The games would have to be run on consecutive nights - Monday through Wednesday.

John Duvall, manager of Glencoe Bingo, arrived and was asked many questions regarding his operation. He said they were only doing word of mouth advertising and were remaining at a consistent 110 people per night. The 4-5 weeks of January they grossed an average of \$800-\$900. The total handle is \$42-\$48 per person or \$4,800-\$5,200 of which \$4,000 is paid out for winnings, \$200 to Fair Complex, and \$200 for the floor and kitchen workers.

He said his staff was united in working for a common goal, namely Glencoe football. Most of the players he has lost since their move to the Fair Complex are non-smokers. The Cloverleaf is not large enough for a totally separate area. Also parking is a major problem. More paved spots are needed.

Lintz suggested Wade talk to Bob Terry regarding a possible re-location of A Child's Place bingo. He also suggested making one of the three nights a non-smoking night. The board agreed and tabled the decision until March.

HORSE STALLS

Gray brought the rest of the board up-to-date regarding the securing of box stalls for 4-H Horse Fair. She said that if the 4-H Horse Fair is to continue with over 200 horses utilizing tie stalls it could result in a huge liability issue for the fair board. She asked for a board consensus that any horse event at the Fair Complex would use box stalls for stalling purposes.

Members agreed that safety was a major concern and every effort should be made to get the box stalls.

There will be a charge for the stalls. Lane County has agreed to rent 100 for \$35 per stall. The Horse Advisory Group will probably bring in another 100 for \$65 per stall. The charges will be averaged out for each exhibitor. The horse exhibitors do not mind paying the stall fee.

Boyles will consult the rodeo board Monday night regarding helping set-up the stalls. Marla Warren and Dick Eagle have offered to pick-up and deliver the stalls from Lane County and return them after fair.

CONSULTANTS FOR MULTI-PURPOSE PAVILION

Landerman-Moore recommended getting started post haste on funding the Business Plan. The last meeting Wade was authorized to make contact with a consultant(s). He contacted Bonnie Hays.

Wade contacted Clatsop County to find out what their new buildings are costing. Based on the information he obtained Wade estimates the cost of a new 50,000 sq. ft. exhibit building and furnishings for the building to be approximately \$2 million. He also added in the cost of moving the Arts & Crafts Building and RV park plus landscaping for a total of \$3 million.

Hays originally submitted a proposal but was at the meeting to present a second proposal that dealt more with an exact plan to obtain a partnership for funding.

In her proposal she is focusing on a telemarketing/teleconferencing center. She showed an Oregonian article that quoted Governor Kitzhaber as saying "telecommunications is one of the most significant policy issues of our time". Hays is confident that there will be state money available to help finance such a center since the Governor is asking for the creation of an Office of Science and Technology to coordinate the state's telecommunications.

Hays is proposing the Fair Complex as the site of a telecommunications/teleconferencing center. She stated that the Fair Complex is in the right place at the right time to take advantage of another popular theme: the reduction of Vehicular Miles Traveled (VMTs). The Light Rail station will make this possible and coupled with the telecommunications center it offers tremendous potential for public/private partnerships.

Hays will research information regarding telecommunications/teleconferencing needs from GTE, US West, and electronics companies. This is necessary to come up with costs and building specifications. These contacts will also lay the groundwork for the funding proposal presentations.

She anticipates three approaches to funding acquisition: private companies in the electronic and communications fields, state and federal governments in the promotion of telecommunications and the reduction of VMTs, and potential corporate users of the facility's exposition and meeting areas.

Hays asked that all members of the board and Wade be available to resource for potential leads and ideas and to help sell the concept. She is looking at January 1997 as the target date for the opening of the new facility. MAX is slated to begin running trains into Hillsboro July 1998 and the facility needs to be up and running to make use of resources generated by MAX.

The politics in Oregon are right for a teleconferencing center. Hays believes it is an investment the state will buy in to. It will have to be attached to a specific bill in the legislature to be heard.

Should the fair board choose to go for a vote at a later date to ask for additional funding from the voters the success of this venture will have demonstrated the success of the public/private partnership.

The teleconferencing center would still be compatible for other events such as meetings for the nursery associations.

Gray asked Hays why the legislature would choose the Fair Complex over the Capital Center for a teleconferencing site. Hays explained the Capital Center would be only available on weekends for businesses as it is more geared towards schools and educational uses.

Another plus for the Fair Complex location is the Hillsboro Airport. The Chamber is recognizing the need for commuter planes into Hillsboro and the airport is adding another runway so that commuter planes could be better accommodated on the existing runway.

Hays stated that every board member could do what she is proposing except she has the time to devote full time on the project.

Wade also received endorsements for Hays from Norm Landerman-Moore and Joan Smith, President of WCVA.

MOTION: MOVED BY DAVID LINTZ, SECONDED BY LINDA GRAY, TO PROCEED WITH THE PROPOSAL ON AN HOURLY RATE AND TO HAVE HAYS REPORT BACK TO THE BOARD IN A MONTH ON HER PROGRESS.

DISCUSSION: Thomas questioned the funding of a consultant with the uncertainty of the Main Exhibit Building repairs. He also commented that past fair boards have tried to make things happen and was wondering if there would possibly be another approach to financing Hays or and project.

Leahy thought Hays hourly rate was fair. Lintz agreed and added that the total amount proposed was not committed; only what could be accomplished in a month's time.

QUESTION: MOTION PASSED UNANIMOUSLY.

FAIR PARKING

The staff recommended raising the parking charge from \$2 to \$3.

MOTION: MOVED BY LINDA GRAY, SECONDED BY DAVID LINTZ, TO RAISE THE CHARGE FROM \$2 TO \$3. MOTION PASSED UNANIMOUSLY.

POLICY DEALING WITH HAZARDOUS SUBSTANCES

Staff has drafted a policy calling for the prohibition of sale of anything which might be construed as a weapon or irritant to the fair exhibitors, visitors, and/or livestock.

MOTION: MOVED BY DAVID LINTZ, SECONDED BY KEN LEAHY, TO ADOPT THE POLICY AFTER THE WORDING IS CHECKED OUT BY COUNTY COUNSEL. MOTION PASSED UNANIMOUSLY.

Gray also asked if wording prohibiting the sale of drug paraphernalia could be added.

NOMINATION OF OFFICERS

MOTION: MOVED BY DAVID LINTZ, SECONDED BY LINDA GRAY, TO RE-ELECT THE SAME SLATE OF OFFICERS. MOTION PASSED UNANIMOUSLY.

Due to the time and the absence of one board member, the remaining members decided to put off the review of the Executive Director until March.

MOTION: MOVED BY KEN LEAHY, SECONDED BY DAVID LINTZ, TO ADJOURN. MEETING ADJOURNED AT 7:00 PM.

Respectfully submitted,
Sue Oxendine
Secretary