

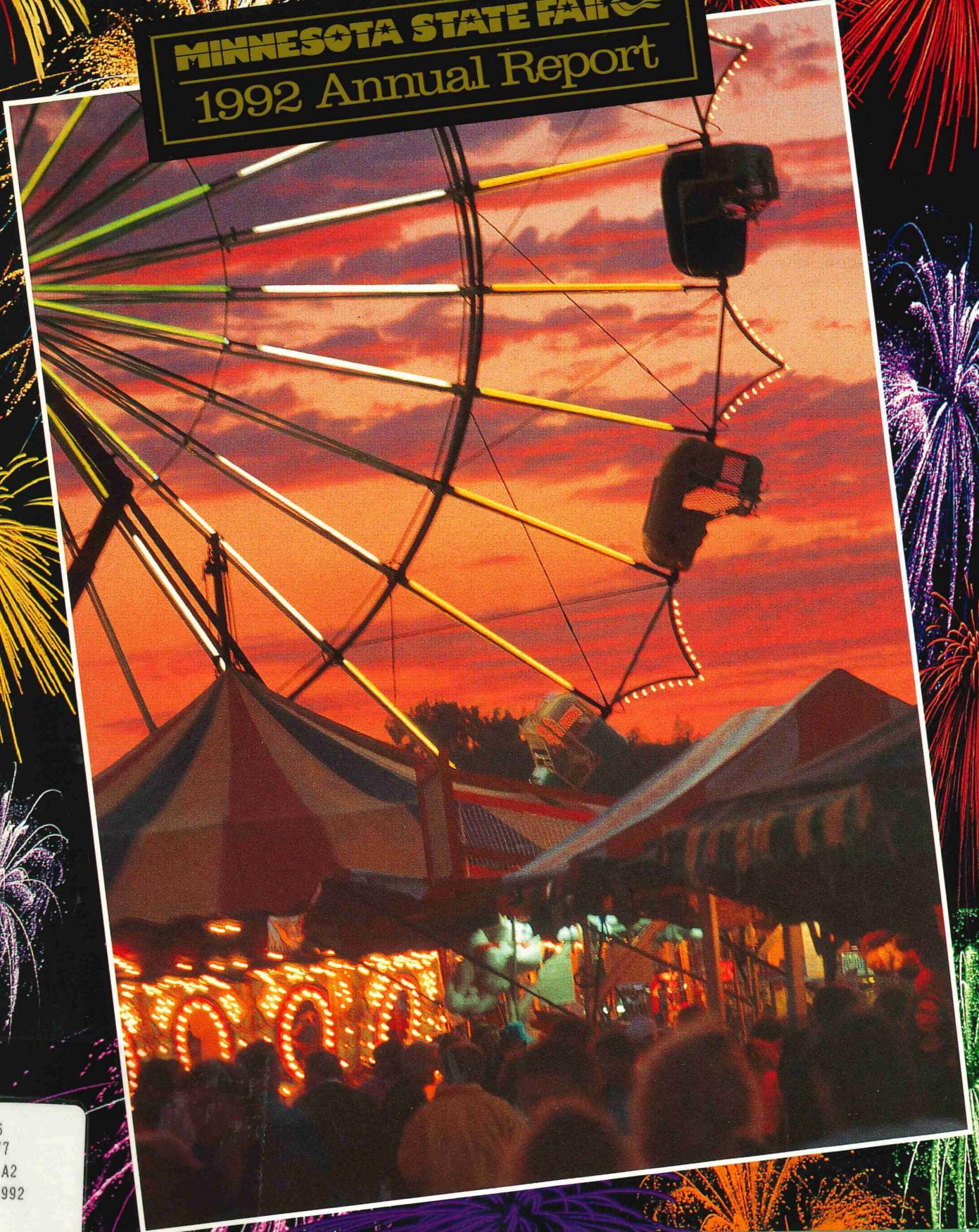
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# MINNESOTA STATE FAIR

## 1992 Annual Report



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# The 1992 State Fair celebrated the best of Minnesota.

Year after year, the Minnesota State Fair's 1.5 million annual visitors celebrate the best in agriculture, arts, industry, education and entertainment at one of the finest exposition sites in the world. And year after year, the underlying theme that ties the Great Minnesota Get-Together's hundreds of diverse components together is the extraordinary value offered to fair visitors. For less than half the price of a first-run movie, a family of



four was admitted to the '92 edition of the State Fair, highlighted by agricultural and educational exhibits, big-name entertainment, hundreds of food and commercial vendors, carnival rides and shows and popular new attractions.

Outside gate admission prices in '92 were \$4 for adults ages 13 through 64, \$2.50 for youths and seniors and free for kids under five. Advance sale discount tickets were \$3 for adults, \$2 for kids and seniors, and were available prior to the fair at the State Fair ticket office and at Holiday Station stores throughout Minnesota and western Wisconsin.

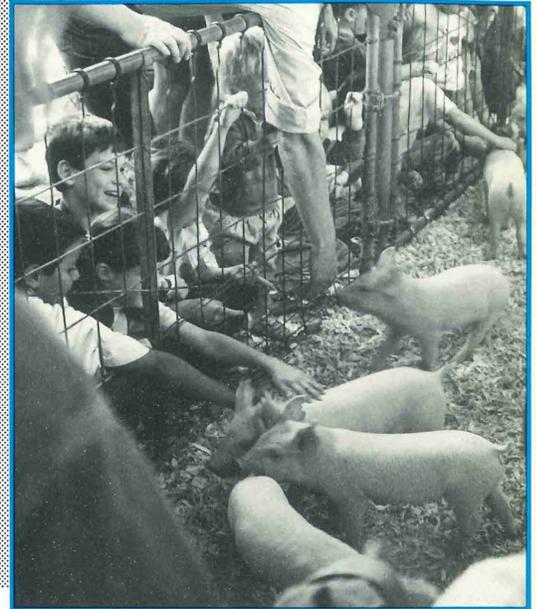
Parking in State Fair lots was also a bargain—free for carloads of four or more, \$3 for vehicles arriving with fewer than four passengers.

In addition, a variety of new promotions, detailed on page 3, made the fair an even greater value. Included were special days for families, kids and seniors, along with carnival promotions, bargains on food, special weekday discount coupons and transit promotions.

Weather frequently has an impact on the total number of people who visit the fair, and this was certainly the case in '92. Heading into the final weekend of the fair, weather had been cool and dry, and attendance was running at a record pace. Rain on three of the fair's final four days, however, cut noticeably into attendance. Despite the bad turn in weather, the '92 State Fair still posted the fifth highest

attendance total in its history.

The true measure of the State Fair's



success, though, is not attendance, but rather is in the quality of presentation and its relevance to those who visit and participate. In 1992, the Great Minnesota Get-Together was successful on both counts.

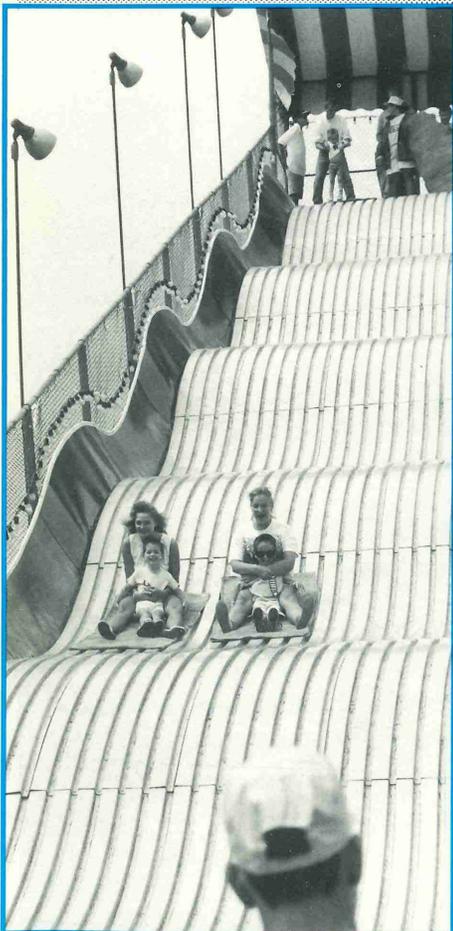
## 1992 MINNESOTA STATE FAIR

DATE	DESIGNATION	WEATHER (temp., rainfall)	ATTENDANCE
Thursday, Aug. 27	Family Day	70-52, trace	104,461
Friday, Aug. 28	Natural Resources Day	72-51, none	118,135
Saturday, Aug. 29	FFA Day	80-56, trace	164,029
Sunday, Aug. 30	Milk Run Day	69-54, none	167,001
Monday, Aug. 31	Seniors Day and 50 Year Award Day	69-45, none	116,458
Tuesday, Sept. 1	Kids Day and Education Day	70-51, .05	87,139
Wednesday, Sept. 2	Earth Day	74-62, .01	95,995
Thursday, Sept. 3	Seniors Recognition Day	72-51, none	131,099
Friday, Sept. 4	Fine Arts and Handicrafts Day	73-56, 1.07	119,960
Saturday, Sept. 5	Agriculture Day	77-62, .36	158,761
Sunday, Sept. 6	4-H Day	72-51, none	199,951
Monday, Sept. 7	Miller Genuine Draft 300 Race Day	74-50, .06	87,614
	<b>Total Attendance</b>		<b>1,550,603</b>

## Hallmarks of the fair were quality and exceptional value.

The State Fair's first-ever Family Day, conducted on the opening day of the exposition, was an overwhelming success as a record crowd of 104,461 turned out to take advantage of discounts at the gate and throughout the grounds. Kids 12 and under were admitted free, and adults were admitted on children's tickets. In addition, discounts of up to half off were offered on all Royal American Shows midway attractions, games and concessions throughout the day.

Also making its debut in '92 was the Fair Deal Food program. Nearly 200 food and beverage concessionaires offered fair visitors special Fair Deal bargains. Complete lists of all Fair Deal vendors



were distributed free to visitors and posted throughout the fairgrounds.

Monday Aug. 31 and Thursday Sept. 3 were Seniors Days, when persons 65 and over were admitted free. The State Fair's 50 Year Awards were presented on the first Seniors Day, along with Medica's Age Is Opportunity Awards. On the second Seniors Day, a statewide group of seniors was honored, culminating with two persons being named Minnesota's Outstanding Senior Citizens.

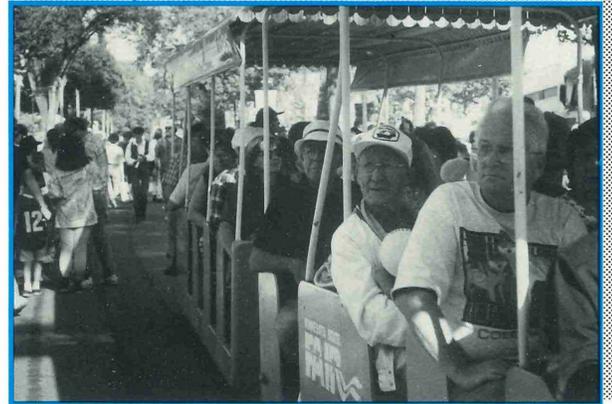
Kids Day was Tuesday Sept. 1, when youths 12 and under were admitted free.

Featured at the Grandstand were two live performances of Nickelodeon's Double Dare game show. Also, discounts of up to half off were offered on all midway attractions, games and concessions

throughout the day.

Early arrivals to the midway received these same great discounts every weekday. The Early Bird Midway Special was offered weekdays from 9 a.m. to noon.

Other weekday savings were available



with Happenings - Weekdays At The Fair discount coupon booklets. The booklets featured 93 coupons for food, attractions, rides and merchandise, and were available for \$4 in advance and \$4.50 during the fair.

## A variety of transit options offered easy access, as well as substantial savings.

An expanded Park & Ride network and a brand new express bus service were added to transit options for visitors to the '92 State Fair. The Park & Ride system features free parking and free bus service to the fairgrounds from 22 nearby parking lots. Over 200,000 people used the Park & Ride system in '92.

The MTC offered new State Fair Express bus service from five shopping centers, with non-stop bus service to the fairgrounds.

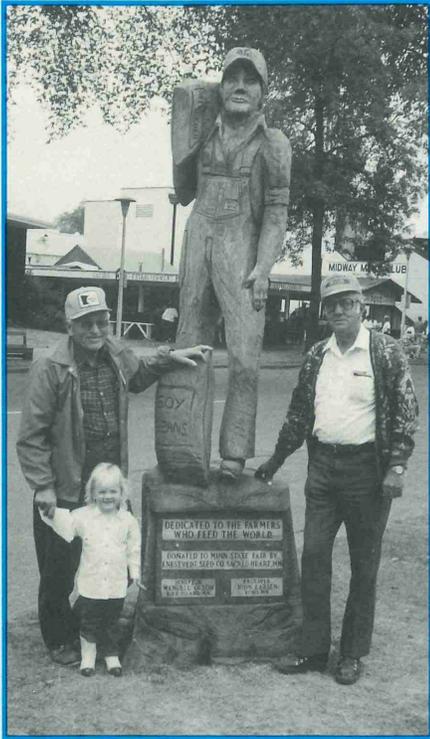
Persons who rode regular route MTC buses and State Fair Express buses to the State Fair received a \$2 discount on fair

admission. The discount was also offered with Metro Mobility carriers and Roseville Circulator buses.

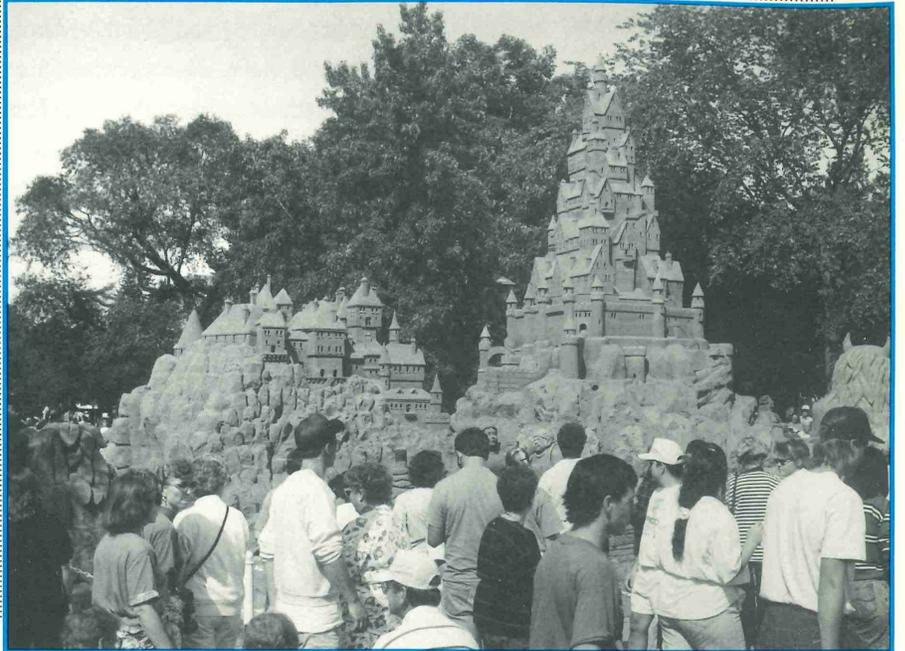
Parking at the State Fairgrounds was free for those who arrived in carloads of four or more. Regular parking fee for vehicles with less than four people was \$3.



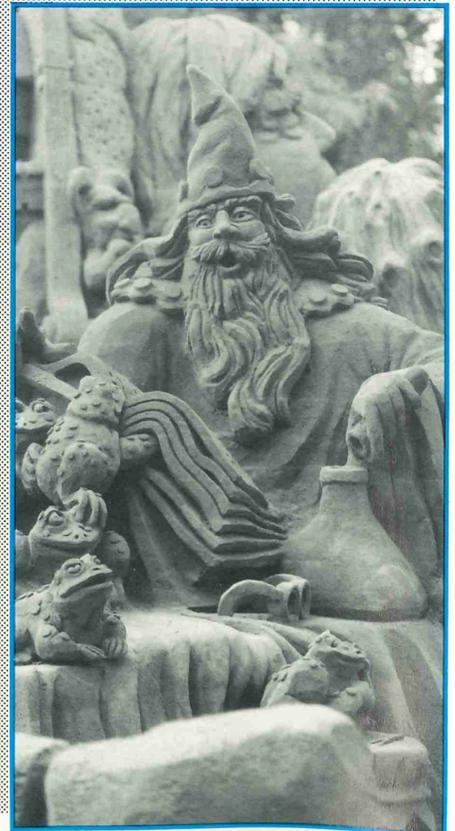
## An abundance of exciting new attractions were featured.

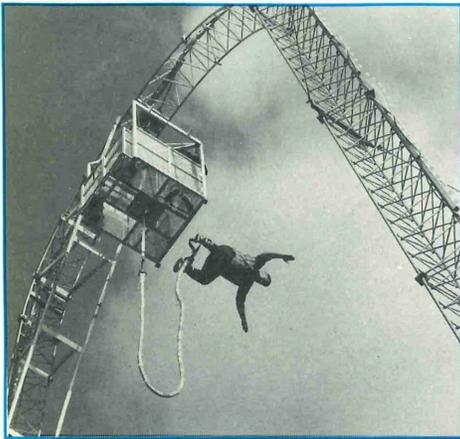


This likeness of a grain farmer, created prior to the '92 State Fair, stands just outside the Enestvedt Bros. seed company booth on Machinery Hill. The artwork is one of 19 tree sculptures on the fairgrounds created from diseased elm trees. The grain farmer sculpture was commissioned by Bert and Verne Enestvedt in memory of E.D. Enestvedt, who began exhibiting at the State Fair corn show in the early 1900s. Pictured above with the sculpture are certified seed grower Henry Trapp of Hastings, his granddaughter Jennifer, and Bert Enestvedt of Enestvedt Bros., Sacred Heart. Enestvedt family participation in the State Fair has endured since the early part of the century and for the past five decades has included the Enestvedt Bros. booth.

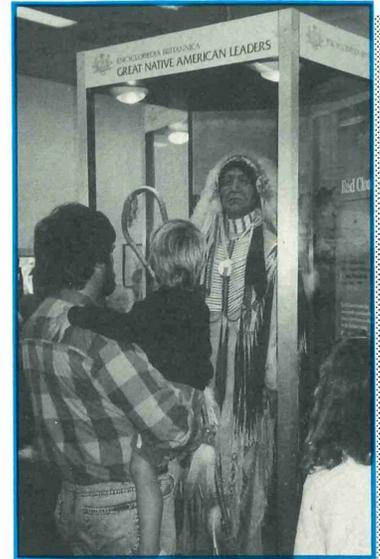


The World's Largest Sand Castle, presented by Proex Photo Systems, was a huge crowd pleaser during the '92 State Fair. Over 1 million people visited the gigantic work of art, sculpted from 450 tons of sand by an international team of 12 artists, and located on Machinery Hill. Assisted by a support crew of 20 people, the artists worked nearly three weeks on the project. The 24-foot high castle was surrounded by four detailed vignettes featuring popular fairy tale characters including Beauty and the Beast, Snow White and the Seven Dwarfs, Jack and the Beanstalk and Merlin the Magician. The castle was particularly popular after dark, when colorful lighting and classical music combined to create an enchanting atmosphere.





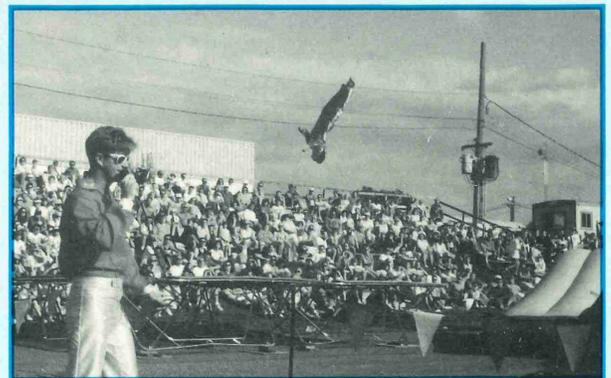
**E**asily the most thrilling new attraction at the '92 State Fair was Thrill Sport Bungee Jumping. A specially-constructed arch, soaring 110 feet into the air, was set up at the Amphitheater. Daring fair visitors traveled to the top of the arch in an elevator, then made their jumps. The operation ran at near capacity throughout the fair, with over 1,300 adventurous fair visitors taking the plunge. Bungee was also a big hit with spectators. Thousands of people regularly gathered near the bungee site to cheer the jumpers on.



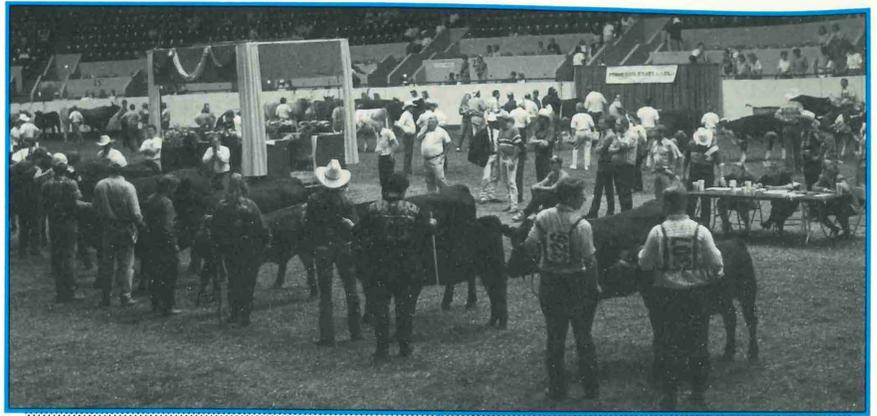
**G**reat Native American Leaders, presented by Encyclopædia Britannica, was the centerpiece attraction of American Heritage Exhibits during the '92 State Fair. This traveling museum featured authentic life-sized likenesses of 12 great American Indians. The leaders featured in the display represent every region in the country, and span over 400 years of history. Included were military and spiritual leaders, statesmen, scholars and diplomats.

**T**he Alpine Mountain Thrill Show, a new attraction at the '92 State Fair, was presented free four times daily at the Amphitheater. Each fast-paced performance featured hot-dog ski jumping, mountain climbing, rappelling,

trampoline acrobatics and a generous dose of comedy. After the shows, fair visitors could test their skills at mountain climbing and rappelling. The show was sponsored by Norwest Banks.



Over 14,000 people participated in the State Fair's wide variety of contests.



**W**inning exhibitors in the 1992 Minnesota State Fair's agricultural, creative and artistic contests shared nearly \$440,000 in prize money, along with hundreds of trophies and thousands of ribbons. Over 14,000 exhibitors entered 35,000 items in competitions including those for bee and honey products, fine arts, fruit, livestock, crops, flowers, school projects, baked and canned goods, vegetables, crafts, butter and cheese.

Livestock contests included categories for cattle, pigs, sheep, dairy goats, llamas, horses, turkeys, rabbits, pigeons and waterfowl. Animals were housed in the fair's vast livestock complex that includes nine buildings and stabling for 8,000 animals.

Creative competitions included the fair's 81st annual fine arts contest—the largest juried art competition in the state. Other creative categories were home crafts such as canned, stitched, knitted and baked goods, woodworking and stamp collecting.

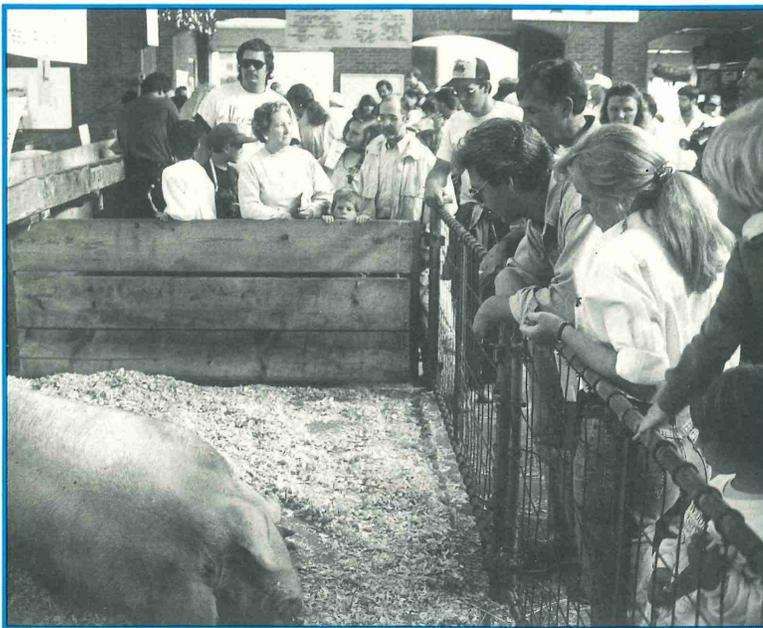


**T**he singing, dancing quartet Power, pictured above, won first-place honors in the open division of the State Fair Amateur Talent Contest. The Twin Cities-based vocal group wowed audiences with their terrific medley of Temptations'

songs. Lyrical-jazz dancer Christa Hill, from Mound, took first place in the teen division; 10-year-old pianist Bo Kim of St. Paul won first place in the pre-teen division. A record 473 acts auditioned for the contest.

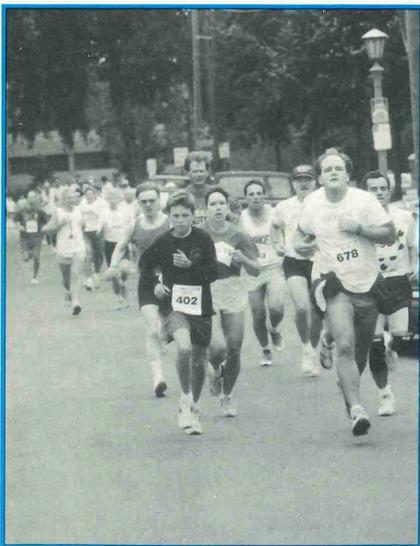


**E**laine Diersen of Fairmont and Paul Hadley of North Mankato were named Minnesota's Outstanding Senior Citizens during recognition ceremonies for a statewide group of seniors, held Sept. 3. The outstanding senior program is sponsored by the Minnesota Board on Aging, the Minnesota Federation of County Fairs and the State Fair.



**B**ig Bernie, above, was a big hit with fair visitors at the '92 exposition. Bernie was the largest boar ever exhibited at the fair, and weighed in at

an incredible 1,260 pounds. Bernie was owned by Bernhardt Kline and Tom Chlan of Lonsdale.



**O**ver 1,000 runners converged on the fairgrounds on Sunday, Aug. 30, to participate in the eighth annual Milk Run. Kevin Corliss and Bev Docherty, both of St. Paul, were the top finishers. The run is sponsored by the American Dairy Association of Minnesota.



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**S**uccess at canning pickles has led to celebrity status for the three women pictured above: Genevieve Spano of Minneapolis, Nita Schemmel of Mankato, and Maxine Wagner of Minneapolis (left to right). The three women won first prizes in pickle competitions at the State Fair (Spano and Schemmel in 1990, Wagner in '91).

Each was subsequently approached by the Gedney Company of Chaska, Minn. Gedney then recreated each woman's recipe and introduced a State Fair brand line of pickles. Since then, the women have made "celebrity" appearances at grocery stores throughout the region, as well as at the '92 State Fair.

### TOASTED BUTTER PECAN CAKE

3 Tbsp butter	2 eggs
1-1/3 cups chopped pecans	2-1/4 cups sifted cake flour
2/3 cups butter or mar.	1-1/2 tsp baking powder
1-1/3 cups sugar	1/4 tsp salt
1-1/2 tsp vanilla	2/3 cups milk
Butter pecan frosting:	3 Tbsp light cream
3 Tbsp butter	3/4 tsp vanilla
3 cups sifted powdered sugar	

Combine 3 Tbsp butter and chopped pecans in small shallow pan. Toast in 350 degree oven for 15 min. Stir occasionally. Cool. Cream 2/3 cup butter; add sugar gradually, creaming until light. Add vanilla. Add eggs, one at a time, beating well after each. Sift dry ingredients together and add to creamed mixture alternately with milk, beating after each addition. Fold in 1 cup of the toasted pecans. Bake in 2 greased and lightly floured 8 x 1-1/2 inch round pans at 350 degrees for 30 to 35 minutes, or until cake tests done. Cool 10 min. Remove from pans. Cool completely and frost.

This recipe proved to be a blue-ribbon winner for Kathryn Earnest of Lindstrom. Earnest is one of the most consistently prolific cooks ever to participate in the State Fair's creative activities baking and canning contests. In what Kathryn described as "a slow year," she won a total of 43 ribbons for a variety of baked and canned goods.

## A variety of entertainers found great success performing at the Grandstand — the state's best outdoor concert facility.

For the 1992 State Fair, thousands of Grandstand concert-goers were swept up in Garth Mania, reflecting a phenomenon that occurred across the country throughout the year. Garth Brooks' Aug. 27 concert at the State Fair Grandstand sold out in record time. Within two days after announcing the concert, the fair had received enough mail order requests for Garth tickets to fill the 21,208-capacity Grandstand eight times.

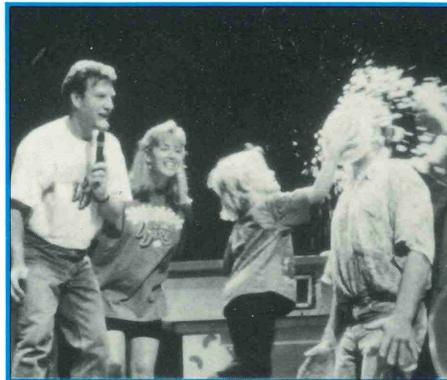
Beyond Garth Books and opening act



Garth Brooks performed Aug. 27

Martina McBride, the State Fair served up a variety of crowd-pleasing shows, offering everything from comedy to rap to contemporary Christian rock music.

Perennial pop icons the Beach Boys, along with opening act David Cassidy, continued their tradition of popularity with fair visitors by drawing 18,871 fans to two shows—the second-highest attendance of the 1992 Grandstand season. Another venerable group of rockers, The Steve Miller Band, rounded out the top three by



Nickelodeon's Double Dare—Sept. 1

pulling in a crowd of 15,887 enthusiastic fans. The complete roster of '92 Grandstand performers is listed below.

On Labor Day, the State Fair's great tradition of auto racing continued with the Miller Genuine Draft 300. Dick Trickle, the legendary stock car veteran, bested a strong field of American Speed Association competitors to win his sixth Labor Day feature at the State Fair Speedway. Trickle is the fair's all-time leading auto race money winner.



Steve Miller Band—Aug. 28

### 1992 Grandstand Attendance

Date	Attraction	Ticket price	Attendance
Aug. 27	Garth Brooks with Martina McBride	\$13 & \$8	21,206
Aug. 28	The Steve Miller Band	\$13 & \$8	15,887
Aug. 29	Randy Travis with Brooks & Dunn	\$12 & \$7	14,824
Aug. 30	Richard Marx	\$12 & \$7	5,877
Aug. 31	Color Me Badd with The Party	\$10 & \$5	8,280
Sept. 1	Nickelodeon's Double Dare (afternoon)	\$8	3,851
Sept. 1	Nickelodeon's Double Dare (evening)	\$8	3,026
Sept. 2	The B-52's with Violent Femmes	\$12 & \$7	14,822
Sept. 3	Bob Hope with B.J. Thomas	\$12 & \$7	5,788
Sept. 4	Wynonna Judd and The Oak Ridge Boys	\$12 & \$7	14,921
Sept. 5	Steven Curtis Chapman, Kathy Troccoli & First Call	\$10 & \$5	5,556
Sept. 6	The Beach Boys with David Cassidy (afternoon)	\$12.50 & \$7.50	7,705
Sept. 6	The Beach Boys with David Cassidy (evening)	\$12.50 & \$7.50	11,166
Sept. 7	Miller Genuine Draft 300	\$11 & \$8	12,912

## All types of music, comedy and children's entertainment were included in the fair's free entertainment program.

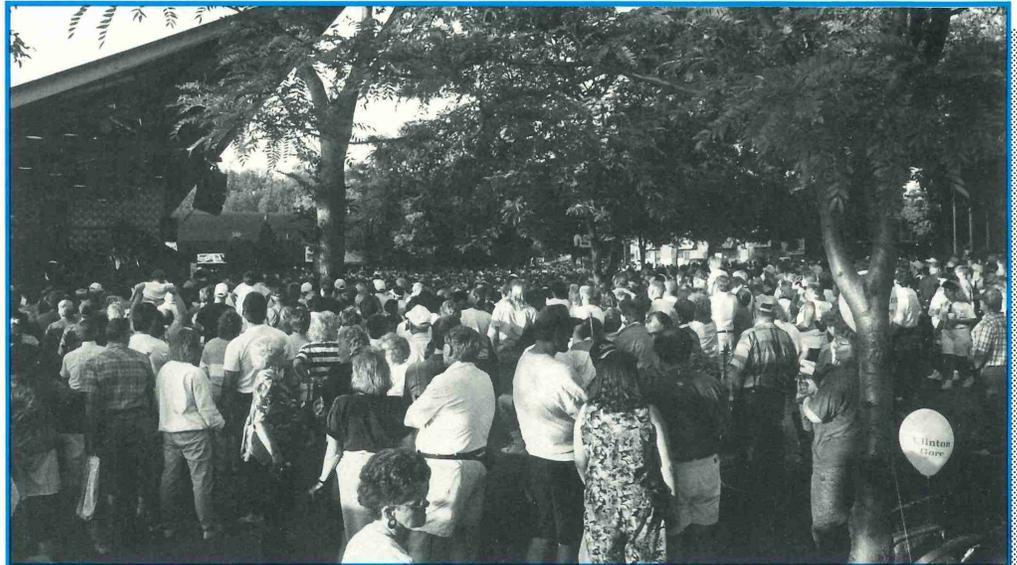
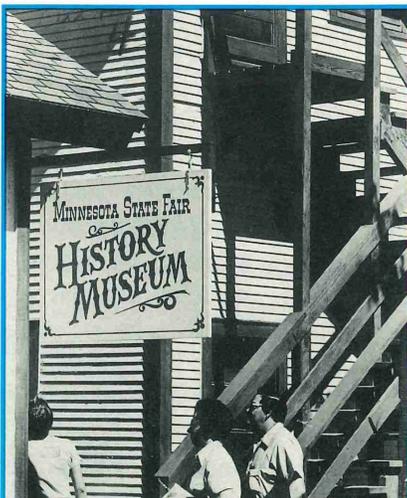
The fair's best-ever free show lineup had State Fair visitors dancing, singing and cheering for more. The schedule featured nearly 700 performances and included all types of music, comedy and children's entertainment.

Audiences at the Miller Genuine Draft Bandshell, pictured at right, saw a Who's Who of country and pop music's hottest new entertainers. Included were McBride & The Ride, the McCarters, Hal

Ketchum, Chris LeDoux, Richard Elliot, wild piano man Jason D. Williams and Sammy Kershaw. Kershaw was so impressed with State Fair audiences that he filmed a music video using five thousand delighted fans as extras.

Also appearing at the Bandshell were Michael Johnson, Bill Anderson, Williams & Ree and Ray Komischke's State Fair Orchestra featuring the Norvold Sisters.

Cajun music fans danced up a storm at the Cal Spas Stage in Baldwin Park, when



four days of Louisiana music were featured at the stage. Also winning enthusiastic audiences were folk musicians, gospel performers and nightly concerts featuring brass and strings. Performers included the Barbary Coast Dixieland Band, the Bone Tones, Jumbo Ya Ya, Prudence Johnson, Peter Ostroushko, Spirit and the Minneapolis Gospel Sound.

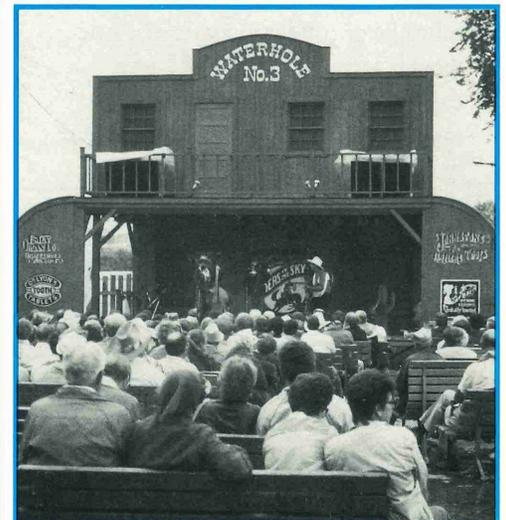
Comedy and music were presented at Leinenkugel's Leinie's Lodge in the Bazaar by a well-known group of entertainers including Jeff Dunham of TV's "Hot Country Nights," the Chenille Sisters, the Memories and Kenny Byrd. Top stand-up comics appeared nightly at the stage.

A complete schedule of kids shows was featured at the Children's Theater including musicians, jugglers, magicians and artists.

Country bands, cowboy music, a museum of State Fair history and an authentic medicine show kept it lively at Heritage Square. Performers included

Riders In The Sky, Rich Grissom, Don Edwards & Waddie Mitchell and the Chmielewski Band.

Free shows were also presented at the Ramberg Senior Center, the Creative



Activities Building, the 4-H Building and Natural Resources Park.

In addition, the State Fair went on parade every night except Labor Day. Parades featured floats, animals, music, and the State Fair High School Marching Band Contest.

## The fair is a huge marketplace of goods, services and ideas.

The State Fair provides its visitors with the largest and most varied marketplace of goods, services and ideas in the Midwest. Over 1,300 commercial exhibitors utilize 4.3 million square feet of exhibit space. Included are artisans, retailers, manufacturers, educational institutions, politicians, news media and a wide variety of government agencies.

The fair is also the Midwest's largest collection of food vendors, with nearly 350 culinary concessions. Food to satisfy virtually any taste can be found, and new food vendors are added to the concession roster every year. New food

items featured at the '92 State Fair included fajitas, German-style roasted almonds, giant Bavarian pretzels and Rice Krispie bars.

Special display areas included the international Bazaar, the early-American-themed Heritage Square and 80-acre

Machinery Hill—the largest State Fair farm equipment display in the world.

Royal American Shows provided Midway and Kiddieland rides, games and attractions. Other amusements included the Space Tower, Sky Ride, Ye Old Mill, Giant Slide, Haunted Mansion,

River Ride and the Antique & Classic Car Show.

Income from rental of commercial exhibit space totaled \$2.5 million in '92. Another \$900,000 was earned through percentage fees paid by Royal American Shows carnival.



## The State Fairgrounds are utilized at full capacity year-around.

The State Fairgrounds are best-known as home of the 12-day Great Minnesota Get-Together. A busy schedule of off-season special events, though, ensures that the 314-acre exposition facility is utilized at a maximum level year-around.

The convenient access of the fairgrounds, the flexibility of its exhibit buildings and its ample parking have established the exposition site as one of the finest and busiest special events facilities in the region.

In '92, nearly 1 million people visited

the fairgrounds for a wide variety of special off-season events. Included were retail sales, antique and collectors shows, horse and livestock shows, auto exhibitions, athletic events and sports memorabilia shows. In addition, many of the State Fair exhibit buildings are

used for winter storage of boats, autos and recreational vehicles.

For the past 15 years, the multi-purpose Coliseum has been the most popular off-season facility on the grounds, hosting over 100,000 people annually. During the winter months, the Coliseum houses an ice rink. Through the balance of the year, the 32,000-square-foot arena is used for a variety of shows and livestock events.

### Top 10 Off-Season Events of 1992

Date	Event	Attendance
Oct. 14-25	Wilson's Great Big Leather Sale	80,000
June 19-21	Minnesota Street Rod Back to the '50s Weekend	30,000
April 17-18	Antique Spectacular and Flea Market	20,000
May 1-3	Midwest Pet Fair	20,000
May 15-17	Country Folk Art Show	20,000
June 13-14	Antique Spectacular and Flea Market	20,000
Sept. 25-27	Country Folk Art Show	20,000
Mar. 21-22	Minnesota Deer Classic	18,000
April 25-26	Horse Expo	17,000
Oct. 10-11	Antique Spectacular and Flea Market	15,000

## Since 1991, over 30 tons of beverage cups have been recycled.

Over 600 tons of trash are generated during the course of the 12-day State Fair, and the vast majority of materials in this waste stream are related to food service. As an institution dedicated to education, the State Fair recognized its responsibility to take a proactive position to reduce its waste stream while increasing public awareness of waste management issues.

To that end, the State Fair in 1991

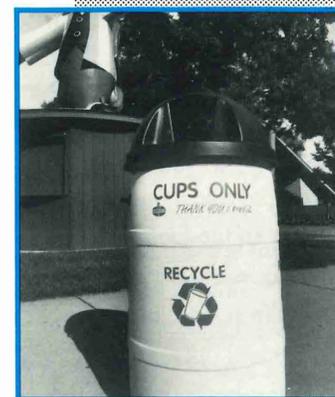
launched a recycling program that targeted the number one component in the fair's trash stream— beverage cups. Concessionaires were required to sell their beverages in laminated polystyrene cups, and the fair's 1.5 million visitors were asked to place their used cups in special cup recycling barrels located throughout the fairgrounds.

After a successful inaugural, the program was continued in '92. Experi-

ence gained during the program's first year led to several changes in cup collection and processing.

The results were more effective handling and a higher percentage of recycled cups.

Visitors to the '92 State Fair used 3.7 million beverage cups. Of that total, 2.2 million



were collected and recycled. The recovery rate of 63 percent is quite high by recycling industry standards, and represents an increase of 12 percent over the cup recovery rate from the '91 State Fair. During the past two years, 30 tons of plastic cups have been recycled through the State Fair's cup recycling program.

After used cups were collected and processed, the recycled polystyrene was used to manufacture industrial construction insulation board.

### Beverage Cup Recycling Program

	1991	1992
Cups In Waste Stream	4,310,500	3,468,000
Cups Recycled	2,198,355	2,157,143
Percentage	51 %	63 %
Volume, by weight	30,855 lbs.	30,285 lbs.

## Pro Earth Exhibits focused on waste management issues.

Pro Earth Exhibits returned for a second year as a major feature of the State Fair with an educational display titled Reduce, Reuse, Recycle. The free exhibit, located in the 9,000-square-foot Crossroads exhibit hall, dealt with waste management and environmental issues.

Included in the exhibit was an interactive 16-monitor video wall, featuring an environment-themed video as well as live question and answer sessions. Following was a walk through Reduceland, Reuselnd, Recycleland — an exhibit with life-sized displays on

managing trash. Included were video games and oversized display books.

Also part of the exhibit was the Pro Earth Theater, where regular

demonstrations were offered on a variety of waste management topics. Among them was "Waters We Touch," a program on hazardous waste presented by the Science Museum of Minnesota.

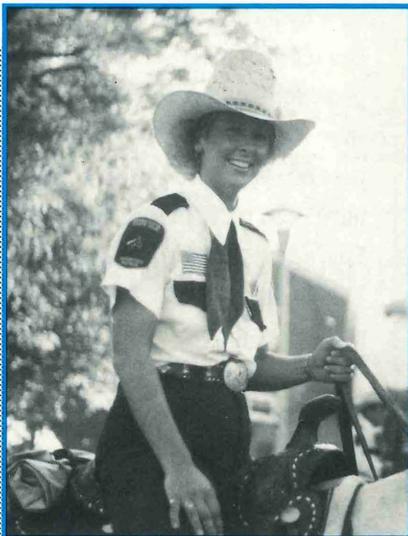


Pro Earth Exhibits were presented by the State Fair, the Minnesota Office of Waste Management and the Metropolitan Council.

## Thousands of people bring the State Fair to life every year.

**P**eople make the State Fair go. Lots of people. A seasonal staff of 2,400, working with a core of 50 year-around employees, provide a myriad of services and perform all the functions essential to the fair's successful operation.

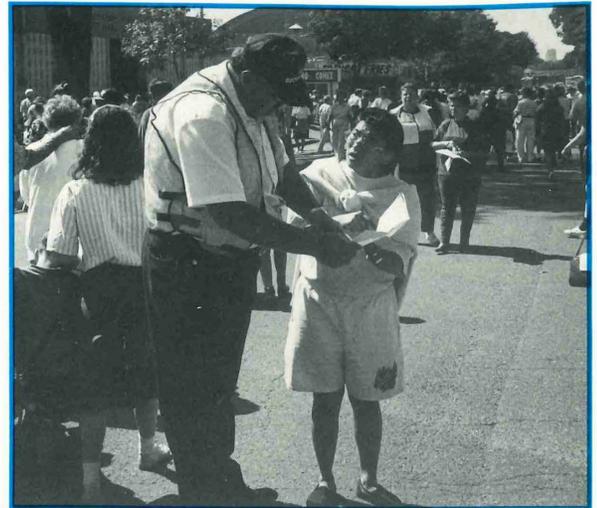
Mike Heffron, executive vice president, is the chief operating officer of the State Fair, implementing policy for the operation of the exposition set by the



fair's board of managers. Specific areas of responsibility are incorporated into seven divisions, each headed by a director who reports to Heffron. The divisions are competitive exhibits, entertainment, finance, media & public relations, operations, planning & external affairs and rental services.

The year-around staff handles administrative functions such as accounting, scheduling of entertainment, fair-time and off-season facility rentals, agricultural and creative contest coordination, marketing, staff services and planning. Other full-time duties include maintenance of the exposition's buildings, grounds and vehicles, along with security services and production of off-season special events.

Throughout the spring and summer months, the full-time core of personnel is supplemented by a growing seasonal



staff that grows to 2,400 by fair-time. State Fair superintendents, listed below, provide direction for a variety of fair-time functions including parking, ticket takers and sellers, information services, sanitation, medical aid and police. In addition, superintendents also direct the activities of each of the fair's competitive departments.

### 1992 Fair-time Department Superintendents

Admissions . . . . .	Lyle Anderson, Roseville	Grandstand Production . . . . .	John Mons, Brownton
Bee Culture . . . . .	Winnie Johnson, Elk River	Heritage Exhibits . . . . .	Gale Frost, St. Paul
Beef Cattle . . . . .	Chuck Schwartau, Wabasha	Horses . . . . .	Robert Peterson, St Paul
Care and Assistance . . . . .	Wallace Wolff, Duluth	Llamas . . . . .	Anne Heideman, Long Lake
Christmas Trees . . . . .	Greg Ustruck, Vadnais Heights	Meats . . . . .	Ed Butler, Rochester
Creative Activities . . . . .	Evelyn Hagen, Minneapolis	Midway Ticket Takers . . . . .	Marty Rossini, Stillwater
Dairy Cattle . . . . .	Jim Linn, White Bear Lake	Milking Parlor . . . . .	Doris Mold, Lauderdale
Dairy Products . . . . .	Cliff Markuson, Hillman	Park & Ride . . . . .	Dan Elmer, Edina
Education . . . . .	Jim Brown, Prior Lake	Parking . . . . .	Ron Vannelli, St. Paul
Farm Crops . . . . .	Duane Smith, Minneapolis	Poultry . . . . .	Harold Thomforde, Crookston
FFA . . . . .	Paul Day, Northfield	Public Safety . . . . .	Art Blakey, St. Paul
Fine Arts . . . . .	Pat Kennedy Crump, Wayzata	Sanitation . . . . .	Scot Ribar, Minneapolis
Fire Marshall . . . . .	Frank Junghans, St. Paul	Senior Citizens . . . . .	Marge Krueger, St. Paul
Flowers . . . . .	Martha Carnes, West St. Paul	Sheep . . . . .	Bill Schulke, Bemidji
Forage . . . . .	Andrew Novicki, Emily	Swine . . . . .	Jerry Hawton, St. Paul
4-H . . . . .	Juanita Reed-Boniface, St. Paul	Ticket Audit . . . . .	Dick Reinhardt, Owatonna
Fruits . . . . .	Louis Quast, Jr., St. Louis Park	Vegetables . . . . .	Curt Klint, Coon Rapids
Goats . . . . .	Kevin LeVoir, Maple Lake	Youth Camp . . . . .	Faye Corson, Chaska

## Policy for administration is set by the board of managers.

The State Fair is governed by the Minnesota State Agricultural Society—a financially self-sustaining agency of the state charged exclusively with the operation of the exposition and maintenance of the fairgrounds.

The society is made up of delegates from the state's county fairs and various agri-business groups. During January of each year, these delegates meet to conduct formal society business, including the election of officers to fill alternating terms on the 10-member State Fair board of managers.

The State Fair board is made up of one representative from each of the society's nine regional districts, plus a president who serves at large.

Board members set policy for the

administration of the fair, serve on committees dealing with specifics of the fair's operation and provide liaison between the board and various State Fair departments.

Eileen Roehlke of Rogers was elected president of the board of managers during the society's general business session in January of '93. Roehlke has served on the board of managers since 1979, representing the society's third district.

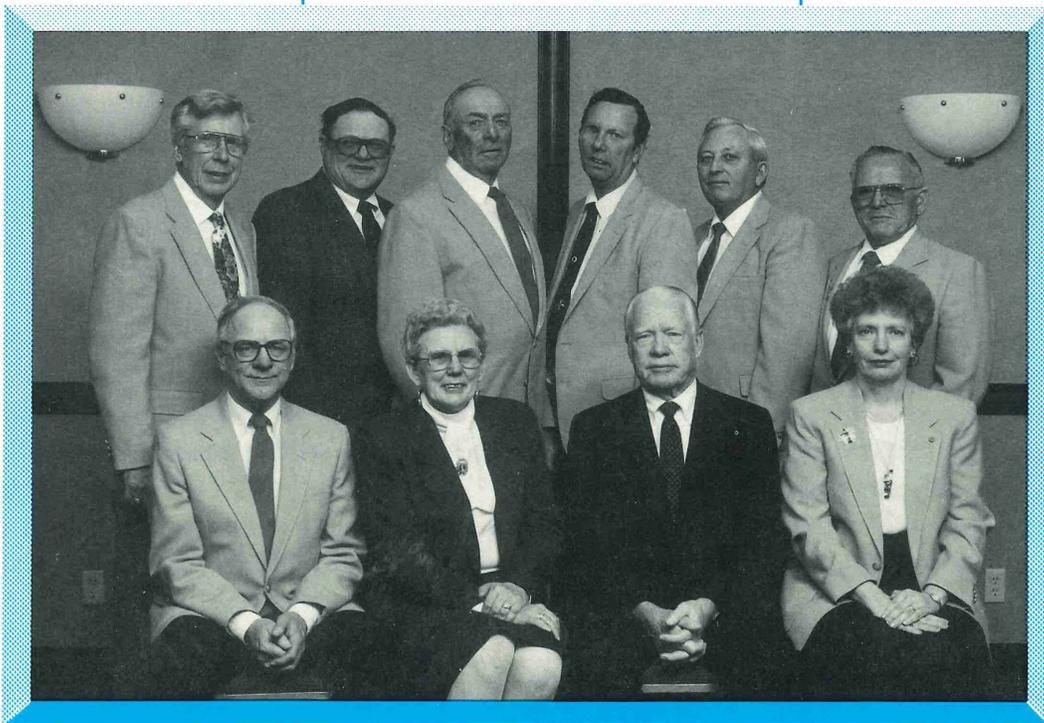
Currently serving as vice presidents on the board are Bert Lund of St. Paul and Richard Keenan of Minneapolis. Lund, representing the fourth district, is a retired publishing executive. Keenan, the fifth district representative, is an

attorney.

First district manager is Howard Recknor of Hartland. Recknor is a farmer. Martin Annexstad, a farmer from St. Peter, represents the second district on the board.

Third district representative is Lyle Steltz of Rush City. Steltz is a farmer and bricklayer. Sixth district representative is Howard Morris of Cokato, a retired insurance executive.

Vern Prokosch of Bird Island represents the seventh district. Prokosch is a farmer. Don Simons, a cattle farmer from Grand Rapids, serves as eighth district manager. Representing the ninth district is Clarice Schmidt. She operates a potato farm near Sabin.



The State Fair's board of managers, first row, left to right: Richard Keenan, fifth district vice president; Eileen Roehlke, president; Bert Lund, fourth district vice president and Clarice Schmidt, ninth district manager. Back row, left to right: Howard Recknor, first district manager; Lyle Steltz, third district manager; Martin Annexstad, second district manager; Don Simons, eighth district manager; Vern Prokosch, seventh district manager and Howard Morris, sixth district manager.

# MINNESOTA STATE FAIR



Mr. Willis Lilliquist  
President  
Minnesota State Agricultural Society  
Kennedy, Minnesota 56733

December 31, 1992

Dear Willis:

Two key strategies in promoting the Minnesota State Fair— create excitement and communicate value— were adjusted somewhat in 1992 to help mitigate the ill effects of a slow and tedious recession.

Both goals were treated as important, but the value concept became much more immediate in light of continuing reports of unemployment, rising prices and anemic spending. To counter these negative factors, we needed to do more than just communicate existing value. We needed to create new value, as well as an awareness in the public mind that the fair, unlike many of its contemporaries in the family entertainment field, would become more affordable in 1992 even though it was already considered a low-cost event.

The process was fairly simple. An analysis of pricing was used to identify bargain opportunities. Our commercial partners were asked to join in the effort and, as a result, a strong, promotable spectrum of discounts and bargains was made available to the public.

The program worked better than thought possible. It was well received because it was not a contrived trick or scheme to gain support, but rather, it presented real, substantive savings to every segment of the fair audience— particularly to those willing to choose special days and hours and those willing to shop and compare.

Perhaps the most visible and successful of the discount promotions was the Family Day concept. Inaugurated on opening Thursday, Family Day was a bargain at the outside gate where children were admitted free while adults were admitted on children's tickets; at the carnival where all rides and games were discounted as much as 50 percent; and at food and beverage concessions throughout the fairgrounds where major discounts were offered along with low-priced sample portions, free beverage with food purchase, two-for-one deals and other promotions.

A reflection of how well the Family Day program took hold is shown in the fact that attendance for opening Thursday rose from 71,242 to 104,46 —46 percent over the year before.

Mr. Willis Lilliquist  
President  
Minnesota State Agricultural Society  
Page 2

Special price incentives were not limited to Family Day at the '92 exposition; they were offered every day in one form or another including reduced prices on Kids Day and both Seniors Days, Early Bird and weekday Happenings coupon promotions, as well as Fair Deal food prices at over 200 concession locations.

Creating and selling value will never become stale or out of style at the Minnesota State Fair because value has always been a trademark of the exposition. In 1992, we clearly reinforced that identification.

From a business perspective, this past year was deemed successful even though net income was reduced from the year before by nearly \$1 million. Gross revenue was running well ahead of projections until the ninth day of the schedule when heavy, prolonged rain on Friday, Saturday and Monday cut \$500,000 from projected exposition ticket income.

For those who might ask "where was the success?," it can be found in several positive facts: outside gate attendance rose four percent from 1,488,810 to 1,550,603; income came in \$200,000 over budget while expenses were recorded at \$40,000 under budget—a positive swing of \$240,000; another \$830,000 was set aside in the society's building fund, bringing its balance to \$1.56 million; debt was reduced \$225,000 while \$965,000 was invested in new plant improvements. Finally, the fair's cash position closed at \$2.7 million—a position \$200,000 stronger than had been anticipated in the budget.

As the curtain comes down on 1992, Willis, we sadly acknowledge the closing chapter in the 16-year term of service you provided to the society. Your tenure was marked by careful stewardship and by astute business judgment, by good will and good humor, and particularly during the past two years as president, by strong leadership. The staff and your board colleagues will miss your dedication to the best interests of the fair and the society. Good luck, Willis and Grace.

Sincerely,



Mike Heffron  
Executive Vice President



STATE OF MINNESOTA  
**OFFICE OF THE LEGISLATIVE AUDITOR**  
CENTENNIAL BUILDING, ST. PAUL, MN 55155 • 612/296-4708  
JAMES R. NOBLES, LEGISLATIVE AUDITOR

### Independent Auditor's Report

Ms. Eileen Roehlke, President  
Board of Managers  
State Agricultural Society

Mr. Michael D. Heffron, Executive Vice President  
State Agricultural Society

We have audited the accompanying balance sheets of the State Agricultural Society as of October 31, 1992 and 1991, and the related statements of income, retained earnings, and cash flows for the years then ended as presented on pages 17 to 21. These financial statements are the responsibility of the Society's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted government auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the State Agricultural Society as of October 31, 1992 and 1991, and the results of its operations and its cash flows for the years then ended in conformity with generally accepted accounting principles.

As discussed in Note 1, the Society changed its financial statements in fiscal year 1992 to conform with generally accepted governmental accounting principles.

Our examination was made for the purpose of forming an opinion in the basic financial statements as a whole. The supplemental financial information included on pages 22 to 26, which is the responsibility of the Society's management, is presented for purpose of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the examination of the basic financial statements and in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Handwritten signature of James R. Nobles in blue ink.

James R. Nobles  
Legislative Auditor

Handwritten signature of John Asmussen in blue ink.

John Asmussen, CPA  
Deputy Legislative Auditor

January 21, 1993

## BALANCE SHEET

For the years ended October 31	1992	1991
<b>ASSETS</b>		
Current Assets:		
Cash and cash equivalents (note 2)	\$ 2,672,729	\$ 3,110,995
Accounts receivable	148,033	70,953
Accrued interest receivable	12,190	10,604
Prepaid expenses	46,094	45,320
Total current assets	2,879,046	3,237,872
Non-current assets:		
Note receivable	192,634	-0-
Property, structures and equipment (note 3)	13,564,160	13,727,940
Total assets	\$ 16,635,840	\$ 16,965,812
<b>LIABILITIES &amp; RETAINED EARNINGS</b>		
Current liabilities:		
Accounts payable	\$ 425,194	\$ 590,615
Accrued salaries	81,844	72,754
Accrued interest payable	-0-	1,112
Compensated absences	292,646	266,890
Deferred income	141,965	194,483
Current portion of long-term liabilities (note 4)	214,025	213,793
Total current liabilities	1,155,674	1,339,647
Long-term debt (less current portion)	1,331,280	1,556,351
Total liabilities	2,486,954	2,895,998
Retained earnings:		
Designated for building fund (note 8)	1,562,119	1,088,743
Unrestricted	12,586,767	12,981,071
Total retained earnings	14,148,886	14,069,814
Total liabilities and retained earnings	\$ 16,635,840	\$ 16,965,812

The accompanying notes are an integral part of the financial statements.

## STATEMENT OF REVENUE, EXPENSES AND CHANGES IN RETAINED EARNINGS

For the years ended October 31	1992	1991
Operating revenues:		
Ticket sales	\$ 6,780,757	\$ 7,364,938
Departmental	3,870,263	3,999,244
Other	1,645,153	1,399,362
Total operating revenues	12,296,173	12,763,544
Operating expenses:		
Administrative	1,392,465	1,227,171
Departmental	6,538,770	6,419,783
Premiums	439,906	426,495
Other	1,061,986	1,107,753
Maintenance	1,836,282	1,693,541
Depreciation	840,002	823,309
Total operating expenses	12,109,411	11,698,052
Operating income	\$ 186,762	\$ 1,065,492
Nonoperating revenues (expenses):		
Interest income	81,697	63,117
Interest expense	(99,675)	(55,731)
Loss on disposal of fixed assets	(89,712)	-0-
Net income	79,072	1,072,878
Retained earnings, beginning of year	14,069,814	12,996,936
Retained earnings, end of year	\$ 14,148,886	\$ 14,069,814

The accompanying notes are an integral part of the financial statements.

## STATEMENT OF CASH FLOWS

For the years ended October 31	1992	1991
<b>Cash flow from operating activities:</b>		
Operating income (loss)	\$ 186,762	\$ 1,065,492
Adjustments to reconcile net increases to net cash provided by operating activities:		
Depreciation	840,002	823,309
Changes in current assets and liabilities:		
Current assets—(increase) decrease:		
Accounts receivable	(77,080)	34,708
Prepays	(774)	25,214
Current liabilities—(increase) decrease:		
Accounts payable	(166,421)	151,500
Salaries payable	9,090	15,942
Compensated absences	25,756	35,769
Deferred revenues	(51,518)	(13,540)
Net cash provided by operations	765,817	2,138,394
<b>Cash flows from capital and related financing activities:</b>		
Purchase of fixed assets:	(965,904)	(1,857,285)
Principal paid on notes and leases	(224,839)	1,022,049
Interest paid on notes and leases	(100,787)	(57,706)
Proceeds from sale of assets	7,336	
Net cash used for capital investing activities	(1,284,194)	(892,942)
<b>Cash flows from investing activities</b>		
Interest earnings	80,111	52,513
<b>Increase (decrease) in cash</b>	\$ (438,266)	\$ 1,297,965
Cash and cash equivalents beginning of year	3,110,995	1,813,030
Cash and cash equivalents end of year	\$ 2,672,729	\$ 3,110,995

### Noncash investing, capital and financing activities:

During the year, the Society entered into an agreement to sell the Water Ride for the amount of \$200,000, in exchange for a note receivable.

The accompanying notes are an integral part of the financial statements.

## FOOTNOTES

### NOTE 1: SUMMARY OF ACCOUNTING POLICIES

The Minnesota State Agricultural Society is charged with the conduct of the annual State Fair and management of the State Fairgrounds, as outlined by Chapter 37 of Minnesota Statutes. The financial activities of the society are accounted for as an enterprise fund which operates in a manner similar to a private business enterprise. Accordingly, the accompanying financial statements are presented on the accrual basis. The society's accounting practices conform to generally accepted accounting principles as prescribed by the Governmental Accounting Standards Board.

### NOTE 2: CASH AND CASH EQUIVALENTS

The society cash balance includes only deposits in the bank.

Minn. Stat. Section 118.01 required that deposits by municipalities, including public corporations, be secured by depository insurance or a combination of depository insurance and collateral security. The statute further requires that total collateral computed at its fair market value be at least 10 percent more than the amount on deposit in excess of any insured portion at the close of the business day. During 1992, the combined insured amount and collateral fell short of the legal requirement on 3 days.

### NOTE 3: PROPERTY, STRUCTURES, UTILITIES & EQUIPMENT

Property, structures, utilities and equipment are recorded at cost and depreciated using the straight-line method over the estimated useful life of the related assets. Costs of improvements and renovations that add to the original value or materially extend the useful life of the related asset, are capitalized and written off as depreciable charges over their estimated useful life.

	1992	1991
Land	\$ 2,228,778	\$ 2,228,788
Land improvements	1,173,742	1,162,262
Structures & improvements	21,074,529	20,681,807
Electrical plant	2,253,811	2,220,800
Fence and guard rails	393,370	346,541
Gas distribution	91,182	88,845
Sewer system	455,021	439,171
Water distribution	503,083	503,083
Personal property	773,644	763,776
Total	28,947,160	28,435,063
Less accumulated depreciation	15,383,000	14,707,123
Net book value	\$ 13,564,160	\$ 13,727,940

### NOTE 4: CURRENT AND LONG-TERM LIABILITY ALLOCATIONS

	1992		1991	
	current	long-term	current	long-term
Contract for deed	\$	\$	\$ 20,224	\$ -0-
Notes payable (note 6)	199,155	1,303,934	174,857	1,514,135
Lease payable (note 7)	14,870	27,346	18,712	42,216
	\$214,025	\$1,331,280	\$213,793	\$1,556,351
Net increase (decrease)	\$ 232	\$ (225,071)		

### NOTE 5: RETIREMENT PLAN

#### Plan description

All society full-time employees must participate and are covered by defined benefit pension plans administered by the Minnesota State Retirement System (MSRS). MSRS administers the State Employees Retirement Fund (SERF) which is a cost-sharing, multiple-employer retirement plan. The Payroll for employees covered by MSRS plans for the year ended October 31, was \$1,770,844 for 1991 and \$1,816,463 for 1992. Total society payroll was \$3,467,786 for 1991 and \$3,552,458 for 1992.

MSRS provides retirement benefits as well as disability benefits to members, and benefits to survivors upon death of eligible members. Benefits are established by State Statute and vest after three years of credited service. The defined retirement benefits are based on a member's average salary from the five highest successive years of covered salary, age, and length of service at termination of service. Two methods are used to compute benefits, the Step formula and the Level formula. Under the Step formula the annual accrual is 1 percent of average salary for the first 10 years of service and 1.5 percent for each remaining year. Under the Level formula, the annual accrual amount is 1.5 percent for each year of service. For MSRS members whose annuity is calculated with the Step formula, a full annuity is available when age plus years of service equals 90.

There are two types of annuities available to members upon retirement. The Single-life annuity is a lifetime annuity that ceases on the death of a member. The Optional annuity provided joint and survivor annuity options that reduce monthly annuity payments because the annuity is payable over joint lives. Members may also leave their contributions in the fund upon termination of public service in order to qualify for a deferred annuity at retirement age. Refunds of contributions are available to members who leave public service, but before retirement benefits begin.

#### Contributions Required and Contributions Made

Minnesota Statutes, Chapter 352 sets the rate for employee and employer

contribution. Contributions are made to the fund by employees and the society based on a percentage of gross salary. The society matches employee contributions and also pays an additional amount to retire prior years unfunded liabilities. The actuarially determined required contribution rates were 8.17 percent for 1991 and 7.86 percent for 1992. The current rates are 3.99 percent for employees and 4.12 percent for the Society for a total of 8.11 percent. The total employer contributions for the society were \$72,337 for 1991 and \$77,595 for 1992.

#### Funding Status and Progress

The "pension benefit obligation" is a standardized disclosure measure of the present value of pension benefits, adjusted for the effects of projected salary increases and step-rate benefits, estimated to be payable in the future as a result of employee service to date. The measure, which is the actuarial present value of credited projected benefits, is intended to help users assess MSRS's funding status on a going-concern basis, assess progress made in accumulating sufficient assets to pay benefits when due, and make comparisons among Minnesota Retirement Systems and among employers.

The pension obligations of the MSRS as of July 1, 1992 and 1991 are shown below:

(in thousands)	SERF 1992	SERF 1991
Total pension benefit obligations	\$2,472,278	\$2,520,042
Net assets available for benefits (cost basis)	2,576,920	2,267,368
Unfunded (assets in excess of) pension benefit obligations	(104,642)	252,674

The pension benefit obligation is a standardized measure of the actuarial present value of credited projected benefits. These valuations are as of July 1, 1992 and 1991.

#### Ten-Year Historical Trend Information

Ten-year historical trend information is presented in MSRS's Comprehensive Annual Report for the year ended June 30, 1992. This information is useful in assessing the pension plans accumulation of sufficient assets to pay pension benefits as they become due.

#### Related Party Investments

As of October 31, 1992, and for the fiscal year then ended, MSRS held no securities issued by the society or other related parties.

#### Deferred Compensation

All society full-time employees are eligible to participate in the Minnesota State Deferred Compensation Plan for public employees. Deferred compensation is a plan that allows employees to place a portion of their earnings into a tax deferred investment program for long-term savings to supplement retirement and other benefits.

#### NOTE 6: NOTE PAYABLE

Notes payable consists entirely of promissory notes. The obligations bear interest rates related to the current prime rate in effect from time to time, ranging from .737 of the prime rate to 1 percent over the prime rate, and are due through 2006.

#### NOTE 7: LEASE PAYABLE

Leases meet the criteria of a capital lease as defined by Statement of Financial Accounting Standards #13, "Accounting for Leases," which defines a capital lease generally as one which transfers benefits and risks of ownership to the lessee. The leases payable represent two leases for financing of one copier and a phone system. The equipment was capitalized and the lease payable obligations were computed using the present values of the total lease payments.

The following is an analysis of the property under capital leases.

Class of Property	Asset Balances at October 31	
	1992	1991
Office Equipment	\$ 89,787	\$ 98,974
Less: Accumulated amortization	59,006	48,399
	30,781	50,575

The following is a schedule by years of future minimum lease payments under capital leases together with the present value of the net minimum lease payments as of October 31, 1992:

Year ending October 31	
1993	17,687
1994	12,482
1995	12,482
1996	5,201
Total minimum lease payments	\$ 47,852
Less: amount representing interest (1)	5,632
Present value of net minimum lease payments	\$ 42,220

(1) Amount necessary to reduce net minimum lease payment to present value calculated at the company's incremental borrowing rate at the inception of the leases.

#### NOTE 8: DESIGNATED FUNDS

This represents designated funds as set forth by Minnesota Statutes, Section 297A.25.

## SUPPORTING SCHEDULE - REVENUES AND EXPENSES

For the years ended October 31	1992	1991
<b>OPERATING INCOME</b>		
Ticket sales:		
Coliseum	\$ 80,172	\$ 83,821
Grandstand	1,463,960	1,739,417
Outside gate	4,738,662	4,943,804
Parking	469,457	484,838
Raft ride	-0-	82,856
Trackless train	28,506	30,202
Total ticket sales	6,780,757	7,364,938
Departmental:		
Agriculture-Horticulture	995	450
Auto Race	720	-0-
Box office	102,713	129,331
Campgrounds	64,990	60,313
Carnival	903,853	943,851
Cattle	22,944	20,039
Entertainment	15,016	15,018
Forage	14,067	14,061
FFA	3,399	3,104
Gift shop	99,301	89,914
Goats	1,017	1,158
Horses	74,764	80,251
Llamas	854	918
Poultry	1,836	2,051
Public safety	13,361	6,463
Sheep	3,174	3,375
Space rental	2,546,428	2,628,223
Swine	831	724
Total departmental	3,870,263	3,999,244
Other:		
Miscellaneous	178,977	42,557
Off-season activity	1,114,472	1,124,666
Sale of bulk milk	14,481	10,860
Sale of market animals	47,866	52,223
Sale of materials	2,784	3,339
Sponsorship	190,441	127,932
Telephone	96,132	37,785
Total other	1,645,153	1,399,362
Total operating income	\$ 12,296,173	\$ 12,763,544

## OPERATING EXPENSES

For the years ended October 31	1992	1991
Administrative:		
Annual meeting	\$ 6,710	\$ 2,977
Bad debt	235	3,881
Board honorarium	10,400	10,400
Bonds and insurance	83,800	128,115
Computers	16,403	21,862
Dues and subscriptions	12,001	11,326
Legal services	19,106	15,330
Legislative audit	23,534	22,308
Mailing service	15,820	14,644
Medical insurance	137,596	138,088
Planning	87,358	-0-
Postage	104,012	95,266
Printing and supplies	76,007	52,324
Records and archives	2,866	255
Retirement fund	77,595	72,337
Salaries	202,304	264,593
Social security	267,775	241,355
Staff training	4,998	3,227
Telephone	50,615	35,394
Travel expense	57,113	53,374
Unemployment compensation	7,034	7,615
Workers compensation	129,183	32,500
Total administrative	1,392,465	1,227,171
Departmental:		
Admissions	120,354	122,571
Advertising	543,874	533,490
Bee culture	6,317	6,529
Box office	169,645	177,835
Campground	27,037	28,402
Care and assistance	2,622	2,415
Carnival	18,409	14,385
Cattle	44,441	43,158
Christmas trees	3,118	3,045
Competitive exhibits	109,648	98,678
Creative activities	43,215	44,386
Dairy products	1,695	921
Education	20,890	18,962
Farm crops	9,568	10,123
Finance	226,434	213,234
Fine arts	23,837	21,770
Flower and agriculture shows	30,469	29,550
Flowers	5,903	6,650
Forage	12,219	12,548
4-H Club	129,529	125,362
Free entertainment	651,661	589,189
Fruit	6,447	6,514
FFA	32,192	29,535

## OPERATING EXPENSES (CONTINUED)

For the years ended October 31	1992	1991
Gate tickets	117,808	130,058
Gift shops	91,416	72,119
Goats	3,847	4,057
Grandstand—concerts	1,350,217	1,610,025
Grandstand—race	112,685	-0-
Greenhouse	129,148	125,933
Guest and staff services	169,743	174,220
Heritage exhibits	10,627	7,384
Horses and rodeo	119,636	124,410
Llamas	1,837	2,349
Meats	4,333	4,615
Media and public relations	419,302	287,297
Park & Ride	226,661	147,859
Parking	124,989	115,551
Poultry	10,694	11,837
Public safety	313,001	319,544
Sanitation	546,751	575,147
Senior citizens	31,573	23,234
Sheep	6,432	6,888
Space rental	469,594	499,981
Swine	9,603	9,385
Ticket audit	4,754	4,753
Vegetables	4,378	4,907
Youth Camp	20,217	18,978
Total departmental	6,538,770	6,419,783
Premiums:		
Bee culture	2,424	2,590
Cattle	92,187	82,863
Christmas trees	1,675	1,765
Creative activities	9,780	9,595
Dairy products	605	605
Education	9,477	8,627
Farm crops	12,707	13,229
Fine arts	7,500	7,000
Flowers	2,417	2,488
4-H Club	61,184	61,344
Fruit	1,770	1,429
FFA	40,529	34,891
Goats	7,407	7,551
Horses	63,916	65,697
Llamas	3,270	3,210
Poultry	10,258	10,578
Sale of bulk milk	14,480	10,859
Sale of market animals	47,866	51,781
Sheep	21,435	23,015
Swine	20,436	18,944
Talent contest	5,930	5,935
Vegetables	2,653	2,499
Total premiums	439,906	426,495

## OPERATING EXPENSES (CONTINUED)

For the years ended October 31	1992	1991
Other:		
Architectural and engineering	12,829	52,502
Fire and police service	91,708	85,992
Fuel, oil and gasoline	28,131	29,938
Institutional tickets	74,063	62,675
Miscellaneous	32,374	21,756
Off-season activity	539,659	519,272
Property tax	-0-	4,379
Signs	15,778	23,209
Utilities	129,194	151,260
Veterinarian service	31,451	30,195
Water and sewer	106,799	126,575
Total other	1,061,986	1,107,753
Maintenance:		
Electric plant	101,657	57,996
Fence and fixtures	15,843	11,579
Gas system	611	2,132
General	516,522	488,609
Grading, sod, trees	18,182	25,188
Personal property	137,900	156,594
Set-up and take-down	536,580	504,165
Sewer system	4,429	8,871
Streets and sidewalks	26,564	27,866
Structures	275,538	196,090
Supplies	36,254	35,465
Vehicles	89,327	96,075
Watchmen	62,908	66,120
Water system	13,967	16,791
Total maintenance	1,836,282	1,693,541
Depreciation:		
Electric plant	63,291	62,461
Fence and fixtures	16,100	13,759
Gas system	764	686
Land improvement	33,909	34,288
Personal property	127,758	121,857
Sewer system	8,521	8,160
Structures	578,582	571,022
Water system	11,077	11,076
Total depreciation	840,002	823,309
Total operating expense	\$ 12,109,411	\$ 11,698,052
Net operating income	\$ 186,762	\$ 1,065,492
NONOPERATING INCOME (EXPENSES)		
Interest income	81,697	63,117
Interest expense	(99,675)	(55,731)
Loss on disposal of fixed assets	(89,712)	-0-
NET INCOME	\$ 79,072	\$ 1,072,878

## SUPPORTING SCHEDULE — CASH & CASH EQUIVALENTS

Herewith find the report of cash and cash equivalents of the Minnesota State Agricultural Society for the year ending October 31, 1992:

Beginning balance November 1, 1991		
Imprest fund—cash on hand	\$ 500	
Checking accounts	599,885	
Cash equivalents	2,507,348	
Trust fund	3,262	
Total		\$ 3,110,995
Increase (Decrease) in Cash for 1992		(438,266)
Ending Cash Balance October 31, 1992		\$ 2,672,729
Detail of Year-End Cash Balance:		
Imprest fund—cash on hand	\$ 2,500	
Checking accounts	225,403	
Cash equivalents	2,441,564	
Trust fund	3,262	
Total		\$ 2,672,729

Respectfully submitted,  
Mike Heffron,  
Executive Vice President

St. Paul, Minnesota

October 31, 1992



STATE OF MINNESOTA  
**OFFICE OF THE LEGISLATIVE AUDITOR**  
CENTENNIAL BUILDING, ST. PAUL, MN 55155 • 612/296-4708  
JAMES R. NOBLES, LEGISLATIVE AUDITOR

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Senator Phil Riveness, Chair  
Legislative Audit Commission

Members of the Legislative Audit Commission

Ms. Eileen Roehlke, President  
Board of Managers  
State Agricultural Society

Mr. Michael D. Heffron, Executive Vice President  
State Agricultural Society

Members of the State Agricultural Society

### **Audit Scope**

We have audited the financial statements of the State Agricultural Society (the Society) as of and for the year ended October 31, 1992, and issued our report thereon dated January 21, 1993. We have also made a study and evaluation of the internal control structure of the Society in effect at October 1992.

We conducted our audit in accordance with generally accepted government auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial activities attributable to the transactions of the Society are free of material misstatements.

As part of our examination of the financial statements and our study and evaluation of the internal control structure, we performed tests of the Society's compliance with certain provisions of laws, regulations, contracts and grants. However, our objective was not to provide an opinion on overall compliance with such provisions.

### **Management Responsibilities**

The management of the Society is responsible for establishing and maintaining an internal control structure. This responsibility includes compliance with applicable laws, regulations, contracts and grants. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control structure policies and procedures. The objectives of an internal control structure are to provide management with reasonable, but not

Senator Phil Riveness, Chair  
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Members of the State Agricultural Society  
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absolute, assurance that:

- assets are safeguarded against loss from unauthorized use or disposition; and that
- transactions are executed in accordance with applicable legal and regulatory provisions, management's authorization, and recorded properly.

Because of inherent limitations in any internal control structure, errors or irregularities may nevertheless occur and not be detected. Also, projection of any evaluation of the structure to future periods is subject to the risk that procedures may become inadequate because of changes in conditions or that the effectiveness of the design and operation of policies and procedures may deteriorate.

### **Internal Control Structure**

For purposes of this report, we have classified the significant internal control structure policies and procedures in the following categories:

- ticket sales,
- space rental revenues,
- cash and cash equivalents,
- fixed asset inventories and depreciation,
- administrative expenses and payables, and
- employee payroll.

For all of the internal control structure categories listed above, we obtained an understanding of the design of relevant policies and procedures and whether they have been placed in operation, and we assessed control risk.

### **Conclusions**

In our opinion, the internal control structure of the State Agricultural Society in effect at October

Senator Phil Riveness, Chair  
Members of the Legislative Audit Commission  
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Members of the State Agricultural Society  
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1991, taken as a whole, was sufficient to meet the objectives stated above insofar as those objectives pertain to the prevention of detection of errors or irregularities in amounts that would be material in relation to the financial activities attributable to transactions of the State Agricultural Society.

However, we noted certain matters involving the internal control structure and its operation that we reported to the management of the Society in a meeting held on February 2, 1993.

The results of our tests indicate that, except for the issue discussed in finding 1, with respect to the items tested, the Society complied, in all material respects, with the provisions referred to in the audit scope paragraphs. With respect to items not tested, nothing came to our attention that caused us to believe that the Society had not complied, in all material respects, with those provisions.

This report is intended for the information of the Legislative Audit Commission and management of the Society. This restriction is not intended to limit the distribution of this report, which was released as a public document on April 2, 1993.

We thank the State Agricultural Society staff for their cooperation during this audit.



James R. Nobles  
Legislative Auditor



John Asmussen, CPA  
Deputy Legislative Auditor

End of Fieldwork: January 21, 1993

Report Signed on: March 26, 1993

### Audit Participation

The following staff from the Office of the Legislative Auditor prepared this report:

John Asmussen, CPA	Deputy Legislative Auditor
Jeanine Leifeld, CPA	Audit Manager
Sonya Hill, CPA	Auditor-in-Charge
Carrie Brown	Auditor

### Exit Conference

The findings and recommendations presented in this report were discussed with the following staff of the State Agricultural Society at an exit conference held on February 2, 1993:

Mike Heffron	Executive Vice President
Jim Frost	Acting Finance Director
Marshall Jacobson	Accountant

### Introduction

The State Agricultural Society was legally organized as a public corporation in 1860. The Society operates under Minn. Stat. Chapter 37. However, it is a self-governing body and is exempt from the finance-related rules and regulations applicable to most state agencies.

The operation of the annual State Fair exposition and maintenance of the fairgrounds is administered by the Minnesota State Agricultural Society Board of Managers. The 10-member board is comprised of one representative from each of the Society's nine regional districts, and a president. Annually the board elects a chief operating officer of the Society. Mike Heffron is the executive vice president-general manager of the society.

The State Agricultural Society is financially self-sufficient. The Society reported net incomes of \$79,072 and \$1,072,878 for the years ended October 31, 1992 and 1991, respectively. The primary sources of revenue are derived from ticket sales and space rentals. Significant expense classifications include administrative, departmental, premiums, maintenance, and depreciation charges. The society's annual report, which includes its audited financial statements, is available from the society offices.

### Current Finding and Recommendation

#### 1. The Society purchased over \$2,000 in furnishings from an employee.

On two different occasions, the Society negotiated purchases of furniture and equipment with an employee. In fiscal year 1990, the Society purchased apartment furnishings from the employee. In fiscal

year 1992, the Society purchased office furniture from the employee.

In fiscal year 1990, the Society's assistant manager for public affairs resigned. As part of his job responsibilities, he had lived in an apartment on the fairgrounds. Shortly after he resigned, the society agreed to purchase various apartment furnishings from the employee for \$1,715. The purchases included a pool table and accessories, refrigerator, couch, books, rugs, and posters. To satisfy its financial obligation, the Society paid the former employee \$1,015 and allowed him to take his office chair, which it valued at \$700.

The same employee returned to employment at the Society in 1992. At that time, the Society repurchased the office chair from the employee, along with a desk, file cabinets, credenzas, and bookcases. The society paid the employee \$1,085 for that furniture.

We believe the Society should have been more cautious in dealing with the employee because of the potential problems associated with these transactions. In particular, we think the executive vice president should have advised the board of managers and other society employees of the justification of these purchases. It was important for the executive vice president to show that he had not compromised the Society's interests in order to unjustly benefit one employee.

In addition, Minn. Stat. Section 37.07 states that, for all expenditures,

*"The [secretary's] affidavit must state: . . . (2) that neither the secretary nor any person in he secretary's behalf. . . had any pecuniary or other interest in any purchase made or services rendered, or received any pecuniary or other benefit from the purchases or services, directly or indirectly. . ."*

The Society's board of managers was not notified nor consulted concerning the transactions. The Society's executive vice president told us that he believes the Society got good value for its purchases and that the Society needed the items anyway. He believes the Society paid appropriate prices for the purchases. However, he did not document the basis for the purchasing decision. It is difficult for us to determine whether the Society dealt with the employee in a similar manner as an external vendor.

#### ***Recommendation***

- *The Society should refrain from entering into financial transactions with employees whenever possible. When financial dealings with employees are necessary, the Society must be cautious to provide sufficient notification about the transaction. The Society must adequately document that the transactions are in the Society's best interest and that any goods or services it receives are at a fair price.*



March 3, 1993

Ms. Jeanine Leifeld  
Audit Manager  
Minnesota Legislative Auditor  
Centennial Building  
St. Paul, MN 55155

Dear Ms. Leifeld:

With my approval, the State Agricultural Society acquired specific items of furniture from one of its employees. Cost to the society was \$2,800; initial cost to the employee had been in excess of \$5,400. Furniture and original invoices were available for my inspection.

The purchases were beneficial to the society and were recorded on public documents. All applicable laws, society rules and procedures were followed; caution was exercised in effecting these transactions.

Sincerely,

A handwritten signature in blue ink that reads "Mike Heffron". The signature is written in a cursive style with a long horizontal stroke at the end.

Mike Heffron  
Executive Vice President

**RENTAL SERVICES COMMITTEE MEETING**

St. Paul Radisson Hotel, Congress Room  
Saturday, January 18, 1992 - 9:00 a.m.

Members present: Keenan, chair; Lund; Morris; Prokosch; Roehlke; Simons; Lilliquist, ex officio; Heffron, ex officio; Frenette, ex officio; Sinclair, ex officio; Wenzel, ex officio.

Also present: Recknor, Schmidt and Rustad.

The meeting was called to order at 9:00 a.m. by Chairman Keenan.

The committee was given a list of percentage attraction agreements for the 1992 fair. On a motion by Mr. Prokosch, seconded by Mr. Lund and carried, the subject agreements, ticket pricing schedule and contract terms were approved. They include reduction of the fee due the fair from Ye Old mill operation from 33-1/3% to 25%, reduction of Royal American Shows' single coupon pricing from 45 cents to 40 cents, and an increase in Ventnor Place Skyride tickets from 75 cents to \$1.00 for children and \$1.50 to \$1.75 for adults (Aye-5; Nay-0):

**1992 MINNESOTA STATE FAIR  
PERCENTAGE ATTRACTION, FEES AND PRICES**

CONCESSIONAIRE	ATTRACTION	TICKET PRICE(S)	PERCENTAGE(S)
Antique Auto. Club of America - MN Region	Antique Auto Museum	\$1.00	30%
Arrow Enterprises, Inc.	Skyride	\$1.25 = Child-One Way \$1.75 = Child-Round Trip \$1.75 = Adult-One Way \$2.50 = Adult-Round Trip	25%
Desplenter Novelties**	Novelty Concessions	Non-ticketed activity	Guarantee of \$11,000.00 and 30% of gross sales over \$44,000.00
Fairway Golf Range	Miniature Golf	Non-ticketed activity	33-1/3%
Giant Ride, Inc.	Giant Slide	\$1.25	30%
Grandstand and Free Stage Entertainer Merchandise Sales	Entertainer Merchandise	Non-ticketed activity	15%
Grandstand Food/Beverage Concessionaire	Food and Beverages (Grandstand Seating Area)	Non-ticketed activity	30% of the first \$20,000.00 in gross sales and 32% of gross sales over \$20,000.00, plus appropriate fees for 3.2 beer sales
K & M Recreation, Inc.	Haunted House	\$2.00	27% of gross sales through \$100,000.00 and 30% of gross sales over \$100,000.00
Miscellaneous Merchandise Sales	Misc. Merchandise Sales	Non-ticketed activity	10%
Royal American Shows, Inc.	Carnival (Rides & Shows)	Single Coupon = \$ .40* Coupon Sheets: Fair-Time = 25 coupons for \$10.00 Advance = 25 coupons for \$8.00	33% of ticket sales up to and including \$250,000.00; 35% of ticket sales from \$250,000.00 - \$500,000.00; 38% of ticket sales from \$500,000.00 - \$750,000.00; 40% of ticket sales from \$750,000.00 - \$1,000,000.00; 43% of ticket sales from \$1,000,000.00 - \$1,250,000.00; 45% of ticket sales from \$1,250,000.00 - \$1,500,000.00; 48% of ticket sales from \$1,500,000.00 - \$1,750,000.00 and 50% of ticket sales over \$1,750,000.00
Ventnor Place, Inc.	Space Tower	Children = \$1.00* Adult = \$1.75*	25%
Ye Old Mill Amusements, Inc.	Old Mill Canal Boat Ride	Children = \$1.00 Adult = \$1.25	25%*

\* Denotes adjustments for 1992

\*\* Denotes concession in the process of divestiture

The preceding represent percentage fees payable the Minnesota State Fair on receipts from operation of the above attractions. Percentages are applied as follows: state sales tax is deducted from the gross receipts and reconciliation between the State Fair and concessionaire is made on the balance.

On a motion by Mr. Simons, seconded by Mr. Morris and carried, a list of ten 1992 malt beverage concession agreements was approved; along with adjustments in the terms of these contracts designed to deregulate the retail price of beer, bring the rent formula for such privilege closer in line with other food and beverage concessions, and create a more competitive environment for sale of the product (Aye-5; Nay-0):

**1992 MINNESOTA STATE FAIR 3.2 BEER CONCESSIONS**

Brede Enterprise, Inc.	Blk. 35	Bldg. 351 Food Bldg.	Beer Garden Section
------------------------	---------	----------------------	---------------------

Cleworth's Food & Beverage	Blk. 42	Bldg. 421 Arcade Bldg.	Spaces 1 - 15
Coliseum Concessions	Blk. 50	Bldg. 501 Coliseum	Spaces 113 & 159, 200 & 250, 212 & 213 & 268
James W. Crocker	Blk. 31	Spaghetti Village	Lots 16, 17 & 18
John A. Giere	Blk. 42	Bldg. 421 Arcade Bldg.	Spaces 24 - 32
H.M.H. of St. Paul, Inc.	Blk. 47	Bldg. 471 Bazaar	Space A
Hildebrand Concessions, Inc.	Blk. 28	Bldg. 281 Grandstand	Seating Area & Infield
Kirschner's Beer Stube	Blk. 45	Bldg. 451 Ag. Hort Bldg.	Space H
Midway Men's Club	Blk. 30		Lot S
Richard C. Werner	Blk. 42	Bldg. 421 Arcade Bldg.	Spaces 16 - 21

The preceding represent concessions at the State Fair previously contracted to sell 3.2 beer.

A list of multiple-location concession and exhibit contracts for 1992 was presented and reviewed by the committee, after which it was moved by Mr. Lund, seconded by Mr. Prokosch and carried that the listed contracts be approved (Aye-5; Nay-0):

**1992 MINNESOTA STATE FAIR  
MULTIPLE-LOCATION CONCESSIONS/EXHIBITS**

CONCESSION/EXHIBIT NAME	DESCRIPTION	# LOCATIONS
Larry Abdo/Gopher State Ice Co.	Pocket Pies/Ice	2
American Amusements Arcades	Coin Operated Arcade Games	2
American Dairy Assn.	Ice Cream, Milk, Dairy Foods and A.D.A. Merchandise	2
Mark Andrew	French Fries/S' Mores	2
Arrow Enterprises, Inc.	Skyride/Food & Beverages	2
Barberio Sales	Jewelry	2
Ben Benson	Bratwurst	2
Bodines, Inc.	Pianos and Organs	2
Cenaiko Enterprises, Inc.	Corn on the Cob/Chamios	2
Gary Crutchfield Concessions	Cheese on a Stick	2
Wm. F. Danielson	Onion Rings/Pizza	2
Darlinda, Inc.	Dining Hall/Pie	2
Ekluh Products	Eye/Glass Cleaner	2
Fisherman's Wharf Seafood	Fish	2
George Funk	Leather Crafts/Coffee	2
Ganbaldi's/French 1/4 Del.	New Orleans Snowballs and Pralines/Jewelry	2
Kirch Enterprises	Bratwurst/Food & Beverages	2
Giant Ride, Inc.	Giant Slide/Cheese on a Stick	2
John A. Giere	Food, Beverages & 3.2 Beer/ Games	2
Holly's Hobby	Hand Crafts	2
Shirley Hudspeth	Personalized & Victorian Merchandise/Foil Art and Rock & Roll Merchandise	2
Tina Isaac	Snacks/Food & Beverages	2
Jamar Products	Rhinestone Setters/Embroidery Needles	2
Gregory B. Kusick	Cotton Candy	2
Gary Larson	Popcom, Caramel Corn and Caramel Apples	2
Kurt Larson	Strawberry Pie, Shortcake & Drink/Tiny Tim Donuts	2
M. & D. Enterprises	Fudge	2

Major League Sports Shops	Professional Sports Team Merchandise	2	Televac Computer Company	Personality Computers	3
Matt Milner Sales	Novelties	2	Gregory J. Tetrault	Ice Cream, Sno Cones, Caramel Apples and Beverages	3
Mini-Kabob Foods	Kabobs	2	Melvyn Townsend	Ft. Long Hot Dogs	3
Minn. Honey Producers	Honey, Honey Ice Cream and Candy	2	John Tysseling	Fried Mushrooms/Turkey Drumsticks/Popcorn	3
Lee Moss Amusements	Digger Skill Games	2	Universal International, Inc.	Jewelry, Puppets, Toys and Gift Merchandise	3
Muskar, Inc.	Fried Cheese Curds	2	World Book-Childcraft Int'l.	Encyclopaedias	3
National Icee Corp.	Icee Frozen Beverages	2	Kathy Yahr	Cotton Candy	3
National Service Co.	Jewelry Cleaner	2	Coliseum Concessions	Food, Beverages and 3.2 Beer	4
Nomar, Inc.	Hokey Sweepers, Dusters & Brooms	2	Todd A. Erickson (State Fair Penny Arcade)	Coin Operated Arcade Games/ Games of Skill	4
Northern Hydraulics	Tools/Tractors	2	Hannasch, Inc.	Sno Cones	4
Northland Emblem	Patches & Emblems for Hats	2	James Hartley	Cotton Candy	4
Louise H. O'Neil	Hot Dogs on a Stick	2	Hixon Glass Blowers	Blown & Spun Glass	4
Orange Treat	Orange Treat Drink/Pineapple on a Stick	2	Hohenwald Enterprises, Inc.	Food and Beverages	4
Patterson Products	Resin Products/Hors d'oeuvre Makers	2	Eugene R. LaVaque	Sno Cones	4
St. Paul Pioneer Press	Newspapers	2	Minnetonka Moccasin Co.	Moccasin Footwear	4
Schmitt Music Centers	Pianos and Organs	2	Philip M. Sampson	Games of Skill	4
Robert L. Shutes	Food & Beverages	2	Schroder Concessions	Popcom, Caramel Corn, Caramel Apples, Cheese Curds, Lemonade and Bratwurst	4
W.F. Spiess & Sons	Carved Wood Signs	2	Syndicate Sales Corp.	Vegetable Cutters, Dusters Rosette Irons, Bowmakers, Woks and Rug Braiders	4
David K. Sunderland	Popcorn, Caramel Corn, Caramel Apples, Lemonade and Root Beer	2	Paul S. Ward	Corn on the Cob, Hamburgers Foot Longs Hot Dogs, Barbequed Chicken and Beef	4
Tom Thumb Donut Corp.	Tom Thumb Donuts	2	Burton F. Johnson	Gum Ball & Charm Machine	10
Art Tysk Concessions	Popcorn, Caramel Corn, Caramel Apples, Candy, Gum & Beverages	2	St. Paul Pioneer Press	Newspaper Racks	12
Jodeen L. Warden	Popcorn Caramel Corn, Caramel Apples and Rosettes	2	USA Today	Newspaper Racks	12
Watkins, Inc.	Watkins Products	2	Star Tribune	Newspaper Racks	16
Jerry Woldorsky	Buffalo Burgers/Baked Potatoes	2	Desplenter Novelties	Novelties	17 *
Wozniak Concessions	French Fries	2	U.S. Bench Corp.	Advertising Park Benches	40
Robert W. Crocker	Root Beer	3			
Lynn Davis	Ice Cream, Sno Cones, Caramel Apples and Beverages	3			
Maxine W. Davis	Ice Cream, Sno Cones, Caramel Apples and Beverages	3			
Delrick Enterprises	Popcorn, Caramel Corn, Caramel Apples and Beverages	3			
Encyclopaedia Britannica	Encyclopaedias	3			
Fresh Fruit	Fruit	3			
James Johnson	Foot Long Hot Dogs	3			
Chester H. Naime Co.	Osterizer Blenders/Supra Silverstone Cookware	3			
Edward & Sally Nuebel	Fish & Chips/Nut Products	3			
Offerman and Company	Investment Information	3			
Fred C. O'Neil, Jr.	Hot Dogs on a Stick	3			
Leah H. O'Neil	Hot Dogs on a Stick	3			
Theodore G. O'Neil	Hot Dogs on a Stick	3			
James & Ethel Peters	Hot Dogs/Polish Sausage	3			
Schultz's Concessions	Hamburgers & Hot Dogs	3			
Byron & Gloria Shutes	Food & Beverages	3			

\* Denotes Concessionaire in the process of divestiture

Charts reflecting distribution of multiple concession and exhibit contracts for 1985 through 1991 and food/beverage concessions for 1975 through 1991 were presented to the committee. No action necessary:

MINNESOTA STATE FAIR  
EXHIBIT / CONCESSION CONTRACT COMPARISON  
1985 - 1989 - 1990 - 1991

Number of Individual Locations	Held by the Following Number of Persons			
	1985	1989	1990	1991
1	865	959	995	1,044
2	55	55	51	54
3	24	17	20	23
4	10	7	15	12
5	4	10	4	0
6	0	3	1	1
7	3	0	0	0
9	1	0	0	0
10	0	0	0	1
12	0	0	0	1
19	0	0	0	1
21	0	0	1	
23	0	1		
26	1			
33	1			
Total Number of Locations Available	1,196	1,239	1,293	1,316

Number of Persons Holding Locations	964	1,052	1,089	1,137
Percentage of Persons Holding Four (4) or Fewer Locations	99%	99%	99%	99%
Percentage of Locations Held in Units Smaller than Five (5)	91%	92%	94%	96%
Number of Locations Held by Minnesota Residents	876	959	1,004	1,024
Percentage of Locations Held by Minnesota Residents	73%	77%	78%	78%

**MINNESOTA STATE FAIR  
FOOD/BEVERAGE CONCESSION CONTRACT COMPARISON  
1975 - 1985 - 1990 - 1991**

Number of Individual Locations	Held by the Following Number of Persons			
	1975	1985	1990	1991
1	95	147	188	186
2	20	29	27	27
3	4	15	14	17
4	5	6	9	7
5	3	2	2	
7	0	2		
9	1	1		
12	1	0		
13	2	0		
14	2	0		
17	1	0		
26	0	1		
32	1			
Total Number of Locations Available	306	333	330	319
Number of Persons Holding Locations	135	203	240	237
Percentage of Persons Holding Four (4) or Fewer Locations	92%	97%	99%	100%
Percentage of Locations Held in Units Smaller than Five (5)	55%	82%	97%	100%
Number of Locations Held by Minnesota Residents	158	292	287	278
Percentage of Locations Held by Minnesota Residents	52%	88%	87%	87%

Sinclair presented the committee with a proposal for adjustment in commissary permit fees for the 1992 fair to provide for their consistent pricing at \$75, with or without the purchase of a companion Merchandise Permit. Moved by Mr. Prokosch, seconded by Mr. Simons and carried (Aye-5; Nay-0).

It was moved by Ms. Roehlke, seconded by Mr. Lund and carried that transfer of the food and beverage concession structure owned by Mr. Ed Amaro to Mr. Matthew J. Isaac be approved. (Aye-5; Nay-0).

Meeting adjourned.

### PLANNING COMMITTEE MEETING

St. Paul Radisson Hotel  
Saturday, January 18, 1992 - 12 noon

Members present: Lund, chair; Morris; Roehlke; Prokosch; Keenan; Recknor; Lilliquist, ex officio; Heffron, ex officio; Frenette, ex officio; Frost, ex officio; Wenzel, ex officio.

Also present: Simons; Annexstad; Hammer; Pooch; Fischler; Sinclair; Leach; Rustad.

A proposed 1992 improvement and maintenance budget totaling \$2 million was presented by Mr. Wenzel and reviewed by the committee. Also discussed was a preliminary 1993 project list of approximately \$2.1 million.

Following a lengthy discussion, it was moved by Mr. Recknor, seconded by Mr. Keenan and carried that the budget be accepted as presented and that a committee recommendation be made for full board approval. Included in the motion was staff authority to adjust specific line items as appropriate to changes which might occur during the course of the budget year (Aye-5; Nay-0).

It was moved by Mr. Prokosch, seconded by Ms. Roehlke and carried that the secretary be authorized to release the sum of \$450,000 from the building fund for direct application to structure improvements (Aye-5; Nay-0).

Meeting adjourned.

### LIFE MEMBERS ADVISORY COMMITTEE MEETING

St. Paul, Radisson Hotel  
Sunday, January 19, 1992 - 1:30 p.m.

Members present: Bill Korff, chair; Deke Grussendorf; Harveydale Maruska; Sulo Ojagan-gas; Gale Frost; Dick Reinhardt. Willis Lilliquist and staff members Jim Frost and Karen Leach also attended.

A report was given to members on changes in concession fees and on the State Fair recycling program.

Members discussed Bill Carlson of WCCO Television and Kenny Austin of the Implement Dealers Association as possible candidates for the Hall of Fame. Committee will take names under advisement and discuss once again at the next committee meeting.

Committee requested that previous Hall of Fame members be invited to future Life Member Committee meetings.

Committee complimented staff on the format of the brunch and general session. On a motion by Gale Frost, seconded by Dick Reinhardt and carried, it was recommended that the new format be retained to further cement the relationship between the Minnesota Federation of County Fairs and the State Agricultural Society.

There being no further business, the meeting was adjourned.

### MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

St. Paul Radisson Hotel  
Monday, Jan. 20, 1992 - 8:30 a.m.

Members present: Willis Lilliquist, president; Bert Lund, vice president; Rich Keenan, vice president; Martin Annexstad; Howard Morris; Vern Prokosch; Howard Recknor; Eileen Roehlke; Clarice Schmidt; Don Simons; Mike Heffron, secretary.

Also present: Jerry Hammer, Jim Sinclair, Jim Frost; Rick Frenette; Steve Pooch; Karen Leach; Ken Wenzel.

Oaths of office were administered to the newly elected officers and board members.

It was moved by Mr. Lund, seconded by Mr. Annexstad and carried that Mike Heffron be re-appointed Secretary of the Society for a period of one year with his annual salary fixed at \$86,250. In addition thereto, it was specified that Mr. Heffron's working title be that of executive vice president and that he be required to live on the State Fairgrounds for the convenience and to the benefit of the society with gratis rent, utilities and telephone (Aye-9; Nay-0). Oath of office administered to Mr. Heffron.

Minutes of the Nov. 7 board and space rental committee meetings, previously mailed to the members, were approved on a motion by Mr. Morris, seconded by Mr. Lund and carried (Aye-9; Nay-0).

A motion to approve minutes in vacation for the period Nov. 7, 1991 through Jan. 16, 1992, and the administrative action noted therein, was offered by Ms. Roehlke, seconded by Mr. Prokosch and carried (Aye-9; Nay-0).

Secretary presented the financial statement of Dec. 31, 1991, as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Nov. 30, 1991		\$ 179,971
Add: Dec. Cash Deposits	\$ 205,554	
Less: Payroll Ending Dec. 4	(81,437)	
Payroll Ending Dec. 18	(75,699)	
Dec. Cash Disbursements	(132,398)	(83,980)

Cash Balance-Dec. 31, 1991 \$ 95,991

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Nov. 30, 1991		\$ 1,121,470
Add: Interest Earned	\$ 13,669	
Less: Service Charges	(632)	
Securities Cashed	(100,000)	(86,963)

Balance-Dec. 31, 1991 \$ 1,034,507

#### BUILDING FUND ACTIVITY:

Balance-Nov. 30, 1991		\$ 1,085,878
Add: Interest Earned	\$ 7,544	
Less: Service Charges	(353)	7,191

Balance-Dec. 31, 1991 \$ 1,093,069

#### CASH BALANCES FOR MONTH ENDING DECEMBER 31:

	1990	1991
General Fund	\$ 22,016	\$ 95,991
Petty Cash	2,050	2,000
Marketable Securities	526,687	1,034,507
Building Fund	523,325	1,093,069

Total Cash Balances \$ 1,074,078 \$ 2,225,567

Upon a motion by Mr. Recknor, seconded by Mr. Annexstad and carried, the financial statement was approved as presented (Aye-9; Nay-0).

A resume of financial information, covering 1977 through 1991, was circulated:

**MINNESOTA STATE FAIR  
FINANCIAL RESUME**

YR.	INCOME	EXPENSE	OPERATING GAIN (LOSS)	RETAINED EARNINGS	DEBT
1977	4,406,000	4,593,000	(187,000)	648,000	
1978	5,000,000	4,866,000	134,000	940,000	
1979	5,482,000	5,242,000	240,000	532,000	301,000
1980	6,044,000	6,051,000	(8,000)	392,000	281,000
1981	6,201,000	6,111,000	90,000	682,000	261,000
1982	6,677,000	6,475,000	202,000	991,000	261,000
1983	6,969,000	6,959,000	10,000	933,000	1,218,000
1984	7,841,000	7,469,000	372,000	1,227,000	1,163,842
1985	8,088,000	7,443,000	645,000	1,747,000	1,179,000
1986	8,977,000	8,336,000	641,000	1,869,000	1,125,000
1987	9,320,000	9,026,000	294,000	1,602,000	1,016,000
1988	10,222,000	9,759,000	463,000	1,602,000	974,000
1989	11,171,000	10,267,000	904,000	1,307,000	881,000
1990	11,159,000	10,835,000	324,000	1,051,000	748,000
1991	12,827,000	11,754,000	1,073,000	2,112,000	1,770,000

YR.	NEW PLANT INVESTMENT	PLANT MAINTENANCE	PRIZE MONEY PAID OUT	SALES TAX TO BUILDING FUND*
1977	306,000	391,000	309,000	111,000
1978	211,000	336,000	344,000	125,000
1979	1,019,000	339,000	369,000	138,000
1980	747,000	351,000	391,000	150,000
1981	241,000	312,000	396,000	191,000
1982	275,000	416,000	361,000	215,000
1983	1,493,000	447,000	397,000	263,000
1984	530,000	436,000	317,000	300,000
1985	663,000	476,000	379,000	298,000
1986	1,017,000	563,000	400,000	319,000
1987	1,024,000	637,000	429,000	356,000
1988	1,062,000	634,000	438,000	379,000
1989	1,804,000	757,000	463,000	*353,000
1990	1,222,000	837,000	443,000	*375,000
1991	1,857,000	931,000	426,000	*445,000

It was moved by Mr. Simons, seconded by Mr. Recknor and carried that the North Star Bank of Roseville be designated as depository for the society's general fund, premium fund and regular payroll fund accounts (Aye-9; Nay-0).

It was moved by Mr. Prokosch, seconded by Ms. Schmidt and carried that the following signatures be authorized for society accounts (Aye-9; Nay-0).

- General Fund** - Richard Frenette, Karen Leach, Kenneth Wenzel or Michael Heffron (any combination of two signatures). When used for ticket or entry refund checks in amounts of less than \$100, "Frenette/Heffron" signature plate is authorized. When used for checks given in exchange for cash from second parties (bank drafts), "Frenette/Heffron" signature plate is authorized.
- Regular and fair-period payroll** - Michael Heffron, Kenneth Wenzel or Richard Frenette (one signature). "Heffron" signature plate authorized for fair-period payroll.
- Premiums** - Michael Heffron, Kenneth Wenzel or Richard Frenette (one signature). "Heffron" signature plate authorized for premium fund.

Note: When signature plates are used, signature must be applied by a person in the finance division not involved in check preparation.

Upon a motion by Mr. Annexstad, seconded by Mr. Lund and carried, the following standing committee assignments were made for 1992 (Aye-9; Nay-0).

**FINANCE COMMITTEE** — Morris, chair; Roehlke; Lund; Annexstad; Prokosch; Keenan; Lilliquist, ex officio; Heffron, ex officio; Frenette, ex officio; Frost, ex officio; Pooch, ex officio.

**GOVERNMENTAL AFFAIRS COMMITTEE** — Annexstad, chair; Roehlke; Morris; Lund; Keenan; Simons; Lilliquist, ex officio; Heffron, ex officio; Frost, ex officio; Hammer, ex officio; Sinclair, ex officio.

**LIFE MEMBER ADVISORY COMMITTEE** — Korff, chair; Ojakangas, vice chair; Muckle; Keskinen; Grussendorf; Wilkins; Johnston; Maruska; Carnes; Franke; Gale Frost; Reinhardt; Lilliquist, ex officio; Heffron, ex officio; Leach, ex officio; Hammer, ex officio.

**OPERATIONS COMMITTEE** — Roehlke, chair; Morris; Annexstad; Prokosch; Recknor; Schmidt; Lilliquist, ex officio; Heffron, ex officio; Pooch, ex officio; Sinclair, ex officio; Wenzel, ex officio.

**PLANNING COMMITTEE** — Lund, chair; Roehlke; Morris; Prokosch; Keenan; Recknor; Lilliquist, ex officio; Heffron, ex officio; Frenette, ex officio; Frost, ex officio; Wenzel, ex officio.

**PUBLIC AFFAIRS COMMITTEE** — Simons, chair; Morris; Lund; Annexstad; Recknor; Schmidt; Lilliquist, ex officio; Heffron, ex officio; Leach, ex officio; Hammer, ex officio.

**RENTAL SERVICES COMMITTEE** — Keenan, chair; Roehlke; Morris; Lund; Prokosch; Simons; Lilliquist, ex officio; Heffron, ex officio; Frenette, ex officio; Sinclair, ex officio; Wenzel, ex officio.

**RULES AND PREMIUM LIST COMMITTEE** — Prokosch, chair; Roehlke; Annexstad; Simons; Recknor; Schmidt; Lilliquist, ex officio; Heffron, ex officio; Leach, ex officio; Pooch, ex officio.

It was moved by Mr. Recknor, seconded by Mr. Lund and carried that the following be appointed department coordinators and superintendents for 1992 (Aye-9; Nay-0):

**COMPETITIVE EXHIBITS DIVISION** (Prokosch) — Steve Pooch (director)

Assistant - Valori Vig  
**Bee Culture Department** (Recknor) - Winnie Johnson  
**Beef Cattle Department** (Schmidt) - Chuck Schwartau  
**Christmas Tree Department** (Recknor) - Greg Ustruck  
**Creative Activities Department** (Prokosch) - Evelyn Hagen  
**Crops Department** (Recknor) - Duane Smith  
**Dairy Cattle** (Schmidt) - Jim Linn  
**Dairy Department** (Recknor) - Cliff Markuson  
**Education Department** (Simons) - Jim Brown  
**Fine Arts Department** (Roehlke) - Pat Kennedy Crump  
**Flowers Department** (Recknor) - Martha Comes  
**4-H Department** (Schmidt) - Juanita Reed-Boniface  
**Fruits Department** (Recknor) - Louis Quast  
**FFA Department** (Lund) - Paul Day  
**Goats Department** (Annexstad) - Kevin LeVoor  
**Horse Department** (Morris) - Bob Peterson  
**Llama Department** (Prokosch) - Anne Heideaman  
**Meats Department** (Keenan) - Ed Butler  
**Milking Parlor** (Schmidt) - Doris Mold  
**Poultry Department** (Morris) - Harold Thomforde  
**Sheep Department** (Prokosch) - Bill Schulke  
**Swine Department** (Annexstad) - Jerry Hawton  
**Vegetables Department** (Recknor) - Curt Klint

**ENTERTAINMENT DIVISION** (Annexstad) — Karen Leach (director)

Free Entertainment - Renee Alexander  
 Grandstand Production - John Mons

**FINANCE DIVISION** (Morris) — Rick Frenette (director)

Payables/Payroll - Mike Kirch  
 Accounting - Marshall Jacobson  
 Receipts - Mary Pittelko  
 Box Office - Sue Lynskey  
 Ticket Audit Department (Lund) - Dick Reinhardt

Business Management Group — Bob Armstrong (supervisor)

**MEDIA, PUBLIC RELATIONS DIVISION** (Simons) — Jerry Hammer (director)

Assistant - Sue Ritt  
**Heritage Exhibits Department** (Schmidt) - Gale Frost  
**Legislative-Editorial** (Annexstad) -  
**Special Promotions** - Ken Giannini

**OPERATIONS DIVISION** (Roehlke) — Ken Wenzel (director)

Administrative Services Group — Mary Goiffon (supervisor)  
 Assistant - Jane Young  
 Assistant - Cheryl Huber  
 Guest Services -- Joan Casey  
**Care & Assistance Department** - Wally Wolff  
**Senior Citizen Department** (Recknor) - Marge Krueger

**Plant Management Group** -- Joe Fischler (supervisor)  
**Greenhouse Department** -- Bill Hermes  
**Plant Services Department** -- Dave Juettner

**Special Services Group** --  
**Admissions Department** (Roehlke) - Lyle Anderson  
**Forage Department** (Recknor) - Andrew Novicki  
**Parking Department** (Keenan) - Ron Vannelli  
**Public Safety Department** (Lund) - Art Blaley  
**Fire Marshal** - Frank Junghans  
**Sanitation Department** (Morris) - Scot Ribar  
**Youth Camp Department** (Lund) - Faye Corson

**PLANNING & EXTERNAL AFFAIRS DIVISION** (Lund) — Jim Frost (director)

**RENTAL SERVICES DIVISION** (Keenan) — Jim Sinclair (director)

Space Rental - Rochelle Rustad  
 Assistant - Gloria Kensler  
 Off-Season Events -- Judi Ohlhauser  
**Coliseum and Livestock Facilities** - Mark Goodrich  
**Midway Ticket Takers** -- Marty Rossini

## OPERATIONS COMMITTEE MEETING

Members present: Roehlke, chair; Morris; Prokosch; Annexstad; Recknor; Schmidt; Lilliquist, ex officio; Heffron, ex officio; Pooch, ex officio; Sinclair, ex officio; Wenzel, ex officio.

It was moved by Mr. Annexstad, seconded by Mr. Prokosch and carried that the following outside gate "all pay policy" be reaffirmed and extended through 1992: "Entry into the Minnesota State Fair shall be solely contingent upon the presentation and surrender of a valid ticket of admission." (Aye-5; Nay-0).

It was moved by Mr. Prokosch, seconded by Mr. Morris and carried to approve the following outside gate fee schedule for 1992: Child admission (5 through 12) - \$2.50; adult admission (13 through 64) - \$4; senior admission (65 and over) - \$2.50; vehicle parking (three or fewer passengers) - \$3; vehicle parking (four or more passengers) - free; adult discount admission (available in advance only) - \$3; child or senior discount admission (available in advance only) - \$2 (Aye-5; Nay-0).

Upon a motion by Mr. Annexstad, seconded by Mr. Morris and carried, secretary was authorized to implement a flexible Grandstand and Coliseum pricing schedule and seating configuration based on the cost of talent contracted for each show (Aye-5; Nay-0).

Committee meeting adjourned.

## PUBLIC AFFAIRS COMMITTEE MEETING

Members present: Simons, chair; Morris; Lund; Schmidt; Annexstad; Recknor; Lilliquist, ex officio; Heffron, ex officio; Leach, ex officio; Hammer, ex officio.

Proposed advertising and communications budgets for 1992 were introduced:

### MEDIA & PUBLIC RELATIONS BUDGET

	'91 actual	'92 budget		'91 actual	'92 budget
<b>Payroll:</b>					
Full time	100,902	107,000			
Summer staff	11,696	13,000			
Gophers	1,915	2,500			
Special exhibits	2,342	3,000			
Heritage exhibits labor	4,122	-----			
			120,977		125,500
<b>Printing:</b>					
Two newsletters	34,312	40,000			
Daily schedules	17,638	14,000			
Plate pages (1 in '91; 2 in '92)	839	2,000			
Ed-Leg materials	295	350			
Posters	2,032	3,000			
Maps	2,295	2,500			
Grandstand flyer	11,768	13,750			
Consignment posters	903	1,300			
Invitations	1,447	1,600			
Miscellaneous	2,204	2,500			
			73,733		81,000
Editors-Legislators caterer	7,793	7,500			
Office supplies & rentals	2,553	3,000			
Minnesota Newspaper Association fees	1,885	2,000			
Photography	8,041	8,500			
Promotional tickets	14,157	15,000			
Survey	7,500	6,000			
Happenings transfers	22,445	25,000			
<b>Other:</b>					
Infield tent & furniture	2,002	2,500			
Awards	3,155	3,500			
Media reimbursement	442	1,500			
Novelties	2,340	2,500			
Vehicle rental	1,313	1,500			
Special exhibits labor	4,730	5,000			
MTC promotion	5,095	2,000			
Sundries	9,136	8,000			
			28,213		26,500
			287,297		300,000
<b>ADVERTISING BUDGET</b>					
<b>Media:</b>					
Print	177,942	185,000			
Radio	89,158	85,000			
Television	128,603	128,000			
Outdoor	13,148	15,000			
Transit (bus sides)	17,941	19,000			
			426,792		432,000
<b>Production:</b>					
Print	35,864	36,000			
Radio	6,511	8,000			
Television	38,340	37,000			
Outdoor	4,649	4,000			

Transit	11,008	12,500	
Misc.(maps, badges, etc.)	10,326	10,500	
		106,698	108,000
County Fairs promotion:		-----	10,000
		533,490	550,000

Following discussion, advertising expenditures of \$550,000 and media/public relations expenditures of \$300,000 were approved for 1992 on a motion by Ms. Schmidt, seconded by Mr. Annexstad and carried (Aye-5; Nay-0).

Committee meeting adjourned.

## RULES & PREMIUM LIST COMMITTEE MEETING

Members present: Prokosch, chair; Roehlke; Simons; Schmidt; Annexstad; Recknor; Lilliquist, ex officio; Heffron, ex officio; Leach, ex officio; Pooch, ex officio.

Upon a motion by Mr. Simons, seconded by Ms. Roehlke and carried, authority was granted to the competitive exhibits director, in coordination with department superintendents, to make adjustments in rules, release dates or premium allocations for respective departments in accordance with guidelines established by the society's 1992 budget (Aye-5; Nay-0).

Committee meeting adjourned.

## FINANCE COMMITTEE MEETING

Members present: Morris, chair; Roehlke; Prokosch; Annexstad; Lund; Keenan; Lilliquist, ex officio; Heffron, ex officio; Frenette, ex officio; Frost, ex officio; Pooch, ex officio.

Secretary presented proposed operating, maintenance and improvement budgets for 1992, stating that the maintenance/improvement figures on the expense side of the general budget had been approved by the planning committee on Jan. 18, 1992.

After review and discussion, it was moved by Mr. Lund, seconded by Mr. Prokosch and carried that the 1992 operating, maintenance and improvement budgets be approved as presented (Aye-5; Nay-0).

### MINNESOTA STATE FAIR BUDGET SUMMARY 1-9-92 INCOME

	1991 BUDGET	1991 ACTUAL	1992 BUDGET
<b>TICKET SALES:</b>			
Coliseum	65,000	83,821	75,000
Grandstand	1,350,000	1,739,417	1,450,000
Outside Gate	4,875,000	4,943,804	4,875,000
Parking	250,000	484,838	400,000
Raft Ride	75,000	82,856	75,000
Trackless Train	28,000	30,202	28,000
	6,643,000	7,364,938	6,903,000
<b>DEPARTMENTAL:</b>			
Agriculture-Horticulture	1,000	450	1,000
Auto Race			1,500
Box Office	110,000	129,331	115,000
Campgrounds	47,500	60,313	52,000
Carnival	825,000	943,851	850,000
Cattle	10,000	20,039	20,000
Entertainment	13,000	15,018	13,000
Forage	35,000	14,061	15,000
FFA	3,000	3,104	3,000
Gift Shop	35,000	89,914	100,000
Goat	1,000	1,158	1,000
Horse	80,000	80,251	80,600
Llama	800	918	800
Poultry	2,000	2,051	2,000
Public Safety	7,500	6,463	6,000
Sheep	3,000	3,375	3,000
Space Rental	2,200,000	2,628,223	2,525,000
Swine	750	724	750
	3,374,550	3,999,244	3,789,050
<b>OTHER:</b>			
Interest	75,000	63,117	50,000
Miscellaneous	43,000	42,557	157,000
Off-Season Activity	975,000	1,124,666	1,050,000
Sale of Bulk Milk	14,000	10,860	12,000
Sale of Market Animals	90,000	52,223	75,000
Sale of Materials	3,000	3,339	3,000
Sponsorship & Grants	125,000	127,932	100,000
Telephone	75,000	37,785	40,000
	1,400,000	1,462,497	1,487,000
<b>TOTAL INCOME</b>	<b>11,417,550</b>	<b>12,826,661</b>	<b>12,179,050</b>

**MINNESOTA STATE FAIR  
BUDGET SUMMARY  
EXPENSE**

	1991 BUDGET	1991 ACTUAL	1992 BUDGET		1991 BUDGET	1991 ACTUAL	1992 BUDGET
<b>ADMINISTRATIVE:</b>				<b>Fruit</b>	1,750	1,429	1,750
Annual Meeting	4,000	2,977	6,000	FFA	36,000	34,891	37,000
Bad Debt	1,500	3,881	1,500	Goat	8,000	7,551	8,000
Board Honorarium	10,400	10,400	10,400	Horse	70,000	65,697	70,000
Bonds & Insurance	110,000	128,115	130,000	Llama	3,000	3,210	3,500
Computer	25,000	21,862	15,000	Poultry	11,000	10,578	11,000
Dues & Subscriptions	14,000	11,326	12,000	Sale of Bulk Milk	14,000	10,859	12,000
Legal Services	10,000	15,330	15,000	Sale of Market Animals	90,000	51,781	75,000
Legislative Audit	22,000	22,308	25,000	Sheep	23,000	23,015	23,000
Mailing Service	15,000	14,644	16,000	Swine	21,000	18,944	21,000
Medical Insurance	135,000	138,088	140,000	Talent Contest	6,000	5,935	6,000
Office Supplies	55,000	52,324	55,000	Vegetables	3,200	2,499	3,000
Planning					477,950	426,495	470,200
Postage	92,000	95,266	100,000	<b>OTHER:</b>			
Records & Archives	5,000	255	3,000	Architectural & Engineering	36,000	52,502	55,000
Retirement Fund	70,000	72,337	75,000	Fire & Police Service	95,000	85,992	95,000
Salaries	225,000	264,593	210,000	Fuel Oil Gasoline	35,000	29,938	35,000
Social Security	140,000	241,355	250,000	Institutional Tickets	60,000	62,675	62,000
Staff Training	5,000	3,227	5,000	Interest	140,000	55,731	120,000
Telephone	73,000	35,394	40,000	Miscellaneous	35,000	21,191	25,000
Travel Expense	45,000	53,374	55,000	Off-Season Activity	490,000	519,272	562,000
Unemployment Compensation	7,000	7,615	8,000	Property & Casualty Loss	2,500	315	
Workers Compensation	35,000	32,500	35,000	Property Tax	6,000	4,379	5,000
	1,098,900	1,227,171	1,296,900	Signs	18,000	23,209	20,000
				Utilities	160,000	151,260	160,000
				Veterinarian Service	31,000	30,195	33,000
				Water & Sewer	100,000	126,575	135,000
					1,208,500	1,163,234	1,307,000
<b>DEPARTMENTAL:</b>				<b>MAINTENANCE:</b>			
Admissions	120,000	122,571	120,000	Electric Plant	87,000	57,996	87,000
Advertising	530,000	533,490	550,000	Fence & Fixtures	15,000	11,579	21,000
Bee Culture	7,000	6,529	7,000	Gas System	1,000	2,132	1,000
Box Office	135,000	177,835	165,000	General	425,000	488,609	480,000
Campgrounds	20,000	28,402	30,000	Grading Sod Trees	28,000	25,188	30,000
Care & Assistance	2,500	2,415	2,500	Personal Property	162,000	156,594	210,000
Carnival	18,000	14,385	18,000	Set-Up & Take Down	460,000	504,165	500,000
Cattle	38,000	43,158	45,000	Sewer System	15,000	8,871	7,500
Christmas Tree	2,800	3,045	3,000	Storm Damage	5,000	250	
Competitive Exhibits	100,000	98,678	105,000	Streets & Sidewalks	24,000	27,866	41,000
Creative Activities	44,000	44,386	46,000	Structures	255,000	196,090	322,000
Dairy Products	1,500	921	1,200	Supplies	45,000	35,465	38,000
Education	23,000	18,962	22,000	Vehicles	108,000	96,075	120,000
Farm Crops	10,000	10,123	11,000	Watchmen	63,000	66,120	68,000
Finance	190,000	213,234	210,000	Water System	20,000	16,791	16,000
Fine Arts	23,000	21,770	23,000		1,713,000	1,693,791	1,941,500
Flower & Ag Shows	30,000	29,550	31,000	<b>DEPRECIATION:</b>			
Flowers	6,200	6,650	7,000	Electric Plant	50,000	62,461	62,000
Forage	35,000	12,548	15,000	Fence & Fixtures	15,000	13,759	14,000
4-H Club	120,000	125,362	130,000	Gas System	1,000	686	1,000
Free Entertainment	625,000	589,189	650,000	Land Improvement	8,000	7,842	8,000
Fruit	6,500	6,514	6,500	Personal Property	114,000	121,857	120,000
FFA	32,000	29,535	32,000	Sewer System	8,000	8,160	8,000
Gate Tickets	110,000	130,058	130,000	Streets & Sidewalks	28,000	26,446	26,000
Gift Shop	25,000	72,119	70,000	Structures	564,000	571,022	570,000
Goat	4,300	4,057	4,300	Water System	12,000	11,076	12,000
Grandstand-Concerts	1,350,000	1,610,025	1,350,000		800,000	823,309	821,000
Grandstand-Race			100,000	<b>TOTAL EXPENSE</b>	11,084,850	11,753,783	12,255,100
Greenhouse	118,000	125,933	125,000	<b>NET INCOME (LOSS)</b>	332,700	1,072,878	( 76,050)
Guest & Staff Services	160,000	174,220	170,000		1991	1991	1992
Heritage Exhibits	11,000	7,384	12,000	<b>BUDGET</b>		<b>ACTUAL</b>	<b>BUDGET</b>
Horse & Rodeo	125,000	124,410	125,000	CASH-Beginning of Year	1,813,030	1,813,030	3,110,995
Llama	3,000	2,349	3,000	ADD: Net Income	332,700	1,072,878	( 76,050)
Meats	5,000	4,615	5,000	Working Capital Change		237,014	
Media & Public Relations	280,000	287,297	300,000	Depreciation	800,000	823,309	821,000
Park & Ride	115,000	147,859	150,000	<b>CASH AVAILABLE</b>	2,945,730	3,946,231	3,855,945
Parking	105,000	115,551	110,000	<b>DEDUCT: Capital Expenditures</b>			
Poultry	11,000	11,837	12,000	Electric Plant	567,000	367,372	54,000
Public Safety	300,000	319,544	320,000	Fence & Fixtures	22,000	17,282	49,000
Rental Services	415,000	499,981	565,000	Gas System	1,000		1,000
Sanitation	455,000	575,147	565,000	Landscaping	3,000	2,079	1,000
Senior Citizen	28,000	23,234	25,000	Land Purchase	160,000	215,000	
Sheep	7,500	6,888	7,500	Personal Property	100,000	119,405	170,000
Swine	9,000	9,385	9,500	Sewer System	2,500	1,243	19,000
Ticket Audit	5,200	4,753	5,000	Streets & Sidewalks	12,000	13,136	19,000
Vegetable	5,000	4,907	5,000	Structures	1,175,000	1,114,624	845,000
Youth Camp	20,000	18,978	20,000	Water System	6,500	7,144	1,000
	5,786,500	6,419,783	6,418,500		2,049,000	1,857,285	1,159,000
<b>PREMIUM:</b>				<b>CHANGES: Debt Structure</b>			
Bee Culture	3,000	2,590	3,000	Equipment Leases	33,000	29,373	(20,000)
Cattle	76,000	82,863	85,000				
Christmas Tree	1,800	1,765	1,800				
Creative Activities	10,000	9,595	10,000				
Dairy Products	700	605	650				
Education	10,000	8,627	10,000				
Farm Crops	13,000	13,229	13,500				
Fine Arts	7,000	7,000	7,500				
Flowers	2,500	2,488	2,500				
4-H Club	67,000	61,344	65,000				

Contract for Deed - U of M Bank Notes - North Star Bank	(36,000)	(35,917)	(20,000)
Land	85,000	86,622	(89,000)
Visitor Center	575,000	596,976	(25,000)
Telephone Cabling	475,000	344,995	(58,000)
CASH-End Of Year	1,132,000	1,022,049	(212,000)
	2,028,730	3,110,995	2,484,945
Building Fund Balance	954,870	1,085,878	1,535,878
Cash Available-Operations	1,073,860	2,025,117	949,067
CASH-End Of Year	2,028,730	3,110,995	2,484,945

It was moved by Mr. Lund, seconded by Mr. Annexstad and carried that the secretary be authorized to release and transfer the sum of \$450,000 from the building fund for direct application to structure improvement projects (Aye-5; Nay-0).

Committee meeting adjourned.

After a short recess, the full board reconvened to conduct business.

Reports offered and action taken by the rental services, planning, operations, public affairs, rules and premium list and finance committees were accepted and approved upon a motion by Mr. Lund, seconded by Mr. Morris and carried (Aye-9; Nay-0).

It was moved by Mr. Prokosch, seconded by Mr. Recknor and carried that secretary be authorized to adjust staff salaries effective the pay period beginning Feb. 8, 1992 (Aye-9; Nay-0).

The following resolution was offered by Ms. Roehke, seconded by Mr. Annexstad and carried (Aye-9; Nay-0): It is hereby specified that society employees Joe Fischler and Bill Hermes be required to live on the State Fairgrounds for the convenience and to the benefit of the society with gratis rent, utilities and telephone. This resolution will be effective until January, 1993, and at that time, will be subject to reconsideration.

Ms. Leach reviewed the status of contract negotiations with acts and attractions for Grandstand, Bandshell, Coliseum and other entertainment areas. No action required.

Proposed one-year contract renewals, covering the services of MTS/Northwest Sound; Toltz, King, Duvall, Anderson (architect/engineer); McQuillan (plumbing); Kehne (electric); S&P Construction (carpentry); and Triemert (painting) were approved upon a motion by Ms. Schmidt, seconded by Mr. Lund and carried (Aye-9; Nay-0).

A report of the life member advisory committee, which met on Sunday, Jan. 19, was accepted on a motion by Mr. Recknor, seconded by Mr. Simons and carried (Aye-9; Nay-0).

Mr. Frost provided an update on negotiations with the University of Minnesota related to transitway access across the fairgrounds and indicated that the process was nearing completion. No action required.

It was moved by Mr. Simons, seconded by Mr. Annexstad and carried to accept with appreciation a resolution addressing the concerns of the Farm Bureau Federation, further, to support the response to that resolution offered by the secretary, and finally to instruct the secretary to investigate the matter thoroughly (Aye-9; Nay-0).

On a motion by Ms. Schmidt, seconded by Mr. Morris and carried, Employee Bulletin #2 was amended to allow conversion of a portion of employee's vacation to deferred compensation and Employee Bulletin #3 was amended to increase the employee meal allowance while in travel status (Aye-9; Nay-0).

Mr. Frost reviewed a series of offers and counter-offers under which the society could acquire a 140,000 square foot warehouse, located on 4.35 acres of property south of the fairgrounds on Como Avenue. After discussion, it was moved by Mr. Prokosch, seconded by Mr. Annexstad and carried that staff be authorized to continue negotiations with the real estate agent representing this property and to report back their findings (Aye-9; Nay-0).

Meeting adjourned.

## MINUTES IN VACATION

### January

17-20 - Elections were conducted and year-end reports submitted to society delegates assembled at the St. Paul Radisson Hotel. This annual meeting, traditionally held in conjunction with meetings of the Minnesota Federation of County Fairs and the Midwest Showmen's Association, was attended by participants from throughout the state.

21 - Staff members Frost, Wenzel, Fischler and Heffron, along with Tom Kirk and Warren Wunderlich of TKDA met with representatives of BRW (engineers) and Ray Jackson of the U of M to discuss busway details and review plans.

23 - Heffron met with Representative Jim Rice of Minneapolis to discuss legislative matters. Pooch met with Doug Jones, Ron Savage, Richard Kiewatt and Gene Schrader of the Minnesota Horse Breeders Association to discuss possible changes in the '92 draft horse show.

28 - Staff attended a Legislative Audit exit conference to review accounting and record-keeping recommendations.

30 - Hammer, Ritt, Giannini and Heffron met for lunch with the MR Bolin staff.

31 - Frost, Heffron and the University of Minnesota's Bob Erickson and Greg Brown met and signed busway agreements.

### February

6-9 - Sinclair, Frenette and Hammer met with representatives of Royal American Shows in Tampa, Florida, visited the Florida State Fair and attended the IISA trade show.

7 - Frost and Heffron attended a Suburban Chamber legislative preview at the Holiday Inn Shoreview.

10 - The executive committee approved the Jan. 31, 1992 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Dec. 31, 1991		\$ 95,991
Add: Jan. Cash Deposits	\$ 304,541	
Less: Payroll Ending Jan. 2	(69,732)	
Payroll Ending Jan. 15	(82,100)	
Payroll Ending Jan. 29	(72,186)	
Jan. Cash Disbursements	(129,376)	(48,853)

Cash Balance-Jan. 31, 1992	\$ 47,138
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#### MARKETABLE SECURITIES ACTIVITY:

Balance-Dec. 31, 1991		\$ 1,034,507
Add: Interest Earned	\$ 4,777	
Less: Service Charges	(239)	
Securities Cashied	(250,000)	(245,462)

Balance-Jan. 31, 1992	\$ 789,045
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#### BUILDING FUND ACTIVITY:

Balance-Dec. 31, 1991		\$ 1,093,069
Add: Interest Earned	\$ 4,630	
Less: Service Charges	(232)	4,398

Balance-Jan. 31, 1992	\$ 1,097,467
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#### CASH BALANCES FOR MONTH ENDING JANUARY 31:

	1991	1992
General Fund	\$ 25,463	\$ 47,138
Petty Cash	2,050	2,000
Marketable Securities	228,750	789,045
Building Fund	526,390	1,097,467
Total Cash Balances	\$ 782,653	\$ 1,935,650

12 - Armstrong and Frost attended a Midway Civic & Commerce Association area transportation seminar and luncheon meeting.

16-18 - Frost and Heffron attended the annual meeting of the Mid-West Fairs Association in Houston, Tex and visited the Houston Livestock Show.

19 - Frost met with IATSE business agent Dennis Alesandro.

21 - Sinclair met with representatives of the Minnesota Federation of County Fairs to discuss that group's co-hosting the 1993 IAFE Zone 4 Spring Conference.

24 - Frost met with Sen. Florian Chmielewski. Pooch attended the annual meeting of the Minnesota Purebred Dairy Cattle Association in Faribault.

26 - Hammer and Sinclair met with representatives of Encyclopaedia Britannica to discuss the presentation of a "Great Native American Leaders" exhibit at the '92 fair.

### March

2 - Frost attended and testified at a Minnesota Senate sub-committee hearing on a bill that would have allowed public school to open prior to Labor Day; the measure was defeated in committees.

4 - Frost and Wenzel met with Bob Barker and Teresa Robinson of the U of M Parking Department to discuss parking plans for the '92 fair.

5-8 - Fischler, Juettner and Wenzel attended an IAFE Maintenance Seminar in Oklahoma City.

9 - Heffron and Frost met with Lynn Anderson, who served as chief of staff for former Governor Rudy Perpich. A second meeting with Encyclopaedia Britannica to finalize the Great Native American Leaders exhibit was attended by Giannini, Hammer and Sinclair. Executive committee approved the Feb. 29, 1992 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Jan. 31, 1992		\$ 47,138
Add: Feb. Cash Deposits	\$ 274,127	
Less: Payroll Ending Feb. 12	(82,666)	
Payroll Ending Feb. 26	(73,755)	
Feb. Cash Disbursements	(96,441)	21,265

Cash Balance-Feb. 29, 1992	\$ 68,403
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**MARKETABLE SECURITIES ACTIVITY:**

Balance-Jan. 31, 1992		\$ 789,045
Add: Interest Earned	\$ 3,643	
Less: Service Charges	(198)	
Securities Cashed	(200,000)	(196,555)
Balance-Feb. 29, 1992		\$ 592,490

**BUILDING FUND ACTIVITY:**

Balance-Jan. 31, 1992		\$ 1,097,467
Add: Interest Earned	\$ 4,268	
Less: Service Charges	(232)	4,036
Balance-Feb. 29, 1992		\$ 1,101,503

**CASH BALANCES FOR MONTH ENDING FEBRUARY 29:**

	1991	1992
General Fund	\$ 45,152	\$ 68,403
Petty Cash	2,050	2,500
Marketable Securities	78,750	592,490
Building Fund	526,279	1,101,503
Total Cash Balances	\$ 652,231	\$ 1,764,896

10 - Wenzel, Goiffon, Casey and Heffron met with Julie Quarve-Peterson and Sue Mazloff to plan an update survey on fairgrounds handicapped facilities.

11 - Heffron met with Kent Harbinson to discuss legal matters.

12 - Frost met with representatives of the American Federation of Musicians Union Local 30-73. Hammer made a presentation on recycling at the U of M fair managers short course in Hinckley.

13-15 - The Minnesota Deer Classic show was staged in the Coliseum.

16 - George Trussell, an employee in the fair's storeroom since 1978, died unexpectedly.

17-18 - Staff attended training sessions on "Preventing Sexual Harrassment" presented by the State Department of Employee Relations.

19 - Frost met with Jim Berg, Minnesota Department of Labor & Industry to discuss amusement ride legislation and the fair's space tower maintenance program. Frost and Heffron attended and Heffron testified at a State Executive Council meeting on behalf of society real estate transactions, which transactions were approved. Birney Wilkins, former president and life member of the society passed away quietly at his home in Brainerd.

20 - Frost and Heffron, along with board members Schmidt and Simons, joined with members of the County Fair Federation and Midwest Showmen's Club at a meeting in St. Cloud to make plans for the joint convention in January, 1993.

21-22 - The Minnesota Weapon Collectors show was held in the Coliseum.

26 - Frost met with Rep. Tom Osthoff and staff persons with several other representatives to discuss opposition to certain pending legislation which would adversely impact the society.

27 - Frost, Sen. Chmielewski and Rep. Wayne Simoneau met.

28-29 - A Minnesota Ceramics show was staged in the Coliseum.

31 - Hammer spoke to a meeting of the Midway Kiwanis Club.

**April**

1 - Frost attended a meeting of the state government division of the House appropriations committee and met with Rep. Leo Reding. Giannini, Hammer and Wenzel met with MTC representatives to discuss express weekend bus service during the '92 State Fair.

1-3 - Staff members Leach, Sinclair, Alexander, Riitt, Jacobson, Rustad, Frenette, and Goiffon, along with board members Schmidt, Simons, Roehlke, Annexstad, Morris and Prokosch attended the IAFE Zone 4 spring meeting in Green Bay, Wis.

2 - Frost met with Rep. Rice and Osthoff and Sen. Chmielewski.

3 - Hammer met with representatives of Miller Brewing to discuss details of auto race sponsorship.

4 - A concrete and masonry seminar was presented in the Coliseum.

9 - Frost attended a House appropriation committee meeting and met with an aide to Sen. Gene Waldorf.

9-10 - Heffron attended a special committee meeting to analyze the California fair system, held at the Department of Agriculture offices in Sacramento.

9-13 - Now Sports held a bicycle sale in the Education Building.

10 - Executive Committee approved the March 31, 1992 cash transaction summary as follows:

**GENERAL FUND ACTIVITY:**

Cash Balance-Feb. 29, 1992		\$ 68,403
Add: Mar. Cash Deposits	\$ 490,327	
Less: Payroll Ending Mar. 11	(97,165)	
Payroll Ending Mar. 25	(86,755)	
Mar. Cash Disbursements	(295,555)	(10,852)
Cash Balance-Mar. 31, 1992		\$ 79,255

**MARKETABLE SECURITIES ACTIVITY:**

Balance-Feb. 29, 1992		\$ 592,490
Add: Interest Earned	\$ 2,458	
Less: Service Charges	(141)	
Securities Cashed	(350,000)	(347,683)
Balance-Mar. 31, 1992		\$ 244,807

**BUILDING FUND ACTIVITY:**

Balance-Feb. 29, 1992		\$ 1,101,503
Add: Interest Earned	\$ 3,795	
Less: Service Charges	(218)	3,577
Balance-Mar. 31, 1992		\$ 1,105,080

**CASH BALANCES FOR MONTH ENDING MARCH 31:**

	1991	1992
General Fund	\$ 37,836	\$ 79,255
Petty Cash	500	500
Marketable Securities	4,599	244,807
Building Fund	378,901	1,105,080
Total Cash Balances	\$ 421,836	\$ 1,429,642

10-11 - The Gopher State Car Show was staged in the Coliseum.

13 - Hammer and Sinclair met with representatives of the St. Paul Pioneer Press to discuss their fair exhibit.

14 - Heffron met with Public Safety Commissioner Tom Frost to discuss issues related to law enforcement at the fair. Heffron met with Rod Markin of Markin and Associates to review long-range planning procedures.

15-16 - St. Paul Police held training exercises on the south side of the fairgrounds.

16 - Payless-Cashway (Knox) held a building materials show for its dealers in the Education Building.

17-18 - An antique show and flea market was presented in the Grandstand (exhibit area), East Room and Infield.

20 - Leach and Frost met with Jim Libby and Patti Hill, Minnesota Veterinary Medicine Assn, to finalize plans for a small animal surgery suite to be located in the Pet Center. Wenzel and Sinclair met with Skip Johnson to discuss his proposed acquisition of the river raft ride.

21 - Heffron met with Representative Jim Rice of Minneapolis to discuss legislative matters. Hammer, Leach and Sinclair met with representatives of Proex photo to discuss their presentation of a large-scale sand castle at the '92 fair.

22-23 - Minnesota Department of Natural Resources distributed tree seedlings at the DNR Bldg.

23-26 - A computer sale was held in the Education Bldg.

24-27 - Hammer, Sinclair, Frenette, Wenzel and Heffron attended the IAFE spring management conference in Seattle, Washington and the Western Washington (Spring) Fair in Puyallup. While in the area, Heffron visited the Pacific National Exhibition and the World's Fair site in Vancouver, BC.

25 - Blocks 8 & 9 (on the north end of the fairgrounds) were used by the City of Roseville for a spring cleanup deposit site.

25-26 - The Minnesota Horse Expo was held in the Coliseum and Poultry Building.

28 - Sinclair, Rustad and Juettner met with representatives of Supercycle Company to discuss cup recycling at special events on the fairgrounds.

29 - The Ramsey County Sheriff's Department held a training exercise on Machinery Hill.

30 - An evangelical garage sale was presented in the Crossroads Chapel.

30-4 - United Camping show was staged in the Education Building.

**May**

1 - A space rental review meeting was held in the Administration Building. (See minutes which follow.)

1-3 - Sahara Sands horse show was held in the Coliseum; midwest pet show was staged in the Grandstand and East Room; the spring sportacular baseball card show was conducted in Merchandise Mart.

3 - Northland antique toy show was staged in Empire Commons.

4 - Sinclair met with representatives of the midwest region, Antique Automobile Club of America to discuss their exhibit at the fair. Sinclair met with Mr. Shawn Jones to discuss use of Coliseum ice facilities by a new Colonial Hockey League team forming in St. Paul.

6 - Bicycle races were run on Machinery Hill. Frost and Warren Wunderlich met with State Fire Marshal Tom Brace and his assistant Al Rupp to discuss a survey of the fairgrounds to be conducted in the fall by the Fire Marshal's office. The Executive Committee approved the April 30, 1992 cash transaction summary as follow:

#### GENERAL FUND ACTIVITY:

Cash Balance-Mar. 31, 1992		\$ 79,255	
Add: Apr. Cash Deposits	\$ 759,242		
Less: Payroll Ending Apr. 8	(88,200)		
Payroll Ending Apr. 22	(83,943)		
Apr. Cash Disbursements	(398,091)	189,008	
Cash Balance-Apr. 30, 1992		\$ 268,263	

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Mar. 31, 1992		\$ 244,807	
Add: Interest Earned	\$ 1,482		
Less: Service Charges	(86)		
Securities Cashed	(240,000)	(238,604)	
Balance-Apr. 30, 1992		\$ 6,203	

#### BUILDING FUND ACTIVITY:

Balance-Mar. 31, 1992		\$ 1,105,080	
Add: Interest Earned	\$ 4,029		
Less: Service Charges	(234)	3,795	
Balance-Apr. 30, 1992		\$ 1,108,875	

#### CASH BALANCES FOR MONTH ENDING APRIL 30:

	1991	1992
General Fund	\$ 261,225	\$ 268,263
Petty Cash	500	2,500
Marketable Securities	4,817	6,203
Building Fund	531,469	1,108,875
Total Cash Balances	\$ 798,011	\$ 1,385,841

8 - Hammer met with representatives of Anheuser Busch to discuss sponsorship options for the '92 State Fair.

8-11 - Audio Tech conducted an electronics sale in Empire Commons.

9 - A model railroad sale was held in the Education Building. St. Paul Police conducted a driver training course on the race track.

11 - Giannini met with Chippewa Tribal Historian Larry Aiken at Cass Lake to discuss the '92 State Fair's American Heritage Exhibit. Lakewood Community College held a bicycle practice on Machinery Hill.

13 - State Fair sponsored a Midway Civic & Commerce Club luncheon. The event was attended by Hammer (who also presented the program), Leach, Frenette, Armstrong, Sinclair and Heffron.

14 - Heffron met with Norb Anderson and (his attorney) Bruce Odlag to discuss the future termination of Anderson's golf range lease.

15 - A forensic identification workshop was conducted by the Bureau of Criminal Apprehension at the Coliseum arch. Frost attended a meeting at the Mall of America called by the St. Paul Convention & Visitors Bureau to consider and discuss a plan for involvement of several St. Paul institutions and venues at the mall.

15-17 - A country folk art show was presented in the Grandstand; a sewing machine sale was held in the Sentinel Building.

18 - Frenette attended a seminar at the Bloomington Marriot Hotel on development of payroll plans.

20 - Bicycle races were run on Machinery Hill.

21 - Sinclair and Frenette visited Rochester, Minnesota to inspect hotel properties for the 1993 IAFE Zone 4 spring conference.

26 - Frenette met with Jim Faust of North Star Bank to review 1992 banking procedures.

26-30 - A reining horse show was presented in the Coliseum.

28-31 - An outdoor and casual furniture sale was held in the Merchandise Mart.

31 - A General Motors car show was presented in the infield.

#### June

1-5 - A state vehicle inspection was conducted on the carnival lot.

3 - Bicycle races were run on Machinery Hill.

4 - Sinclair and Rustad discussed with John Peck, Brede, Inc. decorating services to be provided at the '93 fair.

5 - Pooch attended the World Pork Expo and an IAFE agriculture committee meeting in Des Moines, Iowa. The Executive Committee approved the May 31, 1992 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Apr. 30, 1992		\$ 268,263	
Add: May Cash Deposits	\$ 415,576		
Less: Payroll Ending May 6	(97,263)		
Payroll Ending May 20	(87,247)		
May Cash Disbursements	(424,700)	(193,634)	
Cash Balance-May 31, 1992		\$ 74,629	

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Apr. 30, 1992		\$ 6,203	
Add: Interest Earned	\$ 338		
Securities Purchased	150,000		
Less: Service Charges	(20)	150,318	
Balance-May 31, 1992		\$ 156,521	

#### BUILDING FUND ACTIVITY:

Balance-Apr. 30, 1992		\$ 1,108,875	
Add: Interest Earned	\$ 3,798		
Less: Service Charges	(227)	3,571	
Balance-May 31, 1992		\$ 1,112,446	

#### CASH BALANCES FOR MONTH ENDING MAY 31:

	1991	1992
General Fund	\$ 32,437	\$ 74,629
Petty Cash	4,500	2,500
Marketable Securities	4,840	156,521
Building Fund	533,102	1,112,446
Total Cash Balances	\$ 574,879	\$ 1,346,096

5-8 - Frost attended the International Association of Entertainment Buyers meeting in Nashville, Tennessee.

8 - A press conference was held in the Bandshell area to announce a polystyrene recycling program in St. Paul and Minneapolis. David Douds, long-time talent agent with the William Morris Agency and head of the agency's fair department, died in Los Angeles after a short illness.

9-14 - The Minnesota Arabian horse show was staged in the Coliseum.

10 - Bicycle races were run on Machinery Hill.

11 - Sinclair met with representatives of the Minnesota Propane Gas Association regarding their fair exhibit. Hammer met with representatives of the Pepsi Cola Company to discuss sponsorship opportunities for the '92 State Fair.

12 - The Grandstand entertainment schedule was announced to the public through media outlets and through the mail.

12-14 - A gem & mineral show was presented in the Education Building.

13-14 - An antique show and flea market was staged in the Grandstand, East Room and Infield.

15 - Mark Birk joined the staff as special events superintendent, replacing Judi Ohlhauser who left the fair in May.

15 - Frost met with representatives of the Como Community Council (district 10), Sholom Home and Lyngblomsten Care Center regarding use of the fairgrounds by the two homes for their employees' parking.

15-17 - 4-H junior leadership conference was held in the 4-H Building.

16 - Heffron met with Representative Steve Sviggum of Kenyon to discuss legislative issues affecting the fair.

#### SPACE RENTAL COMMITTEE MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds  
Friday, May 1, 1992 - 9:30 A.M.

Members present: Keenan, chairman; Lund; Roehlke; Simons; Prokosch; Morris; Lilliquist, ex officio; Heffron, ex officio; Sinclair, ex officio; Frenette, ex officio; Wenzel, ex officio.

Also present: Rustad and Frost.

Mr. Joseph Barrett appeared on behalf of appellant Matthew G. O'Brien, (his neighbor) d.b.a. Family Concessions. Sinclair reviewed the basis for staff action denying Mr. O'Brien's application for space at the 1992 State Fair to sell non-alcoholic beer, soda pop and snacks . . . existence of concessions at the fair offering like products and concerns related to proper management of a product so closely associated with 3.beer. Mr. Barrett indicated that Mr. O'Brien had operated concessions at smaller events, but never a fair, and was flexible with respect to a space configuration he might find acceptable. On a motion by Mr. Lund, seconded by Mr. Simons and carried, the denial of Mr. O'Brien's application for space was affirmed for the reasons specified, as well as board posture with respect to proper management of non-alcoholic malt products (Aye-5; Nay-0).

Sinclair reviewed the basis for staff denial of the concession application submitted by Ms. Helen Dingle, d.b.a. Fresh Curly Fries, which included the presence of existing concessions at the fair selling similar products and the fact that the rental services office had received earlier dated applications requesting the opportunity to present like products. Ms. Dingle stressed her perception of the differences between her product and those presently available; i.e. their seasoned/spicy flavor, unique shape and condiments served with same. Based on the existence of like products at the fair and the presence of earlier dated applications, it was moved by Mr. Simons, seconded by Mr. Lund and carried that Ms. Dingle's request for space be denied (Aye-5; Nay-0).

Messrs. Thomas H. Smullen and John Schwegel appeared before the committee to request review of the application for space they submitted for Twinsports, Inc. They indicated that Twinsports participated in 11 events in 1991, including county fairs and promotions with the Minnesota Twins baseball club, and offered the only game of its kind in the state. Mr. Sinclair indicated that the staff discussion to deny the subject application was predicated on lack of available space of proper size. Staff action with respect to the Twinsports submission was supported on a motion by Mr. Prokosch, seconded by Mr. Lund and carried, but staff was encouraged to continue seeking appropriate space for placement of the subject game concession (Aye-5; Nay-0).

The application for concession space submitted by Darrell and Gloria Lake, for the sale of Cajun curly fries and hot chips, was presented for review by Sinclair, who indicated that the reason for staff denial of this application was, existence of other concessions at the fair offering the same or similar products and the presence in rental services office files of earlier dated applications requesting the opportunity to present the same product. Mrs. Lake emphasized the difference she sensed between her product and those offered by others . . . its Cajun spice/flavor. For the reasons indicated, staff action with respect to this application was affirmed on a motion by Mr. Prokosch, seconded by Mr. Simons and carried (Aye-5; Nay-0).

Review of cause for denial of the concession application submitted by Ms. Betsy Medley/Medley's Concessions was provided by Sinclair (earlier dated applications for presentation of like curly fry potato products), along with a brief explanation by Mr. Heffron of the fair's posture with respect to its desire to provide fair visitors with exposure to a wide variety of products and services. Ms. Medley indicated that she had been applying to present the subject product for 11 years, which she assumed should "count" for something. In response, she was provided with an explanation of why space requests are not carried over from one year to the next and why everyone must apply, or reapply, for space each year. On a motion by Mr. Lund, seconded by Mrs. Roehlke and carried, the decision to deny Ms. Medley's application for space was upheld for the reason cited (Aye-5; Nay-0).

Staff action with respect to the space application submitted by Chimera/Wilkinson Enterprises was supported based on existence of concessions offering similar products at the fair. Moved by Mr. Simons, seconded by Mr. Lund and carried (Aye-5; Nay-0).

On a motion by Mr. Prokosch, seconded by Mr. Morris and carried, denial by staff of the application submitted by Stiffler Enterprises was supported on the basis that the fair already had a concession offering a generically similar product (Aye-5; Nay-0).

Meeting adjourned on a motion by Mr. Lund, seconded by Mr. Prokosch and carried (Aye-5; Nay-0).

## SPACE RENTAL COMMITTEE MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds  
Wednesday, June 17, 1992 - 9:00 a.m.

Members present: Keenan, chairman; Lund; Roehlke; Morris; Prokosch; Simons; Lilliquist, ex officio; Heffron, ex officio; Frenette, ex officio; Sinclair, ex officio; Wenzel, ex officio.

Also present: Annexstad, Schmidt and Recknor.

Sinclair reviewed the 1992 concession application submitted by Advance Machinery Imports, Inc., circulated a catalog of their woodworking products and explained the reason staff had been unable to accommodate the subject application. Mr. Charles Hanney appeared before the committee, advised that he could set up promptly if a last minute change in status occurred before the fair and reviewed the many shows in which Advance Machinery Imports participates. It was moved by Mr. Prokosch, seconded by Mr. Simons and carried that the staff decision with respect to the matter be supported (Aye-5; Nay-0).

Mr. Dale Dickey appeared requesting review of the staff decision with respect to the application he submitted on behalf of International Beauty Laboratories, Inc. Sinclair indicated that the number of concessions offering health, beauty aid and skin care products, along with the number of earlier dated applications received for presentation of such products led to the decision that there was insufficient space to accommodate further such displays. He added that the ultra-violet protective properties of the subject products were worthy of note. Mr. Dickey indicated that the primary thrust of International Beauty Laboratories' display would be for the purpose of educating the public about need for protection from the sun's ultra-violet rays. The committee indicated that the products presented were of interest and merited consideration, but lack of space precluded further presentation of such products at the '92 fair. Moved by Mr. Simons, seconded by Mr. Prokosch and carried (Aye-5; Nay-0).

Sinclair presented correspondence from Mr. Jim Steichen, submitted in response to board action taken November 5, 1990 prohibiting the sale of cigarette/tobacco products on the State Fairgrounds. Mr. Steichen requested that he be allowed to continue sale of such products from his grocery store concession in the Commissary Building. Mr. Steichen further indicated that a large portion of his sales of such products were not to the public and were a service to those spending extended periods of time working at the fair. The earlier board action was supported on a motion by Mr. Prokosch, seconded by Mrs. Roehlke and carried (Aye-4; Nay-1).

The committee reviewed the concession application of Ms. Micky Cook and the earlier staff determination that insufficient space was available to accommodate her request. Ms. Cook disputed the comparison of her products to others at the fair, indicated that she firmly believed in the concept of her proposed presentation and, while without experience as a concessionaire, expressed the opinion that her other life experiences qualified her for such an undertaking. Mr. Prokosch encouraged Ms. Cook to develop her operation, get some experience and apply for the 1993 fair. It was moved by Mr. Morris, seconded by Mr. Prokosch and carried that the staff determination with respect to Ms. Cook's application be supported (Aye-5; Nay-0).

On a motion by Mr. Simons, seconded by Mrs. Roehlke and carried, the interest of Joseph Markovich in the haunted house attraction located on the State Fairgrounds was transferred to Mr. Gary E. Markovich (Aye-5; Nay-0).

It was moved by Mr. Lund, seconded by Mr. Morris and carried that the television and radio broadcast facilities of Midwest Communications, Inc. (WCCO) located on the State Fairgrounds be approved for transfer to CBS, Inc. (Aye-5; Nay-0).

Sinclair indicated that discussions and negotiations had been undertaken with a prospective buyer of the river raft ride and that staff should be in a position to present final documentation at the next board meeting. On a motion by Mr. Simons, seconded by Mr. Prokosch and carried, staff was directed to move ahead with such discussion and negotiations for operation and sale of the attraction for the 1992 fair (Aye-5; Nay-0).

A report on response to "Fair Deal" promotional programs for the 1992 fair was presented by Sinclair.

On a motion by Mr. Prokosch, seconded by Mr. Simons and carried, the meeting was adjourned.

## MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds  
Wednesday, June 17, 1992 - 10 a.m.

Members present: Willis Lilliquist, president; Don Simons; Eileen Roehlke; Howard Recknor; Bert Lund; Martin Annexstad; Vern Prokosch; Clarice Schmidt; Rich Keenan; Howard Morris; Mike Heffron, secretary.

Also present: Jerry Hammer; Steve Pooch; Karen Leach; Rick Frenette; Ken Wenzel; Jim Frost; Jim Sinclair.

Meeting called to order by president Lilliquist at 10:35 a.m.

Upon a motion by Mr. Morris, seconded by Mr. Annexstad and carried, minutes of the January 20, 1992 board meeting, previously mailed to the members, were approved (Aye-9; Nay-0).

Society minutes in vacation, covering the period January 17 through June 16, 1992, and the administrative action noted therein, were approved on a motion by Mr. Prokosch, seconded by Mr. Simons and carried. This motion included approval of space rental committee action taken May 1 (Aye-9; Nay-0).

Secretary presented the May 31 financial statement as follows:

### GENERAL FUND ACTIVITY:

Cash Balance-Apr. 30, 1992		\$ 268,263
Add: May Cash Deposits	\$ 415,576	
Less: Payroll Ending May 6	(97,263)	
Payroll Ending May 20	(87,247)	
May Cash Disbursements	(424,700)	(193,634)

Cash Balance-May 31, 1992		\$ 74,629
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### MARKETABLE SECURITIES ACTIVITY:

Balance-Apr. 30, 1992		\$ 6,203
Add: Interest Earned	\$ 338	
Securities Purchased	150,000	
Less: Service Charges	(20)	150,318

Balance-May 31, 1992		\$ 156,521
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### BUILDING FUND ACTIVITY:

Balance-Apr. 30, 1992		\$ 1,108,875
Add: Interest Earned	\$ 3,798	
Less: Service Charges	(227)	3,571

Balance-May 31, 1992		\$ 1,112,446
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**CASH BALANCES FOR MONTH ENDING MAY 31:**

	1991	1992
General Fund	\$ 32,437	\$ 74,629
Petty Cash	4,500	2,500
Marketable Securities	4,840	156,521
Building Fund	533,102	1,112,446
<b>Total Cash Balances</b>	<b>\$ 574,879</b>	<b>\$ 1,346,096</b>

After review of the statement, it was moved by Mr. Lund, seconded by Ms. Schmidt and carried that the financial statement of May 31, 1992 be approved (Aye-9; Nay-0).

Approval of action taken earlier in the day (June 17) by the space rental committee was moved by Mr. Keenan, seconded by Mr. Lund and carried (Aye-9; Nay-0).

Upon a motion by Mr. Simons, seconded by Mr. Annexstad and carried, fair-period luncheon invitations were approved for the following groups: The board of the Minnesota Federation of County Fairs, Saturday, Aug. 29; State Fair Hall of Fame and life members, Sunday, Aug. 30; Minnesota Livestock Breeders Association board breakfast, Thursday, Sept. 3; and the executive committee(s) of the Retail Farm Equipment Association and the Northwest Farm Equipment Association, Friday, Sept. 4. Also approved were invitations to the picnic supper for media, political and business representatives, Thursday, Sept. 3 (Aye-9; Nay-0).

Secretary explained an early retirement incentive program, passed by the legislature during its last session, which would allow certain, senior employees to retire early with hospital-medical coverage paid by the fair until the employee reaches age 65. The window of opportunity for this program is limited to the period July 1 through September 30, 1992 (only). It was moved by Mr. Lund, seconded by Mr. Keenan and carried that the program be adopted for Society employees (Aye-Roehlke, Lund, Annexstad, Schmidt, Keenan, Morris; Nay-Simons, Prokosch, Recknor).

Mr. Sinclair presented three winter storage damage claims for board consideration. It was moved by Mr. Lund, seconded by Mr. Annexstad and carried that the claims submitted on behalf of Richard Saxe (\$289.95) and Douglas Larson (\$28.74) be approved and that the claim of Sheldon Fardig (estimate not made) be denied (Aye-9; Nay-0).

Mr. Pooch made a progress report on the 4-H Building access project which includes the installation of an elevator in the facility along with a number of other changes designed to improve handicapped access. Bids were received for the work within the original \$200,000 budget, one-half of which will be paid by the 4-H Foundation. As of this date, the project is progressing on a timely basis. Report only; no action required.

Departmental payroll schedules for 1992, as prepared by superintendents under budgetary guidelines and confirmed by appropriate supervisors, were presented and approved on a motion by Ms. Schmidt, seconded by Mr. Prokosch and carried (Aye-9; Nay-0).

Mr. Frenette offered background on a dispute between the fair and the Internal Revenue Service over a clerical error in the employer tax deposit of September 11, 1991. Discovered and corrected by the fair itself, the error, nevertheless, precipitated an IRS penalty assessment of \$26,868.53. An abatement request has been filed. Report only; no action required. (Subsequent to this meeting, the IRS returned the penalty amount in full with interest.)

Mr. Hammer updated the board on the fair's 1992 sponsorship program indicating that (to date) \$130,000 had been committed by nine cash-sponsors. (See report.) Negotiations continue with several other interested firms. A second, larger group of companies and organizations were also committed to the fair as promotional sponsors. Report only; no action required.

Sponsorship Program 1992 Minnesota State Fair		
Attraction	Sponsor	Fee
Bandshell	Miller Genuine Draft	\$ 35,000
Bazaar	Leinenkugel's	15,000
Children's Theater	Kraft Handisnacks	7,000
Daily Schedule	Gedney	6,000
Editors-Legislators Picnic	Various producers associations	2,000
Milk Run	American Dairy Association	3,000
Pro Earth Exhibits	Metropolitan Council	30,000
Senior Welcome Center	Medica	7,000
Stock Car Race	Miller Genuine Draft	25,000
		<b>\$ 130,000</b>

**Non-cash sponsorships**

**Cup Recycling** — Coca Cola will provide additional barrels for cup collection. (Last year, Coke gave the fair over 1,300 barrels.)

Amoco will once again assist with on-grounds recycling information.

**Great Native American Leaders** — Encyclopaedia Britannica will provide gratis use of their million-dollar traveling museum of American Indian leaders. The display will be the centerpiece of American Heritage Exhibits.

**Grocery Bags** — Cub Foods will include State Fair information on 500,000 bags, distributed in the Twin Cities.

**Milk Cartons** — Schroeder Dairy will include State Fair information on 1.2 million milk cartons, distributed in the southern half of Minnesota.

**Milk Run** — WCCO Radio will provide promotion.

**Pro Earth Exhibits** — In addition to the cash sponsorship provided through the Met Council, other organizations will be instrumental in presenting the exhibit — principally, the Minnesota Office of Waste Management.

**Sand Castle** — Proex Photo will finance construction of a giant three-story sand castle, which will be a major attraction at the '92 fair. Proex estimates total cost of the project will be between \$200,000 and \$250,000.

**Transit Promotion** — Metropolitan Transit Commission will promote regular route bus service to the fair, as well as express bus service from six Twin Cities shopping centers. (The latter part is in presently in the planning stage.)

In addition to the above, discussions continue with a variety of potential sponsors, sponsor agencies and promotional partners.

Business and staff memberships in the following organizations were approved on a motion by Mr. Prokosch, seconded by Ms. Roehlke and carried (Aye-9; Nay-0):

ORGANIZATION	AMOUNT
American Dairy Goat Association	116.00
American Horse Shows Association	50.00
American Horse Shows Association (Dues)	600.00
American Horse Shows Saddle Seat Class	65.00
American Miniature Horse Association	25.00
American Paint Horse Association	10.00
American Quarter Horse Association	25.00
Appaloosa Horse Club	20.00
Better Business Bureau	185.00
Box Office Management International	160.00
Canadian Association of Expositions	125.00
Citizens League	35.00
Country Music Association	100.00
Executive Women International	216.00
Greater Minneapolis Chamber of Commerce	345.00
International Arabian Horse Association	75.00
International Association of Amusements Parks & Attractions	175.00
International Association of Fairs & Expositions	750.00
International Entertainment Buyers Association	100.00
Mid-West Fairs Association	150.00
Midway Civic and Commerce Association	200.00
Minnesota Chiefs of Police	50.00
Minnesota Employees Recreation & Services Council	195.00
Minnesota Entertainment Alliance	50.00
Minnesota Federation of County Fairs	50.00
Minnesota Festivals and Events Association	100.00
Minnesota Hunter and Jumper Association	50.00
Minnesota Ice Arena Managers Association	75.00
Minnesota Quarter Horse Association	15.00
Minnesota Safety Council	95.00
Minnesota Society of Association Executives	125.00
MN Chapter National Institute of Government Purchasing	50.00
National Assn of Amusement Ride Safety Officials	30.00
National Association of Business & Educational Radio	150.00
Outdoor Amusement Business Association	20.00
Recycling Association of Minnesota	65.00
Rocky Mountain Association of Fairs	250.00
Roseville Rotary Club	230.00
St. Paul Area Chamber of Commerce	460.00
St. Paul Convention Bureau	325.00
St. Paul Winter Carnival	142.00
State of Minnesota Cooperative Purchasing Venture	350.00
Suburban Area Chamber of Commerce	450.00
Tri-State Horsemen's Association	50.00
Twin City Purchasing Management Association	155.00
US Chamber of Commerce	200.00
Western Fairs Association	750.00
White Bear Lake Chamber of Commerce	150.00
<b>***Total***</b>	<b>8159.00</b>

Secretary recommended the following rule change after which adoption was moved by Mr. Lund, seconded by Mr. Keenan and carried (Aye-9; Nay-0):

**S.F. 1.16-Acceptances of gift**

No manager, officer or employee of the State Fair shall personally accept from a person or company that does business with the State Fair, any gift, gratuity, cash, merchandise or thing of value. This prohibition shall extend to the acceptance of food or beverage at less than full retail price from a concessionaire during the period of the annual fair.

Grandstand, Coliseum, free stage and other fair-period entertainment contracts were reviewed by Ms. Leach and approved on a motion by Mr. Prokosch, seconded by Ms. Roehlke and carried (Aye-9; Nay-0). Following is a breakdown of contracts and terms:

CONTRACTOR	DATES	TERMS	VENUE
Southern Thunder Sound, Inc. (Sound)	8/26-9/6	\$18,000	Grandstand
Southern Thunder Sound, Inc. (Lights)	8/26-9/6	\$18,150	Grandstand

Southern Thunder Sound, Inc. (Race PA)	9/7	\$1,000	Grandstand	Jumbo Ya Ya/Daniel Newton	8/27-8/30	\$3,400	Baldwin
Americana Fireworks Display	8/27-9/7	\$32,000	Grandstand	The Bone Tones	8/27-8/30	\$4,000	Baldwin
Video West	8/27-9/7	\$36,630	Grandstand	George Maurer Quartet	8/27-8/30	\$3,200	Baldwin
Blue Rose, Inc. f/s/o Garth Brooks	8/27	\$50,000 plus \$10,000 production vs. 85% gross ticket sales	Grandstand	Prudence Johnson	8/31-9/3	\$4,000	Baldwin
Martina McBride	8/27	\$2,500	Grandstand	Peter Ostroushko	8/31-9/3	\$6,500	Baldwin
Sailor Productions f/s/o Steve Miller Band	8/28	\$125,00 plus 85% over \$155,000	Grandstand	Ann Reed	8/31-9/3	\$4,000	Baldwin
Randy Travis	8/29	\$60,000 plus 90% over \$98,000 plus \$3,000 production	Grandstand	Cliff Brunzell	8/31-9/3	\$3,920	Baldwin
B & D, Inc. f/s/o Brooks & Dunn	8/29	\$10,000	Grandstand	Mpls. Gospel Sound	9/4-9/7	\$6,000	Baldwin
Don't Mean Nothing Tours, Inc. f/s/o Richard Marx	8/30	\$50,000 plus 80% over \$80,000	Grandstand	Pray For Rain	9/4-9/7	\$2,000	Baldwin
CMB Touring, Inc. f/s/o Color Me Badd	8/31	\$40,000 plus 70% over \$70,000	Grandstand	Beacon Hill Brass	9/4-9/6	\$1,188	Baldwin
Events, Inc. f/s/o Double Dare	9/1	\$30,000 plus 75% over \$60,000	Grandstand	John & Mary Block (Log Cabin)	8/27-9/7	\$3,800	Heritage
Red Skelton	9/3	\$50,000 plus 70% over \$92,500 plus \$5,000 agency fee plus \$2,500 production	Grandstand	Tom Latane (Blacksmith)	8/27-9/7	\$1,845	Heritage
Wynonna Judd	9/4	\$40,000 plus 85% over \$106,500 plus \$4,000 production	Grandstand	Doc Huxley's Medicine Show/ Bob Howard	8/27-9/7	\$5,600	Heritage
The Oak Ridge Boys, Inc. f/s/o Oak Ridge Boys	9/4	\$30,000 plus \$2,500 production	Grandstand	The Bulla Family/Brad Bulla	8/27-8/30	\$6,800	Heritage
Brother Tours, Inc. f/s/o The Beach Boys	9/6	\$125,000 plus 80% over \$175,000	Grandstand	Don Edwards	8/27-8/30	\$5,000	Heritage
Southern Thunder Sound, Inc. (Auditions)	8/1-8/9	\$1,000 plus \$15/hour	Bandshell	Waddie Mitchell	8/27-9/30	\$5,000	Heritage
Southern Thunder Sound, Inc.	8/27-9/7	\$17,070	Bandshell	Riders In The Sky	8/31-9/3	\$20,000	Heritage
Southern Thunder Sound, Inc.	8/27-9/7	\$6,015	Baldwin	Chris Ledoux	9/4-9/7	\$16,000	Heritage
Southern Thunder Sound, Inc.	8/27-9/7	\$3,290	Bazaar	Darryl & Don Ellis	9/4-9/7	\$10,000	Heritage
Southern Thunder Sound, Inc.	8/27-9/7	\$3,290	Heritage	Sean Emery	8/27-9/7	\$6,000	Children's Theater
Southern Thunder Sound, Inc.	8/27-9/7	\$800.00	Amphitheater	The Gizmo Guys	8/27-9/1	\$5,400	Children's Theater
Michael Johnson	8/27-8/30	\$20,000	Bandshell	Bob Condon "Wizard of Ah's"	8/27-9/1	\$3,000	Children's Theater
Suncoast Medis, Inc f/s/o Richard Elliot	8/27-8/30	\$20,000	Bandshell	The Ducktails Band	8/27-9/1	\$3,600	Children's Theater
McBride & The Ride	8/27-8/30	\$20,000	Bandshell	Teddy Bear Band	9/2-9/7	\$4,500	Children's Theater
Hal Ketchum	8/31-9/3	\$20,000	Bandshell	Jerry Frasier	9/2-9/7	\$3,400	Children's Theater
The McCarters	8/31-9/3	\$10,000	Bandshell	Albert F. Heisenfelt	9/2-9/7	\$3,150	Children's Theater
Bill Anderson	8/31-9/3	\$20,000	Bandshell	Wally & Alice Pikal	8/27-9/7	\$5,620	Senior Bldg.
Williams & Ree	9/3	\$5,500	Bandshell	Alpine Mountain Thrill Show/ Water Ski Shows	8/27-9/7	\$27,550	Amphitheater
Rich Grissom	9/4-9/7	\$10,000	Bandshell	Thrill Sport Productions	8/27-9/7	Admissions Only	Amphitheater
Sammy Kershaw	9/4-9/7	\$16,000	Bandshell	Gopher State Garden Tractor Pullers, Inc.	9/2	\$495	Free Entertainment
Jason D. Williams	9/4-9/7	\$12,500	Bandshell	All American Judges' Ass'n	8/27-9/6	\$1,048	Parade
Thomas Baumgartner f/s/o The Comedy Hour	8/27-9/6	\$8,700	Bazaar	John & Mary Block	8/27-9/6	\$2,750	Parade
Jeff Dunham	8/27-8/30	\$20,000	Bazaar	Parade Productions/ Dennis Johnson	8/27-9/6	\$1,500	Parade
The Chenille Sisters	8/27-8/30	\$8,000	Bazaar	Animal Humane Society of Hennepin County	8/27-9/7	Admissions Only	Pet Center
Blenders/Tim Kasper	8/31-9/3	\$4,000	Bazaar	Minnesota Purebred Dog Breeders Association	8/27-9/7	\$5,500	Pet Center
Kenny Byrd	9/4-9/7	\$4,000	Bazaar	Minnesota Veterinary Medical Association	8/27-9/7	\$5,500	Pet Center
The Memories	9/4-9/7	\$4,200	Bazaar	Minnesota Horse Pullers Association	9/2	\$7,200	Horse
Barbary Coast Dixieland Band	8/27-8/30	\$4,200	Baldwin	Bob Johnson	8/27-9/1	\$3,000	Horse

Barnes PRCA Rodeo 9/3-9/4 \$27,000 Horse

Copies of the legislative audit report covering the society's 1991 fiscal year were circulated to the board February 27. It was moved by Mr. Recknor, seconded by Mr. Morris and carried that the report and the secretary's response to the recommendation contained therein be accepted (Aye-9; Nay-0).

A revised schedule of Coliseum ice rental rates (as follows) was introduced by Mr. Sinclair and approved on a motion by Mr. Simons, seconded by Mr. Keenan and carried (Aye-9; Nay-0):

1992 - 1993 COLISEUM ICE RENTAL RATES

Practice Ice	\$90.00/hour
Non-prime/off-time ice usage (This rate is applied to organized groups only, who have their own insurance, and have provided evidence of same, and is only available Monday through Friday from 8:00 - 11:00 a.m. for non-hockey use.)	\$50.00/hour
Hourly games	\$100.00/hour
One (1) high school game	\$700.00
Two (2) high school games	\$950.00
Three (3) high school games	\$1,200.00
One (1) college game	\$600.00
One (1) high school sectional game	\$1,550.00
Two (2) high school sectional games	\$1,800.00
<u>Miscellaneous Charges</u>	
Scoreboard usage = \$10.00/hour	
Announcers = \$12.50/hour	
Timers = \$12.50/hour	
Security = \$10.50/hour	
Open Skating:	\$2.00 = adults (17 and over) \$1.50 = youths (16 and under)
Skate & Jog:	\$2.00 = adults (17 and over) \$1.50 = youths (16 and under) Season Pass = \$50.00
Long Blades:	\$2.00 = everyone

No security officers are included in the cost of any high school or college games . . . all officers are charged back.

High school game costs include: One (1) announcer  
One (1) timer, ticket sellers/takers  
One (1) pass gate attendant  
Two (2) rink attendants

College game costs include: Only ice usage/time.  
They supply their own announcers/timers, ticket sellers/takers.

Office Rental = \$250.00

A final, fully executed agreement between the fair and the University of Minnesota, allowing the University's intercampus transitway to cross the western edge of the fairgrounds and, in return for which, the fair would use the transitway as well as parking lots on the Minneapolis campus during the period of the fair, was approved on a motion by Mr. Keenan, seconded by Mr. Recknor and carried (Aye-9; Nay-0).

Messrs. Wenzel and Frost outlined the present convention hotel contract with Radisson St. Paul, which runs through 1993 (Jan. 15-18), as well as the joint discussions undertaken by the fair, the federation and the showmen to evaluate the just completed convention and resolve questions on dates and sites for the two or three years following 1993. Consensus of the three groups would appear to support a return to the Radisson St. Paul, but until staff has had opportunity to review the proposed hotel contract, it will reserve making a recommendation to the board. Report only: no action required.

Mr. Frenette offered an update on advance ticket sales.

An agenda call for the next meeting of the board was ordered by President Lilliquist for Friday, Aug. 28, 10 a.m.

Meeting adjourned.

MINUTES IN VACATION

June

19-21 - The Minnesota Street Rod show was held on Machinery Hill with special exhibits in

the Progress Center. Frost attended automobile races in Auburn and Grand Rapids, Michigan and met with ASA officials regarding the fair's Labor Day race.

23 - Mike William of the Farrow Amusement Co. met with Sinclair to discuss carnival attractions.

24 - Bicycle club races were contested on Machinery Hill. Butch Webb, an independent concessionaire, met with Sinclair, Frenette and Heffron to discuss carnival attractions. A special training session for department superintendents was conducted by guest and staff services personnel. Sinclair met with Dick Vander Vorste, an independent ride operator, to discuss the River Raft Ride.

25 - A second training session was presented for members of the staff. Heffron met with Jim Conklin of Conklin Shows to discuss carnival attractions.

25-28 - The annual Tanbark horse show was staged in the Coliseum.

July

1 - Heffron met with Rep. James Rice to discuss legislative matters. Wenzel, Blakey met with Bill Carter, Minnesota P.O.S.T. Board to discuss training of State Fair Police Officers.

2 - Frost took part in a meeting of the University of Minnesota School of Agriculture regional advisory council to which he has been appointed for a three-year term.

10 - The Executive Committee approved the June 30, 1992 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

Cash Balance-May 31, 1992		\$ 74,629
Add: Jun. Cash Deposits	\$ 1,006,515	
Less: Payroll Ending Jun. 3	(96,272)	
Payroll Ending Jun. 17	(97,859)	
Jun. Cash Disbursements	(382,674)	429,710

Cash Balance-Jun. 30, 1992 \$ 504,339

MARKETABLE SECURITIES ACTIVITY:

Balance-May 31, 1992		\$ 156,521
Add: Interest Earned	\$ 189	
Less: Service Charges	(12)	
Securities Cashd	(50,000)	(49,823)

Balance-Jun. 30, 1992 \$ 106,698

BUILDING FUND ACTIVITY:

Balance-May 31, 1992		\$ 1,112,446
Add: Interest Earned	\$ 3,826	
Less: Service Charges	(236)	3,590

Balance-Jun. 30, 1992 \$ 1,116,036

CASH BALANCES FOR MONTH ENDING JUNE 30:

	1991	1992
General Fund	\$ 434,877	\$ 504,339
Petty Cash	2,750	2,750
Marketable Securities	4,864	106,698
Building Fund	535,702	1,116,036
Total Cash Balances	\$ 978,193	\$ 1,729,823

10-11 - Midwest bookfair was held in Empire Commons.

11-12 - Heffron attended the Kittson County Fair in Hallock and the Marshall County Fair, Warren. Members of the board, including Howard Morris, Don Simons, Howard Recknor and Vern Prokosch, along with Life Member Harveydale Maruska, were also in Hallock to help the community honor Willis Lilliquist for his service as president of the State Agricultural Society.

13 - The State Employment Service opened a branch office in the 4-H Building.

14 - Sinclair met with Pat Klatt, Missouri State Fair, to discuss facility use for non-fair events.

15-17 - Heffron participated in a California Department of Fairs planning conference and, while in Sacramento, attended the Placer County Fair, Roseville.

16-17 - Frost visited Watonwan, Waseca and Dodge County fairs.

18-19 - Heffron attended the Orange County Fair, Costa Mesa, California.

19 - Eldred Hunt, former State Fair horticulture superintendent, passed away in St. Paul.

21 - Hammer addressed a meeting of the St. Paul Rotary Club. Frost met with Representative Mary Jo McGuire.

22 - Wenzel, Sinclair, Rustad and Birk met with Martin Moody, MN Street Rod Assn. to discuss their 1993 event.

24 - Frost visited Isanti and Hennepin county fairs.

24-28 - Leach attended the Buffalo Days Exhibition in Regina to get further details on bungee operation.

27 - The rental services division held a meeting of its building area superintendents in the Administration Building conference room.

30 - Frost met with Senior Vice President Bob Erickson, University of Minnesota.

31 - Frost visited the Washington County Fair.

#### August

1-9 - Talent contest auditions were held in the Bandshell.

4 - Frost met with David Kriesel, an applicant for the fair's building official position.

5 - Hammer addressed a meeting of the West St. Paul Rotary Club.

7 - A space rental review meeting was held in the Administration Building (see minutes which follow).

10 - Sinclair and Hammer attended a meeting of the Roseville Rotary Club, where Hammer addressed the group.

11 - Leach and Frost met with the William Morris agency's new fair director, Paul Moore.

13 - The Executive Committee approved the July 31, 1992 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Jun. 30, 1992		\$ 504,339
Add: Jul. Cash Deposits	\$ 816,879	
Less: Payroll Ending Jul. 1	(111,505)	
Payroll Ending Jul. 15	(118,820)	
Payroll Ending Jul. 29	(139,193)	
Jul. Cash Disbursements	(653,556)	(206,195)

Cash Balance-Jul. 31, 1992		\$ 298,144
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#### MARKETABLE SECURITIES ACTIVITY:

Balance-Jun. 30, 1992		\$ 106,698
Add: Interest Earned	\$ 427	
Less: Service Charges	(27)	400

Balance-Jul. 31, 1992		\$ 107,098
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#### BUILDING FUND ACTIVITY:

Balance-Jun. 30, 1992		\$ 1,116,036
Add: Interest Earned	\$ 3,662	
Less: Service Charges	(229)	3,433

Balance-Jul. 31, 1992		\$ 1,119,469
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#### CASH BALANCES FOR MONTH ENDING JULY 31:

	1991	1992
General Fund	\$ 155,872	\$ 298,144
Petty Cash	2,750	2,750
Marketable Securities	204,887	107,098
Building Fund	538,231	1,119,469
Total Cash Balances	\$ 901,740	\$ 1,527,461

14 - Frost attended Cottonwood and Dakota county fairs and met with Jim Fisher, New Richmond, who has a toy collection he wishes to donate to the fair.

15 - Frances Mendez, who with husband Refugio were long-time food concessionaires at the fair, died very suddenly at her home.

17 - Rental Services staff held a meeting with beer concessionaires to review rules and procedures for 1992.

19 - Outside gates were secured beginning today; campgrounds opened.

20 - Board members Recknor and Schmidt, along with Heffron, attended a reception and dinner at the 4-H Building to commemorate the installation of an elevator and the completion of other accessibility improvements to the building. The 4-H foundation and the fair shared equally in the \$200,000 cost necessary to accomplish this project.

21 - Board member Keenan joined Heffron and Sinclair at a Ramsey County court hearing to consider a temporary restraining order on behalf a concessionaire Gladstone Natala who sought to sell (non-approved) clothing from a leased concession space in the International Bazaar. Ramsey County Judge George Petersen ruled in favor of the fair's position and denied the injunction.

21-22 - Frost attended the Itasca County Fair.

25 - A reception to kick-off the new Reduce, Reuse, Recycle Exhibit was held in the Crossroads. A special fine arts preview was held in the Art Center.

26 - The Princess Kay coronation sponsored by the Minnesota ADA, was staged at the Bandshell. Preliminary horse show events were conducted in the Coliseum.

27 - The 1992 Minnesota State Fair opened to the public at 6 a.m. Official opening day ceremonies, hosted by Lt. Governor Joanelle Dyrstad and Society President Willis Lilliquist, were presented at 10 a.m. in the Bandshell.

#### SPACE RENTAL COMMITTEE MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds  
Friday, August 7, 1992 - 9:00 a.m.

Members present: Keenan, chairman; Lund; Roehlke; Morris; Prokosch, Simons; Lilliquist, ex officio; Heffron, ex officio; Sinclair, ex officio; Wenzel, ex officio.

Also present: Scott Strand.

Mr. Dan Shertzer appeared before the committee seeking reconsideration of the staff determination with respect to a rental application submitted on behalf of Old City Foods. Sinclair reviewed the basis for staff action denying said application . . . lack of space available for the fair and similarity of the products Mr. Shertzer wished to present to those of concessions already contracted. Mr. Shertzer spoke to the issue of kosher law as it relates to the food products he wished to present and in comparison to the products presently available at the fair. Mr. Heffron expressed concern regarding the proposed closing of Mr. Shertzer's operations from Friday evening to Saturday evening on both weekends of the fair in conflict with state fair policy pertaining to hours of operation. It was determined that the issue of operation hours might be addressed at a later date, after which Mr. Simons indicated that he would like to see such products offered at the fair, but for lack of available space Mr. Shertzer's request could not be accommodated. Moved by Mr. Simons, seconded by Mr. Lund and carried (Aye-5; Nay-0).

Sinclair summarized an application submitted by Mr. David Rochlin for Tattoo U, a company offering temporary tattoos, and cited lack of space available for the fair as the cause for denial. Mr. Rochlin indicated that he felt the public was adversely affected in that they would not be able to secure his popular and fun product at the 1992 fair and that those who wished to secure a non-permanent tattoo, rather than the "real thing," would be unable to do so. Mr. Lund indicated that while he appreciated that the product was fun, and therefore likely to be popular, lack of space remaining available for the 1992 fair lead to no choice but support of the earlier disposition with respect to this application. Moved by Mr. Lund, seconded by Mr. Prokosch and carried (Aye-5; Nay-0).

The space application of Mr. Todd B. Nedberg, which had been rejected based on staff receipt of earlier dated applications requesting the opportunity to offer products/services similar to Mr. Nedberg's and his failure to provide a showing of prior experience as a concession operator, was presented. Mr. Nedberg indicated that his failure to provide evidence of previous experience had been an oversight. Mr. Heffron explained that a showing of experience as a concessionaire is vital to the process of securing quality concession operations for the fair, following which Mr. Keenan encouraged Mr. Nedberg to apply in 1993 with a better resume of such experience. On a motion by Mr. Prokosch, seconded by Mr. Lund, it was determined that earlier staff action should be supported. (Aye-5; Nay-0).

The committee reviewed the application submitted by Mr. Bob Gralish for Jack's Decorated Ice Cream. Sinclair indicated that lack of space available for the 1992 fair had led to staff's earlier denial of same. Mr. Gralish explained the unique nature of his product and indicated his flexibility with respect to what would constitute acceptable space for presentation of his concession. Heffron expressed his appreciation for the product's quality and his feeling that it would be an appealing product, following which Mr. Gralish was encouraged to apply another year and advised that simple lack of space would not permit accommodation of his concession in 1992. Moved by Mr. Morris, seconded by Mr. Prokosch and carried (Aye-5; Nay-0).

Mr. William Byrnes appeared to discuss with the committee his application to present a large gumball machine at the 1992 fair. Sinclair advised that Mr. Byrnes application had previously been rejected by staff because such machines/products were already available about the fairgrounds. Mr. Byrnes indicated that his machines are entirely Minnesota manufactured, offer fun and great value, and could serve as a polling tool of fair visitors. Mr. Heffron expressed the feeling of staff that vending machines do not represent "best" use of public space and might therefore be discontinued in the near future, following which Mr. Prokosch stated his concern that it would be unreasonable to place such an operation if discontinuation of such machines is in the offing. Mr. Keenan indicated that the question of continued placement of vending machines might best be undertaken at some later date, following which it was moved by Simons, seconded by Roehlke and carried that staff action with respect to the appeal of Mr. Byrnes be sustained (Aye-5; Nay-0).

The application of Ambigui-Tees, Inc. was presented for consideration by Sinclair, along with the appellants, Mr. and Mrs. Donald R. Sherper. Sinclair indicated that lack of space available for the 1992 fair had been the basis for staff action denying the subject application. The Sherpers explained the nature of their color and design changing shirts, following which it was moved by Mr. Simons, seconded by Mrs. Roehlke and carried that staff action be upheld, but that if appropriate space for presentation of such products became available for 1992 further consideration should be given the Sherper submission (Aye-5; Nay-0).

On a written request of Mr. Gerry Goblirsch, committee consideration of his space application for The Best Fry Company was postponed until the committee's November meeting.

Sinclair explained that the late date of receipt and lack of space available at the date of application receipt had been the basis for staff action rejecting the application submitted by Bangkok Thai Restaurant. Messrs. Joe Rian and Sack Silaphet appeared to support their submission as what they felt was a unique, unusual product which is the best of its kind available. Ms. Roehlke indicated that she found their product attractive and encouraged earlier application submission in the future, after which it was moved by Mr. Prokosch, seconded by

Mr. Lund and carried that denial of the subject space request be upheld for the reasons indicated (Aye-5; Nay-0).

Correspondence between Mr. Gladstone Natala and fair staff with respect to his request to sell t-shirts with African cultural designs and messages from his concession in the Bazaar was presented to the committee. Sinclair indicated that staff action refusing Mr. Natala's request to add such products had been based on: 1) the abundance of t-shirts of varying styles and types already being sold at the fair; 2.) the fact that earlier requests to offer such products could not be accommodated, which staff felt obliged to accept first if further such products are added; and 3.) staff desire to disallow the presentation of t-shirts in the Bazaar based on their judgement that such products do not reflect the authentic products of those geographic regions of the world represented in the Bazaar or compliment the area's international and ethnic theme. Mr. Natala's legal counsel, Mr. Scott Selmer, appeared with his client to state his belief that the t-shirts presently offered at the fair are too "eurocentric," not fully reflective of good cultural diversity and inadequately convey the message of African-American involvement in society. Mr. Selmer proceeded to state that the t-shirts Mr. Natala wished to present would educate persons and while receipt of earlier applications to present like products may be relevant, this new issue merited consideration. Mr. Selmer went on to express his concern that the public may be harmed by inability to obtain t-shirts with African designs. Mr. Natala acknowledged his understanding that, when first granted space for the 1989 fair, he was contracted to offer specific types of products, exclusive of t-shirts. It was moved by Mr. Prokosch, seconded by Mr. Simons and carried that the posture with respect to prohibition of t-shirt sales in the Bazaar be sustained for the reasons indicated (Aye-5; Nay-0).

On a motion by Mr. Simons, seconded by Mr. Prokosch and carried, staff was granted approval to proceed with execution of an agreement between the fair and River Raft Ride, Inc. for purchase and operation of the river raft ride located on the State Fairgrounds, following a polling of board members not in attendance by Heffron, with a report of resultant action to be given at the next full board meeting. A 1992 ticket price of \$2.00 for this attraction was also approved under this action as were terms of river raft ride sale and operation (Aye-5; Nay-0).

Heffron gave a status report regarding termination of the fair's lease with Fairway Golf Range for use of property south of Como Avenue.

Meeting adjourned.

## MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building  
Friday, August 28, 1992 - 10 a.m.

Members present: Willis Lilliquist, president; Rich Keenan; Don Simons; Howard Morris; Martin Annexstad; Howard Recknor; Clarice Schmidt; Eileen Roehlke; Bert Lund; Vern Prokosch; Mike Heffron, secretary.

Also present: Scott Strand.

President Lilliquist called the meeting to order at 10 a.m. and welcomed all members to the 1992 Minnesota State Fair.

It was moved by Mr. Simons, seconded by Mr. Annexstad and carried that the meeting be recessed from 10:20 a.m. to 11:15 a.m. so members could attend the dedication of a wetlands exhibit at the DNR Building (Aye-9; Nay-0).

Upon a motion by Mr. Lund, seconded by Mr. Morris and carried, minutes of the June 17 board and space rental committee meeting(s), previously mailed to the members, were approved (Aye-9; Nay-0).

Minutes of the space rental review meeting, held August 7, 1992, were approved on a motion by Ms. Roehlke, seconded by Mr. Simons and carried (Aye-9; Nay-0).

Copies of the minutes in vacation, covering the period June 19 through August 27, 1992, as well as the administrative action noted therein, were approved on a motion by Mr. Recknor, seconded by Ms. Schmidt and carried (Aye-9; Nay-0).

Secretary presented the July 31, 1992 society financial statement as follows:

### GENERAL FUND ACTIVITY:

Cash Balance-Jun. 30, 1992		\$ 504,339
Add: Jul. Cash Deposits	\$ 816,879	
Less: Payroll Ending Jul. 1	(111,505)	
Payroll Ending Jul. 15	(118,820)	
Payroll Ending Jul. 29	(139,193)	
Jul. Cash Disbursements	(653,556)	(206,195)
Cash Balance-Jul. 31, 1992		\$ 298,144

### MARKETABLE SECURITIES ACTIVITY:

Balance-Jun. 30, 1992		\$ 106,698
Add: Interest Earned	\$ 427	
Less: Service Charges	(27)	400
Balance-Jul. 31, 1992		\$ 107,098

### BUILDING FUND ACTIVITY:

Balance-Jun. 30, 1992		\$ 1,116,036
Add: Interest Earned	\$ 3,662	
Less: Service Charges	(229)	3,433
Balance-Jul. 31, 1992		\$ 1,119,469

### CASH BALANCES FOR MONTH ENDING JULY 31:

	1991	1992
General Fund	\$ 155,872	\$ 298,144
Petty Cash	2,750	2,750
Marketable Securities	204,887	107,098
Building Fund	538,231	1,119,469
Total Cash Balances	\$ 901,740	\$ 1,527,461

Upon a motion by Mr. Prokosch, seconded by Mr. Annexstad and carried, the financial statement of July 31, 1992 was approved (Aye-9; Nay-0).

Secretary was authorized to make miscellaneous ticket refunds and/or payment of minor claims as he deems appropriate upon a motion by Mr. Simons, seconded by Mr. Prokosch and carried (Aye-9; Nay-0).

Meeting recessed; reconvened at 11:15 a.m.

An agreement under which the Society sells and transfers ownership of the Block 49 raft and water ride to River Raft Ride, Inc. was approved on a motion by Mr. Simons, seconded by Mr. Recknor and carried (Aye-9; Nay-0).

A list of entertainment contracts, not available for approval on 6-17-92 was submitted by secretary. Upon a motion by Mr. Lund, seconded by Ms. Roehlke and carried, the following contracts were approved (Aye-9; Nay-0):

CONTRACTOR	DATES	TERMS	VENUE
Julie Snouffer	8/27-9/6	\$4,500	Grandstand
Grandstand Catering c/o John Warling	8/27-9/7	\$5,400	Grandstand
The Party	8/31	\$3,000	Grandstand
Violent Femmes, Inc. f/s/o Violent Femmes	9/2	\$10,000	Grandstand
Bob Hope	9/3	\$60,000 plus 70% over \$102,500 plus \$5,000 production	Grandstand
Debbie Whorley	9/3	\$2,500	Grandstand
B.J. Thomas	9/3	\$7,500	Grandstand
Steven Curtis Chapman	9/5	\$25,000 plus 70% over \$72,500	Grandstand
Kathy Troccoli	9/5	\$10,000	Grandstand
First Call	9/5	\$7,500	Grandstand
DBC Enterprises, Inc. f/s/o David Cassidy	9/6	\$10,000	Grandstand
Trickle Motorsports, Inc.	9/7	\$8,000	Grandstand Race
Jack Albinson	9/7	\$150	Grandstand Race
Heartbeat	9/7	\$550	Grandstand Race
Tom Chepokas	8/1-8/9	\$428.40	Bandshell Auditions
Tom Chepokas	8/27-9/7	\$5,355	Bandshell
Skip DeVol Productions	8/31-9/3	\$6,000	Bazaar
Spirit	9/4-9/7	\$10,000	Baldwin
Jeff Chmielewski f/s/o The Chmielewski's	8/31-9/3	\$5,800	Heritage
Ed Stock	8/27-9/6	\$5,000	Parade
Jim Foss	9/7	\$3,000	Cattle
Randy Roberts	9/7	\$2,250	Horse
Equine Medical Center William Sweeney DVM	9/7	\$21,000	Veterinarian
W.J. Mackey	9/7	\$9,750	Veterinarian

It was moved by Mr. Lund, seconded by Mr. Annexstad and carried that action initiated by secretary to not renew an annual agreement covering the off-season golf range and miniature golf contract of Norbert Anderson be approved (Aye-9; Nay-0).

Secretary circulated memoranda related to an August 21 district court denial of an injunction requested by concessionaire Gladstone Natala. Mr. Natala sought to overturn the fair's prohibition of his selling T-shirts in the Bazaar. After discussion, it was moved by Mr. Lund, seconded by Ms. Roehlke and carried that the board place on the record their appreciation to Scott Strand, the attorney general who so ably represented the Society in this action as well as Kent Harbison and Rich Keenan who assisted in preparation of the case (Aye-9; Nay-0).

Secretary reviewed malt beverage prices for 1992, indicating the range of retail prices in effect at each of the ten independent locations. Reductions from 1991 range between 25 and seven percent. No action required.

Secretary explained the arrangements made to substitute Bob Hope for Red Skelton on the September 3 Grandstand program. Mr. Skelton was forced to cancel his engagement at the fair as a result of being injured in an accident at his home. This change will raise show costs from \$57,500 to \$75,000. No action required.

It was moved by Mr. Simons, seconded by Mr. Recknor and carried that authority be granted for board travel outside the state between Labor Day and the November board meeting with executive committee to approve specific travel destinations (Aye-9; Nay-0).

Next meeting of the board was set for Sunday, September 6 at 10 a.m.

Meeting adjourned at 12:10 p.m.

**LIFE MEMBER ADVISORY COMMITTEE MEETING**

Administration Building, State Fairgrounds  
Sunday, August 30, 1992 - 1:30 p.m.

Members present: Bill Korff, chairman; Sulo Ojakangas; Dick Reinhardt; Jerry Franke; Deke Grussendorf; Gale Frost; Harveyle Maruska; Mike Heffron, ex officio; Jerry Hammer, ex-officio.

Upon a motion by Mr. Keskinen, seconded by Mr. Maruska, membership unanimously submitted the name of Willis Lilliquist for consideration by the board of managers as candidate for life membership.

The committee requested that, at their January meeting, they be presented with an outline of the original purpose of the State Fair Hall of Fame, along with criteria for election.

Discussion followed on a variety of topics including legislative matters and transit initiatives.

There being no further business before the membership, the meeting was adjourned.

**MEETING OF THE GOVERNING BOARD  
MINNESOTA STATE AGRICULTURAL SOCIETY**

Administration Building  
Sunday, September 6, 1992 - 10:00 a.m.

Members present: Willis Lilliquist, president; Rich Keenan; Eileen Roehlke; Howard Recknor; Clarice Schmidt; Martin Annexstad; Don Simons; Howard Morris; Bert Lund; Vern Prokosch; Mike Heffron, secretary.

President Lilliquist called the meeting to order at 10:05 a.m.

Upon a motion by Mr. Simons, seconded by Mr. Recknor and carried, minutes of the August 28 board meeting were approved (Aye-9; Nay-0).

Secretary announced that the annual trade association convention of the International Association of Fairs & Expositions would be held at the Bally Grand Hotel, Las Vegas, November 30 - December 3, 1992. It was moved by Mr. Lund, seconded by Mr. Annexstad and carried that members of the board and certain administrative personnel as designated by secretary be authorized to attend the IAFE convention with society to pay appropriate expenses (Aye-9; Nay-0).

It was moved by Mr. Prokosch, seconded by Ms. Schmidt and carried to adopt the report of the life member advisory committee filed with the secretary on August 30, 1992 (see previous committee minutes), which report recommends the nomination of Willis Lilliquist for society life membership (Aye-9; Nay-0).

After a short discussion, it was moved by Mr. Morris, seconded by Mr. Annexstad and carried that Ken Austin, Owatonna, former executive officer of the Retail Farm Equipment Association, be inducted into the society's Hall of Fame (Aye-9; Nay-0).

A motion was presented by Mr. Lund to allow for an increase in the budget for Crossroads roof replacement (A-59) from \$130,000 to \$160,000. Motion seconded by Ms. Roehlke and carried (Aye-9; Nay-0).

It was moved by Mr. Lund, seconded by Mr. Keenan and carried to withdraw previous action of 6-17-92 prohibiting sale of tobacco products at the Steichen Market and to allow for said sale within the Commissary complex only (Aye-9; Nay-0).

A change in the stock ownership of Arrow Enterprises, Inc. (Skyride) was approved upon a motion by Mr. Recknor, seconded by Ms. Schmidt and carried (Aye-9; Nay-0). This action, made necessary by the death of one shareholder, Donald Stodola, reduces ownership to two individuals, Ed Hjermstad and Harry Pauly.

It was moved by Mr. Annexstad, seconded by Ms. Roehlke and carried that the dates of the 1993 Minnesota State Fair be Thursday, August 26 through Labor Day, Monday, September 6 (Aye-9; Nay-0).

Mr. Lilliquist set an agenda date for the next meeting of the board for 10:00 a.m., Thursday, November 5.

Meeting adjourned.

**MINUTES IN VACATION**

**August**

27-September 7 - Visitors from other expositions and special guests at the 1992 Minnesota State Fair included: Bob Gottschalk, Kansas State Fair, Hutchinson, Kans.; Jack Swain, Bill Perry, Kevin McCusker, Chuck Duncanson, Buffalo Days Exhibition, Regina, Sask.; Deane Winder and Ray Wadell, Amusement Business Magazine, Nashville, Tenn.; Gary Montgomery and Gary Spence, Arizona State Fair, Phoenix, Ariz.; Renee Korslien and Ron Fix, North Dakota State Fair, Minot, N.D.; Jack McDonald, Calgary Stampede, Calgary, Alb.; Wilson Sparks, Louisiana State Fair, Shreveport, La.; Jim and Trish Conklin, Conklin Shows, Brantford, Ont.; Lloyd Lamb, Dick Campbell, Joe Bak, Erie County Fair, Hamburg, N.Y.; Bob and Buddy Merton, B & B Amusements, Fountain Valley, Calif.; Roland Vantour, Under Secretary of US Department of Agriculture, Washington, D.C.

28 - A ribbon cutting ceremony was held in DNR Park to commemorate the opening of a new wetlands exhibit.

29 - The Board of the Minnesota Federation of County Fairs held a meeting in the Administration Building conference room and were hosted by the board at a noon luncheon in the Officers headquarters.

30 - A special reunion luncheon, welcoming life and Hall of Fame members of the society, was held in the officers headquarters. A meeting of the life member advisory committee was convened during the afternoon at the Administration Building.

31 - A recognition and awards ceremony was held for 50-year fair participants at Heritage Square.

**September**

1 - Members of the board attended a luncheon at the 4-H Building at which President Lilliquist presented a recognition plaque to outgoing superintendent Juanita Reed-Boniface.

3 - The Minnesota Livestock Breeders Association board attended a breakfast meeting with society board and staff to discuss livestock competition at the State Fair. Outstanding senior citizen awards for 1992 were presented by Lt. Gov. Joanne Dyrstad at a special ceremony in the Bandshell. An informal picnic was held in the Grandstand infield to honor editors, mayors, legislators, county fair and chamber executives from throughout the state. After dinner, the group was hosted at the evening Grandstand show featuring Bob Hope.

4 - Representatives of various agricultural organizations, including farm equipment association members and dealers were welcomed by the board at an special luncheon in the officer's headquarters.

7 - A short fireworks presentation at 8 p.m. signaled the official conclusion of the 1992 State Fair. Attendance recorded for the 12 days was 1,550,603.

10 - Executive Committee approved the Aug. 31, 1992 cash transaction summary as follows:

**GENERAL FUND ACTIVITY**

Cash Balance-Jul. 31, 1992		\$ 298,144
Add: Aug. Cash Deposits	\$ 3,685,477	
Less: Payroll Ending Aug. 12	(133,393)	
Payroll Ending Aug. 26	(151,663)	
Aug. Cash Disbursements	(1,523,227)	1,877,194

Cash Balance-Aug. 31, 1992 \$ 2,175,338

**MARKETABLE SECURITIES ACTIVITY:**

Balance-Jul. 31, 1992		\$ 107,098
Add: Interest Earned	\$ 335	
Less: Service Charges	(23)	312
Balance-Aug. 31, 1992		\$ 107,410

**BUILDING FUND ACTIVITY:**

Balance-Jul. 31, 1992		\$ 1,119,469
Add: Interest Earned	\$ 3,505	
Less: Service Charges	(237)	3,268
Balance-Aug. 31, 1992		\$ 1,122,737

**CASH BALANCES FOR MONTH ENDING AUGUST 31:**

	1991	1992
General Fund	\$ 3,872,562	\$ 2,175,338
Petty Cash	3,800	29,550
Marketable Securities	204,887	107,410
Building Fund	538,231	1,122,737
<b>Total Cash Balances</b>	<b>\$ 4,619,480</b>	<b>\$ 3,435,035</b>

15 - Wenzel, Hammer, Giannini, Elmer and Heffron met with several members of the Metropolitan Transit Commission staff, including its chief administrator Mike Christensen, to discuss the various transit initiatives undertaken at the fair in 1992, along with preliminary plans for 1993.

16 - State Bureau of Criminal Apprehension held a crime scene photo training session in the Education Building.

17-20 - A White Wolf ski sale was held in the Progress Center.

18-21 - The annual 4-H horse show was staged in the Coliseum.

21 - State Fire Marshal personnel began an inspection of fairgrounds buildings.

22 - Hammer and Pooch met with representatives of the Gedney Company to discuss promotion possibilities for 1993.

23 - Hammer, Sinclair and Ritt met with representatives of KSTP-FM to review their involvement in the 1992 Fair and thoughts of 1993.

23-Nov 15 - In Town Apple Store held its annual apple sale in the Sentinel Building.

24 - Hammer addressed a meeting of the Lakeville Rotary Club.

25-27 - A full weekend of special events included: Fall Sportacular baseball card show, Merchandise Mart; Country Folk Art Show, Lower Grandstand; Western Saddle Horse Show, Coliseum; White Wolf Ski Sale, Education Building.

26 - District 10 Community Council sponsored a neighborhood cleanup project using Blocks 8 and 9 as a collection area. Frost visited the Western Washington Fair, Puyallup, Wash.

28 - Frost met with Federation of County Fairs officers Maggie Schwingler and Janice Albrecht regarding the 1993 annual meeting.

#### October

1 - Jacobson met with Legislative Audit staff to discuss financial reporting changes.

1-4 - An Arabian horse show was staged in the Coliseum.

2 - Frost and Heffron met with State Senator Florian Chmielewski to discuss legislative matters for 1993.

2-3 - An art metal show was presented in the Fine Arts Gallery.

2-4 - A woodworking show was held in Empire Commons.

3 - A model railroad show and sale was held in the Education Building.

3-4 - The Midwest Auto Show and Swap Meet was presented in the Infield.

6-7 - Heffron attended a Western Fairs Association meeting and an Agriculture Directors Committee meeting in Sacramento, Calif.

6-11 - The Harvest Horse Show was staged in the Coliseum.

7-11 - Leach and Alexander attended the CMA "SRO '92" convention in Nashville, Tenn.

8 - Frost met with Marge Ostrom, City of Maplewood building inspector.

10 - Frost attended ARTGO stock car races in LaCrosse, Wis. ARTGO officials have submitted a proposal to conduct racing at the 1993 fair.

10-11 - An antique show and flea market was presented in the Lower Grandstand, East Room and Infield. A military collectors show was held in Empire Commons.

11-18 - Kinney Shoes held a sale in the Merchandise Mart.

13-14 - St. Paul Police conducted a training session on Machinery Hill.

14-25 - Wilson Leather Company held a coat sale in Empire Commons.

15 - Executive Committee approved the Sept. 30, 1992 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Aug. 31, 1992		\$ 2,175,338
Add: Sep. Cash Deposits	\$ 5,108,897	
Less: Payroll Ending Sep. 9	(283,106)	
Payroll Ending Sep. 23	(148,592)	
Fair Period Payroll	(1,214,071)	
Sep. Cash Disbursements	(5,090,021)	(1,626,893)

Cash Balance-Sep. 30, 1992		\$ 548,445
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#### MARKETABLE SECURITIES ACTIVITY:

Balance-Aug. 31, 1992		\$ 107,410
Add: Interest Earned	\$ 325	
Securities Purchased	2,750,000	
Less: Service Charges	(23)	2,750,302
Balance-Sep. 30, 1992		\$ 2,857,712

#### BUILDING FUND ACTIVITY:

Balance-Aug. 31, 1992		\$ 1,122,737
Add: Interest Earned	\$ 3,393	
Less: Service Charges	(237)	3,156
Balance-Sep. 30, 1992		\$ 1,125,893

#### CASH BALANCES FOR MONTH ENDING SEPTEMBER 30:

	1991	1992
General Fund	\$ 1,615,767	\$ 548,445
Petty Cash	882	2,700
Marketable Securities	1,705,538	2,857,712
Building Fund	540,852	1,125,893
Total Cash Balances	\$ 3,863,039	\$ 4,534,750

17 - St. Paul Police conducted a driving school on the carnival lot. A credit union car sale was held in the Progress Center and on Blocks 13 and 14.

21 - A special superintendent's appreciation luncheon was given at the Hennepin Technical College.

23 - Sinclair, Frenette, Birk and Lynskey met with Messrs. Shawn Jones and Gordon Stenbeck to discuss plans for St. Paul Fighting Saints professional hockey play in the Coliseum during the 1992-93 season. Pooch, Trantanella and Milking Parlor Superintendent Doris Mold met with Joe Schmitz of the American Dairy Assn. to discuss the Association's involvement with the parlor in 1993. Frost met with Duane C. Grace, building code consultant and certified building official.

26 - Sinclair and Heffron met with Elizabeth Fisher of the Minnesota Department of Revenue to discuss certain procedures for collecting sales tax at the fair.

27 - Hammer met with representatives of Miller Brewing to discuss promotion opportunities for the '93 State Fair.

28 - Hammer, Frost, Heffron and Larry Shear of M.R. Bolin met to discuss advertising and promotion techniques for 1993. Frost met with staff of Design Syndicate, Minneapolis, a firm specializing in interior and exterior design work.

30 - Sinclair, Frenette and Birk met with Messrs. Shawn Jones and John O'Halloren to discuss schedule and contract provisions for St. Paul Fighting Saints hockey at the Coliseum.

#### SPACE RENTAL COMMITTEE MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds  
9:00 a.m., Thursday, November 5, 1992

Members present: Keenan, chair; Roehlke; Morris; Simons; Prokosch; Lilliquist, ex officio; Heffron, ex officio; Sinclair, ex officio; Frenette, ex officio. Absent: Lund and Wenzel.

Also present: Annexstad; Recknor; Schmidt; Rustad; Frost.

The meeting was called to order by Chairman Keenan at 9:05 a.m.

Mr. Gerry Goblirsch (The Best Fry Co.) appeared before the committee to request review of his application for concession space at the 1992 Minnesota State Fair to sell curly fries. Sinclair indicated that the staff determination that Mr. Goblirsch's application could not be accommodated was based on the availability of like products. Mr. Goblirsch summarized his experience in the food concession business and indicated that he would like to be given further consideration in the future if: a.) one of the existing french fry concessions discontinues operation, or b.) space becomes available for sale of curly fries. The committee determined that Mr. Goblirsch's application had been given proper consideration in its review by staff and that the public had not been adversely affected by their determination. No action necessary.

Discussion was undertaken with respect to placement of vending machines on the fairgrounds during the fair. On a motion by Mr. Simons, seconded by Mr. Prokosch and carried, the committee ordered the prohibition of vending machine placement in public space during the fair beginning in 1993 (Aye-5; Nay-0).

Sinclair presented a report of 1992 rental services revenue, including specific summaries for carnival rides and shows, beer concessions, non-food/beverage concessions operated under a percentage rent formula and 1992 special events and storage. A review was also undertaken of the process underway involving application for exhibit and concession space at the 1993 exposition.

#### 1992 MINNESOTA STATE FAIR RENTAL SERVICES DIVISION CONCESSION/EXHIBIT REVENUE SUMMARY

CONCESSIONS	1991	1992	COMPARISON
Indoor and Outdoor Space	\$ 531,148.62	\$ 533,303.55	+ \$ 2,154.93
PERCENTAGE/PARTICIPATION ATTRACTIONS			
Antique Auto Show	\$ 2,183.17	2,551.35	+ 368.18
Giant Slide	54,814.45	55,560.91	+ 746.46
Hanneford Circus	515.21	- 0 -	- 515.21
Haunted House	72,252.68	70,846.21	- 1,406.47
Old Mill	27,245.29	18,235.61	- 9,009.68
Skyride	54,155.10	52,383.24	- 1,771.86

Space Tower	24,083.98	25,267.90			1,183.92
Trolley	<u>399.45</u>	235,649.33	<u>- 0 -</u>	224,845.22	<u>399.45</u>
					10,804.11
<b>CARNIVAL</b>					
Rides and Shows	\$742,238.62	712,618.54			29,620.08
Concessions	<u>205,660.00</u>	<u>947,898.62</u>	<u>174,160.00</u>	886,778.54	<u>31,500.00</u>
					61,120.08
<b>GRANDSTAND CONCESSIONS</b>					
Food	47,164.46	30,388.72			16,775.74
3.2 Beer	44,481.00	25,299.36			19,181.64
Attraction Merchandise Sales	<u>43,356.00</u>	<u>135,001.46</u>	<u>52,420.85</u>	108,108.93	<u>9,064.85</u>
					26,892.53
<b>NON-FOOD AND BEVERAGE CONCESSION PERCENTAGE**</b>					
	<u>81,704.58</u>	<u>81,704.58</u>	<u>145,538.81</u>	145,538.81	<u>63,834.23</u>
<b>FOOD AND BEVERAGE CONCESSION PERCENTAGE*</b>					
	<u>872,721.36</u>	<u>872,721.36</u>	<u>903,214.29</u>	903,214.29	<u>30,492.93</u>
<b>3.2 BEER AND FOOD</b>					
Brede Enterprises, Inc.	97,411.88	62,331.19			35,080.69
Cleworth's Food and Bev.	60,705.70	34,659.55			26,046.15
Coliseum Concessions	9,919.26	7,702.37			2,216.89
Crocker's Spaghetti Village	10,592.85	7,611.92			2,980.93
The Frontier	37,081.57	23,439.12			13,642.45
John A. Giere	50,282.39	33,618.12			16,664.27
H.M.H. of St. Paul Inc. (Bazaar)	34,845.88	22,337.99			12,507.89
Kirschner's Beer Stube	15,250.63	9,211.86			6,038.77
Midway Men's Club	<u>10,429.90</u>	<u>326,520.06</u>	<u>6,308.04</u>	207,220.16	<u>4,121.86</u>
					119,299.90
<b>SUNDRY</b>					
Cancelled					
but Active Contracts	877.50	1,807.00			929.50
Concession/Exhibit Lists	670.00	645.00			25.00
Entertainer Merchandise Sales	4,192.12	9,026.26			4,834.14
Merchandise/Commissary					
Permits	23,625.00	30,300.00			6,675.00
Miscellaneous	3,668.27	4,116.25			447.98
Novelties (Dispenser)	43,604.10	38,391.00			5,213.10
Programs (official) - Auto Race	<u>770.50</u>	<u>77,407.49</u>	<u>557.00</u>	84,842.51	<u>213.50</u>
					7,435.02
		\$3,208,051.52	\$3,093,852.01		\$114,199.51
<b>EXHIBITS</b>					
Indoor and Outdoor Space		214,429.00		213,315.00	1,114.00
<b>INSTITUTIONAL</b>					
Indoor and Outdoor Space		<u>30,884.00</u>		<u>30,794.00</u>	<u>90.00</u>
<b>GRAND TOTALS</b>		<u>\$3,453,364.52</u>		<u>\$3,337,961.01</u>	<u>\$115,403.51</u>

\* 1991 = first year of percentage rent formula application  
 \*\* 1992 = first year of percentage rent formula application

**1992  
 MINNESOTA STATE FAIR  
 RENTAL SERVICES DIVISION  
 CONCESSION REVENUE BY CLASS**

Class Number	CLASSIFICATION	1991 AMOUNT	1992 AMOUNT	DIFFERENCES
1.	Dining Halls - in bldgs. owned by Fair	\$ 8,184.38	\$ 10,632.09	+ \$ 2,447.71
2.	Dining Halls - in bldgs. owned by churches	40,998.78	42,746.63	+ 1,747.85
3.	Dining Halls - not churches	42,188.31	47,277.77	+ 5,089.46
4.	Lunch and Refreshments - not churches	368,441.41	382,089.40	+ 13,647.99
5.	Lunch and Refreshments - ag., health and soc. service org.	17,587.70	16,968.87	- 618.83
6.	Lunch and Refreshments - churches (bldgs. owned by Fair)	3,799.34	4,577.54	+ 778.20
7.	Lunch and Refreshments - not churches (bldgs. owned by Fair)	158,401.14	177,045.67	+ 18,644.53
8.	Food and 3.2 Beer Concessions	316,600.80	199,517.79	- 117,083.01
9.	Confections, Candy and Ice Cream	78,535.24	72,550.05	- 5,985.19
10.	Popcorn, Soft Drinks, Caramel Corn, Caramel Apples, Snow Cones, Cotton Candy and Peanuts	63,012.11	61,332.02	- 1,680.09
11.	Miscellaneous Multiple Concessions - Food	92,510.21	96,448.52	+ 3,938.31
12.	Miscellaneous Multiple Concessions - Non-Food	52,434.10	39,191.00	- 13,243.10
13.	Commercial Concessions	98,404.00	96,275.00	- 2,129.00
14.	Arts and Crafts	70,516.00	65,361.00	- 5,155.00
15.	Amusements - temporary (Non-Percentage)	18,524.21	- 0 -	- 18,524.21
16.	Jewelry	17,528.00	17,812.00	+ 284.00
17.	Miscellaneous Concessions - individuals	11,927.00	9,267.00	- 2,660.00
18.	Photo and Portrait Galleries	12,044.00	9,377.00	- 2,667.00
19.	Auto and Truck Accessories, Service and Hardware	16,399.00	18,631.00	+ 2,232.00
20.	Amusements - permanent (Non-Percentage)	23,410.00	- 0 -	- 23,410.00
21.	Imports and Ethnics	64,647.13	64,187.93	- 459.20
22.	Novelties	18,726.30	4,621.57	- 14,104.73
23.	Concession/Exhibit Lists	670.00	645.00	- 25.00
24.	Grandstand and Coliseum Concessions - food and 3.2 beer	103,584.72	58,028.08	- 45,556.64
25.	Grandstand Attraction Merchandise Sales	43,603.81	52,977.85	+ 9,374.04
26.	Merchandise and Commissary Permits	23,625.00	30,300.00	+ 6,675.00
27.	Sign and Card Painting	- 0 -	45.00	+ 45.00
28.	Rides - independent	161,098.27	151,447.66	- 9,650.61
29.	Shows - independent	78,630.85	73,397.56	- 5,233.29
30.	Rides - carnival	631,500.72	627,622.96	- 3,877.76
31.	Shows - carnival	110,737.90	84,995.58	- 25,742.32
32.	Concessions - carnival (food, merchandise and games)	205,660.00	174,160.00	- 31,500.00
33.	Recreation, Resources and Sporting Goods	41,927.50	42,653.10	+ 725.60
34.	Commercial Concessions in Agriculture Areas	19,370.00	22,043.00	+ 2,673.00
35.	Health, Social Service and Education	9,899.00	9,971.00	+ 72.00
36.	Religious, Patriotic and Political	13,034.00	12,504.00	- 530.00
37.	Housewares and Domestic	41,285.00	42,952.00	+ 1,667.00
38.	Home Furnishings, Improvements and Energy	46,524.00	43,665.00	- 2,859.00
39.	Wearing Apparel and T-Shirts	37,742.22	33,298.00	- 4,444.22
40.	Music	14,202.00	12,956.00	- 1,246.00
41.	Media	4,984.00	5,387.00	+ 403.00
42.	Artist Merchandise Sales - not Grandstand	4,121.20	8,612.72	+ 4,491.52

43. Miscellaneous Percentage/Participation Attractions	814.40	1,230.59	+ 416.19
44. Electronics and Technology	1,265.00	2,942.00	+ 1,677.00
45. Government Agencies, Associations and Organizations	5,667.00	4,730.00	- 937.00
46. Warehouses and Wholesalers	8,740.00	9,726.00	+ 986.00
50. Attraction, Amusement, Novelty & Souvenir Conc. - Percentage (15)	- 0 -	52,198.86	+ 52,198.86
51. Amusement and Game Concessions - Percentage (18)	- 0 -	42,389.59	+ 42,389.59
52. Amusement, Game and Novelty Concessions - Percentage (20)	<u>- 0 -</u>	<u>50,950.36</u>	<u>+ 50,950.36</u>
<b>Sub-Totals</b>	\$3,203,505.75	\$3,087,928.76	- \$115,576.99
<b>CANCELLED BUT ACTIVE CONTRACTS</b>	\$ 877.50	\$ 1,807.00	+ \$ 929.50
<b>MISCELLANEOUS</b>	3,668.27	4,116.25	+ 447.98
<b>EXHIBITS</b>			
Indoor and Outdoor Space	214,429.00	213,315.00	- 1,114.00
<b>INSTITUTIONAL</b>			
Indoor and Outdoor Space	<u>30,884.00</u>	<u>30,794.00</u>	<u>- 90.00</u>
<b>GRAND TOTALS</b>	<u>\$3,453,364.52</u>	<u>\$3,337,961.01</u>	<u>- \$115,403.51</u>

Meeting was adjourned at 10:00 a.m.

**MEETING OF THE GOVERNING BOARD  
 MINNESOTA STATE AGRICULTURAL SOCIETY  
 Administration Building  
 November 5, 1992 - 10 a.m.**

Members present: Willis Lilliquist, president; Eileen Roehlke; Howard Morris; Don Simons; Vern Prokosch; Clarice Schmidt; Richard Keenan; Martin Annexstad; Howard Recknor; Mike Heffron, secretary. Absent: Bert Lund.

Also present: Jim Sinclair; Rochelle Rustad; Jerry Hammer; Rick Frenette; Jim Frost; Karen Leach; Steve Pooch.

Mr. Lilliquist called the meeting to order at 10:08 a.m.

A motion was made by Mr. Prokosch, seconded by Mr. Annexstad and carried that board and committee minutes, recorded during the 1992 fair, be approved as submitted to the members by mail (Aye-8; Nay-0).

Minutes in vacation, covering the period August 27 through October 30, 1992, and the administrative action noted therein, were approved on a motion by Mr. Keenan, seconded by Ms. Schmidt and carried (Aye-8; Nay-0).

Secretary presented the October 31, 1992 financial statement as follows:

**GENERAL FUND ACTIVITY:**

Cash Balance-Sep. 30, 1992		\$ 548,445
Add: Oct. Cash Deposits	\$ 2,160,230	
Less: Payroll Ending Oct. 7	(105,335)	
Payroll Ending Oct. 21	(101,839)	
Oct. Cash Disbursements	(2,272,360)	(319,304)

Cash Balance-Oct. 31, 1992 \$ 228,665

**MARKETABLE SECURITIES ACTIVITY:**

Balance-Sep. 30, 1992		\$ 2,857,712
Add: Interest Earned	\$ 5,444	
Less: Service Charges	(401)	
Securities Cashed	(1,980,000)	(1,974,957)

Balance-Oct. 31, 1992 \$ 882,755

**BUILDING FUND ACTIVITY:**

Balance-Sep. 30, 1992		\$ 1,125,893
Add: Interest Earned	\$ 3,147	
Securities Purchased	830,000	
Less: Service Charges	(231)	
Disbursements	(400,000)	432,916

Balance-Oct. 31, 1992 \$ 1,558,809

**CASH BALANCES FOR MONTH ENDING OCTOBER 31:**

	1991	1992
General Fund	\$ 603,147	\$ 228,665
Petty Cash	500	2,500
Marketable Securities	1,421,470	882,755
Building Fund	1,085,878	1,558,809
<b>Total Cash Balances</b>	<b>\$ 3,110,995</b>	<b>\$ 2,672,729</b>

After review of the statement, it was moved by Mr. Annexstad, seconded by Mr. Simons and carried that the financial resume be approved (Aye-8; Nay-0).

Approval of action taken by the space rental committee earlier in the day (November 5) was moved by Mr. Keenan, seconded by Ms. Roehlke and carried (Aye-8; Nay-0).

Secretary submitted the following proposal under which guest and media access to Grandstand and Coliseum seats would be discontinued, and in its place, (limited) outside gate admission would be provided:

"The fair presently issues 3,000 media and guest cards, each of which authorizes people to enter the Grandstand or Coliseum and occupy a seat for all paid shows (with certain exceptions, such as the Garth Brooks show).

"The practice began at a time prior to the presentation of major name Grandstand entertainers as recognition of the support and friendship of groups such as news media personnel, agricultural society members, state and local government officials, and staff and superintendents. It has become a problem because we neither can afford nor accommodate all of these people attracted to our Grandstand concerts.

"Potential unrealized income in the Grandstand for 13 shows at \$7 average x 6,000 = \$546,000. This, of course, could not happen because we limit each show to 150 free admissions, which translates into 13 shows at \$7 average x 150 = \$13,650. In many respects this is truly lost revenue because each of these guests occupies a seat and potentially denies admission to a paying customer.

"Another real expense inherent in the present process is that we must pay over to the act their percentage on these free tickets, which is typically 75 to 80% . . . \$13,650 x 80% = \$10,920.

"One further problem with the present system is that many of our guests are unhappy when they seek admission to the Grandstand on a guest card only to find that the 150-person limit has already been reached. We invite these folks to be our guests and then withdraw the offer . . . great hospitality!

"Staff recommends as an alternative that each media or guest invited to the fair be provided gate tickets . . . 2 x \$3 x 6,000 = \$36,000. It would hardly be appropriate to identify this as lost revenue for three reasons: 1) Many of these people would otherwise not attend the fair at all; 2) once on the grounds, these guests will spend, and in doing so, contribute to our income stream; 3) none of these free attendees replace or preclude the attendance of a paying customer."

After discussion, it was moved by Mr. Morris, seconded by Ms. Schmidt and carried that the recommended change be made and implemented for 1993 (Aye-8; Nay-0).

Mr. Frenette presented a report of activity in the society's building fund during 1992. The report, which shows an opening balance of \$1,085,878, authorized expenditures, sales tax, matching deposits and a closing balance of \$1,558,809, was approved on a motion by Mr. Simons, seconded by Mr. Recknor and carried (Aye-8; Nay-0). Resume below:

1992  
MINNESOTA STATE FAIR  
BUILDING FUND REPORT

DATE	DESCRIPTION	UNRESTRICTED + / (-)	RESTRICTED + / (-)	TOTAL FUND BALANCE
11/01/91	Beginning Balance			\$1,085,878
* 01/17/92	Release to unrestricted board minutes, pg. 25-92	\$ 450,000	\$(450,000)	1,085,878
10/29/92	Deposit 1992 forgone sales tax liability		415,000	1,500,878
10/29/92	Deposit 1992 MSF matching funds		415,000	1,915,878
10/30/92	Transfer unrestricted to cash funds	(400,000)		1,515,878
10/30/92	1992 Interest income		45,598	1,561,476
10/30/92	1992 Investment fees		(2,667)	1,558,809

\* Assign building fund to:

(1) Replace Grandstand seats	\$ 215,000
(2) Upgrade Crossroads Substation	60,000
(3) Upgrade Food Show Interior	40,000
(4) Upgrade Restroom - Block 24	55,000
(5) 4-H Building Improvements	30,000
Total	\$ 400,000

It was moved by Ms. Roehlke, seconded by Mr. Annexstad and carried that secretary be authorized to enter into contracts with acts and attractions for the 1993 fair (Aye-8; Nay-0).

Secretary discussed with the board a staff recommendation to increase regular adult outside gate from \$4 to \$4.50, regular child/senior outside gate from \$2.50 to \$3.25 and discount child/senior outside gate from \$1 to \$2.25. Upon a motion by Mr. Simons, seconded by Mr. Morris and carried, secretary was authorized to prepare the society's 1993 operating budget on the basis of these proposed increases (Aye-8; Nay-0).

It was moved by Mr. Prokosch, seconded by Mr. Morris and carried that the following advertising policy be implemented in 1993: "The State Fair's basic advertising outlets shall be all

daily and weekly newspapers in Minnesota, as well as broadcast outlets selected from the state's radio and television stations, plus selected newspapers and radio and television stations in surrounding states." Included in the motion was approval of the 1993 advertising agency contract with the M.R. Bolin firm (Aye-8; Nay-0).

Upon a motion by Mr. Keenan, seconded by Mr. Recknor and carried secretary was authorized to prepare an appropriate resolution on behalf of the board to adopt the State of Minnesota flexible benefit cafeteria plan effective 1-1-93 (Aye-8; Nay-0).

It was moved by Mr. Keenan, seconded by Mr. Simons and carried that Employee Bulletin 4P be amended to include, under insurance benefits, the purchase of a paid up \$500 life insurance policy for each salaried employee effective at retirement. This action specifies that said benefit be retroactive to September 15, 1992 (Aye-8; Nay-0).

A review of fair-week payrolls was undertaken, after which it was moved by Mr. Recknor, seconded by Mr. Prokosch and carried that the submitted payroll summary, totaling \$1,236,436, be approved (Aye-8; Nay-0).

A request from Lions Club International to rent the State Fair campground facilities during the club's convention in Minneapolis, July 7-10, 1993 was approved on a motion by Mr. Simons, seconded by Mr. Annexstad and carried (Aye-8; Nay-0).

It was moved by Mr. Prokosch, seconded by Mr. Recknor and carried that the following Grandstand and Coliseum tickets be transferred to non-pay status (Aye-8; Nay-0):

1992  
NON-PAY REPORT  
GRANDSTAND AND COLISEUM

GRANDSTAND

8-27	Garth Brooks, Martina McBride	7:30 p.m.	72 @ \$13.00	Contract Provision
8-28	The Steve Miller Band	7:30 p.m.	157 @ \$13.00	Contract Provision
			98 @ \$ 8.00	Media & Guest Card
8-29	Randy Travis, Brooks & Dunn	7:30 p.m.	46 @ \$12.00	Contract Provision
			150 @ \$ 7.00	Media & Guest Card
8-30	Richard Marx	7:30 p.m.	23 @ \$12.00	Contract Provision
			65 @ \$ 7.00	Media & Guest Card
8-31	Color Me Badd	7:30 p.m.	33 @ \$10.00	Contract Provision
	The Party		50 @ \$ 5.00	Media & Guest Card
9-01	Double Dare	2:00 p.m.	60 @ \$ 8.00	Contract Provision
			13 @ \$ 8.00	Media & Guest Card
9-01	Double Dare	7:30 p.m.	4 @ \$ 8.00	Contract Provision
			36 @ \$ 8.00	Media & Guest Card
9-02	B-52's, Violent Femmes	7:30 p.m.	70 @ \$12.00	Contract Provision
			200 @ \$ 7.00	Media & Guest Card
9-03	Bob Hope, BJ Thomas	7:30 p.m.	23 @ \$12.00	Contract Provision
			775 @ \$12.00	Editor, Legislator
			100 @ \$ 7.00	Media & Guest Card
9-04	Wynonna Judd, The Oak Ridge Boys	7:30 p.m.	101 @ \$12.00	Contract Provision
			100 @ \$ 7.00	Media & Guest Card
9-05	Steven Curtis Chapman, Kathy Troccoli, First Call	7:30 p.m.	40 @ \$10.00	Contract Provision
			58 @ \$ 5.00	Media & Guest Card
9-06	The Beach Boys, David Cassidy	2:00 p.m.	1696 @ \$12.50	Contract Provision
			48 @ \$ 7.50	Media & Guest Card
9-06	The Beach Boys, David Cassidy	7:30 p.m.	760 @ \$12.50	Contract Provision
			100 @ \$ 7.50	Media & Guest Card
9-07	Auto Race	2:00 p.m.	443 @ \$ 4.00	Happenings Coupons

COLISEUM

8-28	English Horse Show	1:00 p.m.	5 @ \$ 5.00	Judges
8-28	English Horse Show	6:30 p.m.	5 @ \$ 5.00	Judges
8-29	English Horse Show	6:30 p.m.	5 @ \$ 5.00	Judges
9-03	Rodeo	1:00 p.m.	4 @ \$ 6.50	Announcer
9-03	Rodeo	7:00 p.m.	4 @ \$ 6.50	Announcer
9-03	Rodeo	7:00 p.m.	4 @ \$ 6.50	Announcer

Under the same motion, outside gate and carnival tickets having a total face value of \$153,327, used by various departments for promotions and for institutional purposes during the 1992 fair, were reclassified as non-pay. Attached is a breakdown of the aforementioned tickets.

DEPARTMENTAL:

Box Office	31	3.00	\$ 93.00
Cattle	46	3.00	138.00
Creative Activities	201	3.00	603.00
Education	197	3.00	591.00
Finance	17	3.00	51.00
Fine Arts	50	3.00	150.00
4-H	9,306	3.00	27,918.00
	961	2.00	1,922.00
Free Entertainment	7,808	3.00	23,424.00
Fruits	115	3.00	345.00
FFA	307	3.00	921.00
Grandstand-Race	291	3.00	873.00
Grandstand-Concert	1,295	3.00	3,885.00
Guest/Staff Services	139	3.00	417.00
Horse	320	3.00	960.00
Meats	32	3.00	96.00
Media & Public Relations	2,415	3.00	7,245.00

	84	2.00	168.00	Demar Children's Home	255.00
Miscellaneous	115	8.00	920.00	Discovery Club/Expo For Excell	182.00
Public Safety	183	3.00	549.00	Dungarvin Alternative Services	24.00
Senior Citizen	1,948	3.00	5,844.00	Dungarvin Alternative Services	300.00
Space Rental	481	3.00	1,443.00	Dungarvin, Inc. Amer House	30.00
Youth Camp	117	3.00	351.00	Eden Youth Programs	100.00
	119	3.00	357.00	Elliot Nursing Facility	27.00
<b>INSTITUTIONAL-ORGANIZATIONS:</b>				Erich Inc. Foster Waiver	48.00
Adults (see following)	13,057	3.00	39,171.00	Fairview Riverside Medical Center	120.00
Youth/Senior	2,446	2.00	4,892.00	Familystyle Homes	180.00
				Faribault Regional Center	300.00
<b>INSTITUTIONAL-PROMOTION:</b>				Focus Homes Inc.	300.00
Multiple Sclerosis	15,000	2.00	30,000.00	Franklin Place East	100.00
				Front Steps	69.00
Total	57,081		\$153,327.00	Gladson Group Home	36.00
				Greenwood East	350.00
Adults	38,475	3.00	\$115,425.00	Guild Residence, Inc.	300.00
Youths	18,491	2.00	36,982.00	Hammer Residences	300.00
Rides	115	8.00	920.00	Healtheast-Bethesda Hospital	255.00
Total	57,081		\$153,327.00	Healtheast-St. Joseph's	200.00
				Healtheast-St. Joseph's	75.00
<b>ORGANIZATIONS:</b>				Hennepin Cty Day Treatment	90.00
Able			280.00	Hennepin Cty Medical Center	100.00
Accessibility Inc.			240.00	Hennepin Technical College	105.00
Accessible Space, Inc.			300.00	Hiawatha Center-Longfellow	300.00
ACR Home on 16th Ave			140.00	Hiawatha Valley Mental Health	150.00
ACR Homes, Inc-Alta Vista			78.00	Hoikka House, Inc	225.00
ACR on Dawn			18.00	Home Away Centers, Inc.	60.00
Adapted Living Programs			75.00	Home Free Shelter	375.00
Alexandria House			100.00	Homeward Bound, Inc-House C	192.00
Aliveness Project			300.00	Homeward Bound, Inc-House D	48.00
Alpha Human Services Inc			120.00	Homeward Bound, Inc	300.00
Ametho Services			120.00	Human Development Center-CSP	75.00
Amicus			350.00	Human Resource Assn-Companion	150.00
Andrew Residence			300.00	Human Resource Assoc-Da-Trac	135.00
Anoka Metro Regional Treatment			300.00	Humphrey Job Corps	300.00
ARC of Hennepin County			105.00	In Touch, Inc	105.00
Archdiocesan AIDS Ministry			350.00	Janus	72.00
Ascension Place			180.00	Joann Reding Group Home	42.00
Aurora House/Orion House			48.00	Juel Fairbanks Emergency Shelf	30.00
Aveyron Home			84.00	Juel Fairbanks Halfway House P	75.00
Bar None Residential Treatment			335.00	Juel Fairbanks Mens 3/4 Way House	30.00
Bethel Care Center			60.00	Juel Fairbanks Outpatient Chemical	30.00
Big Brothers & Sisters of Minneapolis			500.00	Juel Fairbanks Womens 3/4 Way	30.00
Big Brothers & Sisters of St. Paul			500.00	Juel Fairbanks Youth Chemical	90.00
Bill Kelly House			90.00	Kaposia Inc	12.00
Boston Health Care Systems, Inc.			54.00	Lake Owasso Residence	300.00
Boston Health Care Systems, Inc.			24.00	Little Sisters of the Poor	100.00
Boston Health Care Systems, Inc.			45.00	Lutheran Social Services-FALC	24.00
Boston Health Care Systems, Inc.			295.00	Lutheran Social Services-Apt-P	63.00
Boston Homes Inc.			210.00	Lutheran Social Services-Apt-P	30.00
Boston Homes, Inc.-Lakewood			18.00	Lutheran Social Services-SLEE	27.00
Bristol Place Corp.			435.00	Lynblomsten Care Center	180.00
Bryn Mawr Health Care Center			300.00	Mains'l Services-Lois Lane G	30.00
Cambridge Regional Center			300.00	March House	54.00
Camilia Rose Group Home			150.00	Mary T, Inc-Albert Place	24.00
Careco Homes Inc.			45.00	Mary T, Inc-Brown House	24.00
Carlson-Drakes House			18.00	Mary T, Inc-Minneha Creek	45.00
Carver County CSP			48.00	Mary T, Inc-Sand Creek	27.00
Casa De Esperanza			90.00	Mary T, Inc-Six Acres Sils C	69.00
Catholic Charities			500.00	Mary T, Inc-Woody Lane	24.00
Charaka Community Support			165.00	Menninger Youth Program	200.00
CIP-Apartment Training			135.00	Mental Health Resources	300.00
CIP - Aveyron			120.00	Mental Health Resources-Comm	400.00
CIP - City Lights			54.00	Mental Health Resources-East	304.00
CIP - Passageway			60.00	Mental Health Resources-Frien	300.00
CIP - Shared Housing			93.00	Mental Health Resources-Skill	300.00
CIP - SILS			90.00	Mental Health Resources-Slic	180.00
Circle Center			120.00	Midway Training Services	150.00
Civic Community Service			270.00	Midwest Special Services, Inc.	293.00
Club Fed - 1992			200.00	Midwest Special Services, Inc.	159.00
Community Options			75.00	Midwest Special Services, Inc.	296.00
Concordia Care Center			108.00	Minneapolis Park and Rec Board	36.00
Concordia Care Center			225.00	Minneapolis Society for the Blind	310.00
Cooperating Community Programs			300.00	Minnesota AIDS Project (MAP)	500.00
Cooperating Community Programs			84.00	Minnesota Head Injury Association	150.00
Cooperating Community Programs			150.00	Minnesota Veterans Home	300.00
Cooperating Community Programs			82.00	Mission Lodge	90.00
Cooperating Community Programs			60.00	Mother Cabrini House	105.00
Cooperating Community Programs			30.00	Multi Resource Centers, Inc	300.00
Cooperating Community Programs			55.00	Multi Resource Ctr-Housing Sup	225.00
Cooperating Community Programs			116.00	Multi Resource Ctr-Light House	300.00
Cooperating Community Programs			80.00	Muriel Humphrey Residences	40.00
Cotter Residence			90.00	Muriel Humphrey Residences	78.00
Courage Center - DECA Program			150.00	Muscular Dystrophy Association	300.00
Courage Center - Independent Living			180.00	Nekton-Brookdale	18.00
Courage Center Residence			300.00	Nekton-Colfax SLS	24.00
Custom Contracts & Services			290.00	Nekton-Dupont SLS	24.00
Dakota Adult Transition Center			150.00	Nekton-Family Focus Program	130.00
Dakota's Children-Residential			330.00	Nekton-Goodrich	36.00
Dakota's Children, Inc.			90.00	Nekton-In Home Family Program	130.00
Dakota's Children Inc			300.00	Nekton-Meadowlark	18.00
				Nekton-Parkside	12.00
				Nekton-Project Self Dependence	300.00
				Nekton-Sextant	75.00

Nekton-Silverlake SLS	24.00
Nekton-Stillwater	75.00
Nekton-Westbrooke	24.00
Nekton-Wyoming	60.00
Nekton Family Network-Disability	280.00
Nekton Group Homes	300.00
Nekton, Inc.	300.00
New Foundations	135.00
New Hope Center Inc	120.00
Norhaven-Montreal SLS	30.00
Norhaven, Inc	253.00
Northeast House, Inc	130.00
Northwest Community Support	170.00
Oakland Home Inc	150.00
On Our Own and Associates, Inc	195.00
Opal Corporation	150.00
Opal Corporation	275.00
Opportunity Workshop-Asplin	105.00
Opportunity Workshop-Autism P	75.00
Opportunity Workshop, Inc.	300.00
Orion-Aurora House	43.00
Our House Of Minnesota	60.00
Outcomes, Inc	71.00
Outreach-Bloomington Group Home	30.00
Outreach-Brooklyn Center	30.00
Outreach-Plymouth East	30.00
Outreach-Plymouth West	27.00
Outreach-Rice Creek	30.00
Outreach-Stevens	18.00
Owobopte	75.00
People, Inc-Apollo Center	42.00
People, Inc-Journey House	36.00
People, Inc-Northside	300.00
People's Apt Network	145.00
People's Community Care Reside	180.00
Perspectives Inc	125.00
Phoenix Residence-Clinton House	24.00
Phoenix Residence-Furness House	36.00
Phoenix Residence-Howard House	36.00
Phoenix Residence, Inc.	288.00
Pillsbury Neighborhood Svc	500.00
Portland Residence	318.00
Prodigal House, Inc	90.00
Ramsey Cty Adult DDI Unit	300.00
Ramsey Cty Child Protection	250.00
Ramsey Cty Comm Human Services	37.00
Ramsey Cty Comm Human Services	275.00
Ramsey Cty DD Work Group Pilot	302.00
Ramsey Cty Guardian Ward Unit	291.00
Ramsey Cty Hearing Impaired	60.00
Ramsey Cty Human Services	72.00
Ramsey Cty Maternal Child Program	75.00
Ramsey Cty Mental Health E-4	225.00
Ramsey Cty Mental Health W-3	225.00
Ramsey Cty Project Re-Connect	350.00
Ramsey Cty Volunteer Services	240.00
Re-Entry House	15.00
Red Castle Home	54.00
REM-Lyndale Inc	45.00
REM-Pillsbury	120.00
REM-Ramsey/REM Metro Service	400.00
Residential Alternatives	105.00
Restart, Inc	180.00
Riesco, Inc	48.00
Roseville Adult High School	90.00
Safe Alternatives	300.00
Safe House	300.00
Salvation Army-Harbor Light	340.00
Second Step Clubhouse, Blue Earth	48.00
Senior Resources	210.00
Sholom Home East	300.00
Sholom Home West	150.00
South Center Manor	77.00
Southside Services, Inc	188.00
St. Ann's Residence	75.00
St. Anne's Place	170.00
St. Joseph's Home for Children	500.00
St. Paul Society for the Blind	300.00
St. Peter Regional Treatment Center	300.00
Stevens House	72.00
Support Center Grand	150.00
Sur La Rue De Skillman	30.00
Sur La Rue, Inc.	150.00
The Kelly Institute	165.00
Thomas Allen Inc	225.00
Thomas Allen Inc-Arbor SLS	18.00
Thomas Allen Inc-Bloomington	18.00
Thomas Allen Inc-Cluster 2 Pr	45.00
Thomas Allen Inc-Park Place	18.00
Thomas Allen Inc-Sils	300.00
Thomas Allen Inc-Westwood 1, 1	27.00
Thomas Allen-Echo Park	30.00
Thomas House	60.00
Trevilla of Robbinsdale	200.00
U of MN-China Center	350.00

United Blind of MN, Inc	270.00
United Hospital-Tr Dept 2500	86.00
University Health Care Center	219.00
Vail Place	300.00
Variety Club Children's Hospital	315.00
Volunteers of America	180.00
W.A.R.M.T.H. Dakota Mental Health	90.00
Way 12 Halfway House	90.00
Wayside Halfway House, Inc	285.00
Welcome Home	192.00
Westby House	72.00
Wilder Foundation	434.00
Woodbury Extended Care	150.00
World Relief Minnesota	270.00
YMCA Kellogg Club-Skyway East	245.00
Zumbro Valley Mental Health Center	40.00
180 Degrees, Inc.	132.00

Discussion was undertaken regarding various aspects of the upcoming annual meeting and joint society-federation convention, scheduled for January 15-17, 1993. A review of hotel proposals for 1994-95-96 was postponed pending receipt of documentation from the federation. No action required.

Meeting adjourned at 11:40 a.m.

**MINUTES IN VACATION**

**November**

3-5 - Wenzel met with Lewis Miller in Springfield, Mass to finalize plans for the 1993 IAFE Spring Management Conference.

5 - A legislative audit entrance conference was attended by the finance division staff. Field work began Dec. 7. Pooch met with Dave Daubert and Kevin LeVoir of the Minnesota Dairy Goat Association regarding a possible national dairy goat show at the 1998 fair. The executive committee approved the October 31, 1992 cash transaction summary as follows:

**GENERAL FUND ACTIVITY:**

Cash Balance-Sep. 30, 1992		\$ 548,445
Add: Oct. Cash Deposits	\$ 2,160,230	
Less: Payroll Ending Oct. 7	(105,335)	
Payroll Ending Oct. 21	(101,839)	
Oct. Cash Disbursements	(2,272,836)	(319,780)
Cash Balance-Oct. 31, 1992		\$ 228,665

**MARKETABLE SECURITIES ACTIVITY:**

Balance-Sep. 30, 1992		\$ 2,857,712
Add: Interest Earned	\$ 5,444	
Less: Service Charges	(401)	
Securities Cashed	(1,980,000)	(1,974,957)
Balance-Oct. 31, 1992		\$ 882,755

**BUILDING FUND ACTIVITY:**

Balance-Sep. 30, 1992		\$ 1,125,893
Add: Interest Earned	\$ 3,147	
Securities Purchased	830,000	
Less: Service Charges	(231)	
Disbursements	(400,000)	432,916
Balance-Oct. 31, 1992		\$ 1,558,809

**CASH BALANCES FOR MONTH ENDING OCTOBER 31:**

	<b>1991</b>	<b>1992</b>
General Fund	\$ 603,147	\$ 228,665
Petty Cash	500	2,500
Marketable Securities	1,421,470	882,755
Building Fund	1,085,878	1,558,809
Total Cash Balances	\$ 3,110,995	\$ 2,672,729

6 - Frost and Heffron met with Craig Amundson and Steve Malloy, BRW Architects, to discuss development of final plans and specifications for Commonwealth Park.

10 - Frost and Wenzel met with Jim Meyer, Walker Parking Consultants.

11 - Wenzel and Goiffon met with Wally Wolff, Care & Assistance Supt, to go over department plans for 1993.

12 - Frost and Heffron met with Wes Hendrickson and Phil Vogel, TKDA Architects, to discuss final plans for the interior of the Progress Center. Hammer met with representatives of Gedney Co. to discuss promotional and licensing opportunities. Sinclair and Frenette met with Maggie Schwingler and Janice Albrecht to initiate planning for the 1993 IAFE Zone 4 spring conference, Rochester, co-hosted by the Federation and the State Fair.

13 - A video game equipment auction was held in the Block 44 arcade.

17 - Fischler, Wenzel, Frost and Heffron met with field inspectors from the State Fire Marshal's office to review their recommendations for fire safety improvements to State Fair buildings.

18 - Chuck Johnson, owner of Coliseum Concessions and a long-time State Fair food concessionaire, died in Minneapolis after a short illness.

20 - Frost met with Michael Ashlins, Design Syndicate, to begin an office space design process.

21 - Frost attended and addressed the Federation of County Fairs first district meeting in Albert Lea.

20-21 - Hammer made a presentation at the Dakotas Fair Convention in Bismarck, N.D.

24 - Members of the staff attended Chuck Johnson's funeral at St. Christophers Episcopal Church in St. Paul; Fischler served as pallbearer. Frost and Wenzel met with Bernard Jacob, an architect specializing in traffic and transportation.

30-Dec. 3 - Wenzel, Frost, Frenette, Hammer, Sinclair, Leach, Pooch and Heffron, along with board members Morris, Annexstad, Schmidt, Lilliquist, Prokosch, Roehlke, Simons and Recknor attended the annual convention and trade show of the International Association of Fairs & Expositions in Las Vegas, Nev.

#### December

9 - Heffron met with Jeanine Leifeld and Sonja Hill of the Legislative Audit staff.

10 - The executive committee approved the November 30, 1992 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Oct. 31, 1992		\$ 228,665
Add: Nov. Cash Deposits	\$ 481,739	
Less: Payroll Ending Nov. 4	(94,167)	
Payroll Ending Nov. 18	(73,837)	
Nov. Cash Disbursements	(391,684)	(77,949)

Cash Balance-Nov. 30, 1992		\$ 150,716
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#### MARKETABLE SECURITIES ACTIVITY:

Balance-Oct. 31, 1992		\$ 882,755
Add: Interest Earned	\$ 6,644	
Less: Service Charges	(501)	
Securities Cashed	(300,000)	(293,857)

Balance-Nov. 30, 1992		\$ 588,898
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#### BUILDING FUND ACTIVITY:

Balance-Oct. 31, 1992		\$ 1,558,809
Add: Interest Earned	\$ 3,310	
Less: Service Charges	(251)	3,059

Balance-Nov. 30, 1992		\$ 1,561,868
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#### CASH BALANCES FOR MONTH ENDING NOVEMBER 30:

	1991	1992
General Fund	\$ 179,972	\$ 150,716
Petty Cash	2,000	4,500
Marketable Securities	1,121,470	588,898
Building Fund	1,085,878	1,561,868
Total Cash Balances	\$ 2,389,320	\$ 2,305,982

10-11 - Heffron attended a meeting of the Directors Committee on California Fairs in Sacramento.

15 - Birk and Sinclair met with representatives of the Minnesota Street Rod Association to discuss their 1993 event at the fairgrounds.

16 - Sinclair and Hammer met with representatives of KQRS Radio to discuss exhibit plans.

17 - Sinclair, Hammer, Pooch, Heffron and Jim Brown, superintendent of the fair's education department, met with Bob Vanacek of the State High Technology Council to discuss technology exhibits.

21 - Jeff Olson and Chuck Ferguson, representing the Minnesota Department of Veterans Affairs, met with Hammer, Frost, Leach and Heffron to discuss a veterans day program at the '93 fair.

22 - A second meeting with representatives of the State Fire Marshal's office to review an inspection of privately-owned buildings on the Fairgrounds was attended by Sinclair, Wenzel, Fischler, Frost and Heffron.

28 - Hammer met with representatives of Hi-lex Corp. to discuss promotional options.

30 - Heffron met with Jeanine Leifeld and Sonja Hill of the Legislative Auditors staff. Frost and Giannini met with representatives of the Midwest Showmens Association, Federation of County Fairs, Sell Publishing and the Radisson St. Paul Hotel regarding the annual meeting.

#### January

5 - Wenzel, Goiffon and Casey met with Roberta Latimer, Knox Lumber Co. to discuss plans for Care and Assistance Center. Frost and Fischler met with BRW and Univeristy of Minnesota engineering personnel regarding the spring's transitway work. Sinclair and Giannini met with Kevin Burns and Gail Gendler of the Minnesota Department of Public Safety to discuss moving the department's exhibit to the Sentinel Building.

6-8 - Luther Seminary used State Fair parking facility in Block 40.

7 - Wenzel and Goiffon met with Ron Lancaster to discuss wheelchair and stroller rental at the fair.

8 - Sinclair and Birk met with Darlene Johnson to initiate discussion regarding future operation of food and beverage concession in the Coliseum.

10 - The executive committee approved the Dec. 31, 1992 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Nov. 30, 1992		\$ 150,716
Add: Dec. Cash Deposits	\$ 282,190	
Less: Payroll Ending Dec. 2	(88,684)	
Payroll Ending Dec. 16	(75,693)	
Payroll Ending Dec. 30	(78,622)	
Dec. Cash Disbursements	(223,631)	(184,440)

Cash Balance-Dec. 31, 1992		\$ (33,724)
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#### MARKETABLE SECURITIES ACTIVITY:

Balance-Nov. 30, 1992		\$ 588,898
Add: Interest Earned	\$ 2,217	
Less: Service Charges	(171)	
Securities Cashed	(200,000)	(197,954)

Balance-Dec. 31, 1992		\$ 390,944
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#### BUILDING FUND ACTIVITY:

Balance-Nov. 30, 1992		\$ 1,561,868
Add: Interest Earned	\$ 4,146	
Less: Service Charges	(320)	3,826

Balance-Dec. 31, 1992		\$ 1,565,694
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#### CASH BALANCES FOR MONTH ENDING DECEMBER 31:

	1991	1992
General Fund	\$ 95,991	\$ (33,724)
Petty Cash	2,000	4,500
Marketable Securities	1,034,507	390,944
Building Fund	1,093,069	1,565,694
Total Cash Balances	\$ 2,225,567	\$ 1,927,414

15-17 - The society's annual meeting was held at the St. Paul Radisson Hotel in conjunction with the convention of the Minnesota Federation of County Fairs.

#### ANNUAL MEETING

#### MINNESOTA STATE AGRICULTURAL SOCIETY

St. Paul Radisson Hotel  
January 15-16-17, 1993

The 134th annual meeting of the Minnesota State Agricultural Society opened on Friday, January 15. The resolutions committee met to conduct business at 5 p.m. Delegates named to the committee were Alan Knobel, Dodge; Ken Bargfrede, Jackson, Don Hyovalti, Anoka; Ralph Nardini, Ramsey; Rich Keenan, Hennepin; Sue Shutter, Todd; Jeff Potter, Redwood; Gary Greniger, Itasca; Gene Petersen, Clearwater.

Appointees to the credentials committee, which met at 3:15 p.m., Saturday, included Fran Hoven, Goodhue; Arlene Washa, LeSueur; Al Hoffman, Chisago; Harry Schmidt, Ramsey; Rich Keenan, Hennepin; Dick Donat, Todd; Lois Novosad, Lyon; Al Linder, Koochiching; Bill Ulrich, Pennington.

At 4:30 p.m., Saturday, delegates from the first, third and sixth regional districts met in caucus to certify nominees for election to the society's board of managers on Sunday. Selected were: first district - Howard Recknor, Hartland; third district - Andy Roseboom, Maple Grove; sixth district - Howard Morris, Cokato.

Members of the society met for breakfast at 9:30 a.m., Sunday and at 10:30 a.m., convened in general session. President Lilliquist called upon Secretary Heffron for his annual report:

Good morning ladies and gentlemen . . .

Measuring the success of any enterprise is difficult. And often the result is shaped to suit the disposition of the person doing the measuring.

This axiom is especially true of the Minnesota State Fair for the fact that it has a diverse audience made up of individuals, family groups, those having a commercial interest, competitive

exhibitors, employees, the young, the old, men, women, and perhaps we should also include those who might be effected by the fair even though they do not attend.

Each of these constituents brings a different perspective to the fair; each is correct in his or her assessment; and each has a right to be heard and considered.

We have the young woman who believes the entertainment schedule needs less country-western music and more rock-and-roll; the concessionaire who feels the rain is great because he's located in a building and rain drives customers inside; the employee who thinks she should be paid more; the senior who left Willmar on a tour bus at 6 a.m. because he loves the senior day program and wouldn't miss it rain or shine; the sheep exhibitor who believes that premium money should be raised and the sheep barn should be painted; the manager of the St. Paul Radisson Hotel who enjoys the end of August when his rooms and restaurant are full of State Fair visitors; the young couple who want their three youngsters to enjoy the rides, the cotton candy and the games, but are concerned about the family budget.

All of these folks have a clear idea of what they want and they'll let you know if they don't receive what they expect. Furthermore, if we fail to meet their reasonable expectations, these folks will stop coming to the fair.

And so it is that we must wear many hats and carry many different yardsticks. More than just carrying these yardsticks, we must repeatedly apply the measure on behalf of our various clients. And finally, the most important part of the process: We must respond to what we hear and improve both our product and our delivery.

Has the fair been responsive in the past? Well, we certainly have room for improvement in that area, but we're getting better all the time. Let me give you one example:

For many years, the physically handicapped were literally ignored at the fair, just as they were at most public facilities. You very seldom saw handicapped persons on the fairgrounds until about 15 years ago when we began to realize that a large number of Minnesotans were unable to enjoy the fair because of barriers to their access.

Did we come to this realization on our own? Well, I'm afraid not. Handicapped individuals, as well as advocacy groups representing the handicapped came to us and made their case. I'm embarrassed to admit that we did not recognize the problem on our own, but I'm also proud of the fact that we responded quickly when asked to do so.

Over the past dozen or so years, the fair has invested hundreds of thousands of dollars in removing barriers, creating access and providing special services for the physically challenged. And we will continue to invest in these good people because they have a right to enjoy the fair as do you and I.

If you had used your handicapped ruler at the fair last summer, several facts would have become evident: First, we have a long way to go, but we're making good progress. More than that, there are lots and lots of handicapped folks at the fair every day and they're enjoying the experience. Meanwhile, we've discovered a new audience.

We're also trying hard to be responsive in other, more traditional areas: We would like our commercial exhibitors and concessionaires to prosper. The public perception of our operation is shaped by the quality and diversity of exhibits and by the quality and affordability of concessions. Moreover, we've tied our financial future to the success of small, independent, commercial enterprise on the fairgrounds; we need for our business partners to do well.

High quality, innovative exhibits have always been a trademark of the Minnesota State Fair. How could anyone fail to recognize the remarkable job done at our fair by the Minnesota Department of Natural Resources. Not another fair in the United States has such a unique presentation, and I would venture that more Minnesotans learn about their water, game and forest resources while visiting the DNR log cabin at the fair each year than at any other place.

Improving our facilities, especially those set aside for animal competition, is a high priority for the board and staff. It's also important that we continue to sponsor, and reinforce youth development activities at the fair, namely those so well represented by 4-H, FFA and our own Education Department. Nothing in our social mandate is quite as important as the obligation to serve both rural and urban young people.

The fair's most important focus during the past year was on the family and how we might accommodate the needs of parents and children during a period of economic difficulty. Our task was simply--make the fair more affordable, create value and offer bargain opportunities. A whole series of special accommodations were undertaken and included a family day promotion, carnival discounts throughout the week, special pricing for food and beverage, as well as everyday value opportunities communicated in the media and on special sign boards all around the grounds.

The one yardstick I like the least, but use the most is the one that measures financial stability, fiscal progress and cashflow. Economic viability for this institution is a constant battle, if for no other reason, than because we believe in self reliance as a matter of tradition. Self reliance, after all, is an expensive form of independence.

It's also true that being responsive is expensive. And if this fair is to answer the call for more and better exhibits, facilities, entertainment, competition and service, it must be ready to use its cash resources to meet those goals.

This past year the fair spent wisely, but in spite of good intentions and good practice, three days of rain on its final weekend made the '92 fair a less than spectacular financial model. We shall look on this past year as a learning experience.

In closing this report on 1992, I do so with regret. My friend and business associate, Willis Lilliquist, will be leaving the board after 16 years of loyal service to the society. Its especially poignant for me as our career paths at the exposition have literally been parallel. He joined the board in January, 1977 on the same day I was first appointed its manager. We've come a ways together, Willis, and I'm sure we'll continue on a parallel course in the future. Your leadership and support have been valuable to your colleagues; both qualities will be hard to replace.

Thank you ladies and gentlemen.

The following credentials report was presented by Chairperson Lois Novosad, Lyon County and adopted by the membership:

All credentials have been found to be in order with the following exceptions: Farm Equipment of MN & SD; State Grange of Minnesota; Minnesota Farmers Union; Minnesota Poland China Breeders; and State Fair Exhibitor's Organization did not file with Secretary of State by deadline of 12/20/92. Blue Earth County Agricultural Society located in Garden City lacked the original signature of president.

Resolutions committee report was offered for the record by Chairperson Ken Bargfrede, Jackson County. The following resolutions were adopted by the membership:

**Resolution 1** — Whereas, the Minnesota State Fair is regarded as one of the finest expositions in the nation, and whereas the Minnesota State Agricultural Society acknowledges its obligation to the people of Minnesota to present an exposition of the highest quality, be it resolved that the Society continue its vigorous pursuit of excellence through careful selection of able and dedicated persons to serve on the board of managers.

**Resolution 2** — Whereas, the 1992 edition of the Minnesota State Fair set new standards for diversity, educational opportunity and quality family entertainment, be it resolved that the society extend its sincere gratitude and appreciation to all of the people who contributed to its success.

**Resolution 3** — Whereas, the Minnesota State Fair benefits from its association with other expositions and related businesses, be it resolved that the society continue to strengthen its relationships with the Minnesota Federation of County Fairs, International Association of Fairs and Expositions and other professional improvement organizations.

**Resolution 4** — Whereas the ongoing success of the State Fair is achieved through the efforts of many dedicated people, be it resolved that we sadly acknowledge the loss of members and associated of the society who died during the past year. They include William Crowley, David Douds, Clarence Hajney, Eldred Hunt, Chuck Johnson, Frances Mendez, Hap Peebles, Katie Tibbetts, John Toy, Kathy Toy, George Trussell and Birney Wilkins. We extend our sympathy to the families and friends of these good people.

**Resolution 5** — Whereas the 134th annual meeting of the society was a success, be it resolved that we offer our thanks to all who contributed their time and effort.

**Resolution 6** — Resolved, that the Society offer its congratulations to State Fair Finance Director Rick Frenette, thank him for his years of service to the State Fair and wish him the best of success in his new capacity as general manager of the Ohio State Fair.

Special guest speakers, D.J. Leary and Wy Spano, presented remarks to the delegates.

The society proceeded to conduct elections with results as follows:

Eileen Roehlke, Rogers, president, one-year term; Bert Lund, St. Paul, vice president - fourth regional district, two-year terms; Howard Recknor, Hartland, first regional district, three year term; Lyle Steltz, Rush City, third regional district, three-year term; Howard Morris, Cokato, sixth regional district, three-year term; Willis Lilliquist, Kennedy, honoray life member; Ken Austin, Owatonna, Hall of Fame.

There being no further business before the body, the 134th annual meeting of the Minnesota State Agricultural Society was adjourned.

