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# 2000 ANNUAL REPORT





# MINNESOTA STATE FAIR

## ATTENDANCE & WEATHER

**Thursday, August 24**  
**THRIFTY THURSDAY**

**99,436**

HI 83 · LOW 64  
Precip 0.00

**Friday, August 25**  
**GOVERNOR'S FIRE  
PREVENTION DAY**

**116,370**

HI 82 · LOW 67  
Precip 0.00

**Saturday, August 26**  
**4-H DAY**

**178,395**

HI 82 · LOW 63  
Precip 0.33

**Sunday, August 27**  
**UNIVERSITY OF  
MINNESOTA DAY**

**179,573**

HI 77 · LOW 65  
Precip 0.00

**Monday, August 28**  
**SENIORS, KIDS AND  
ACADEMIC EXCELLENCE DAY**

**129,749**

HI 79 · LOW 65  
Precip 0.00

**Tuesday, August 29**  
**FAT TUESDAY**

**104,574**

HI 75 · LOW 55  
Precip 0.00

**Wednesday, August 30**  
**PEANUTS ON PARADE DAY**

**101,780**

HI 84 · LOW 63  
Precip 0.01

**Thursday, August 31**  
**SENIORS AND  
KIDS DAY**

**107,751**

HI 86 · LOW 64  
Precip 0.00

**Friday, September 1**  
**STAR-A-PALOOZA DAY**

**143,757**

HI 65 · LOW 59  
Precip 0.00

**Saturday, September 2**  
**MEET ME AT  
THE FAIR DAY**

**207,787**

HI 72 · LOW 59  
Precip 3.92

**Sunday, September 3**  
**FFA DAY**

**179,943**

HI 74 · LOW 58  
Precip 0.00

**Labor Day, Monday,  
September 4**  
**LAST CHANCE DAY**

**133,510**

HI 68 · LOW 55  
Precip 0.00

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**Total 2000 Paid Attendance**

**1,682,625**

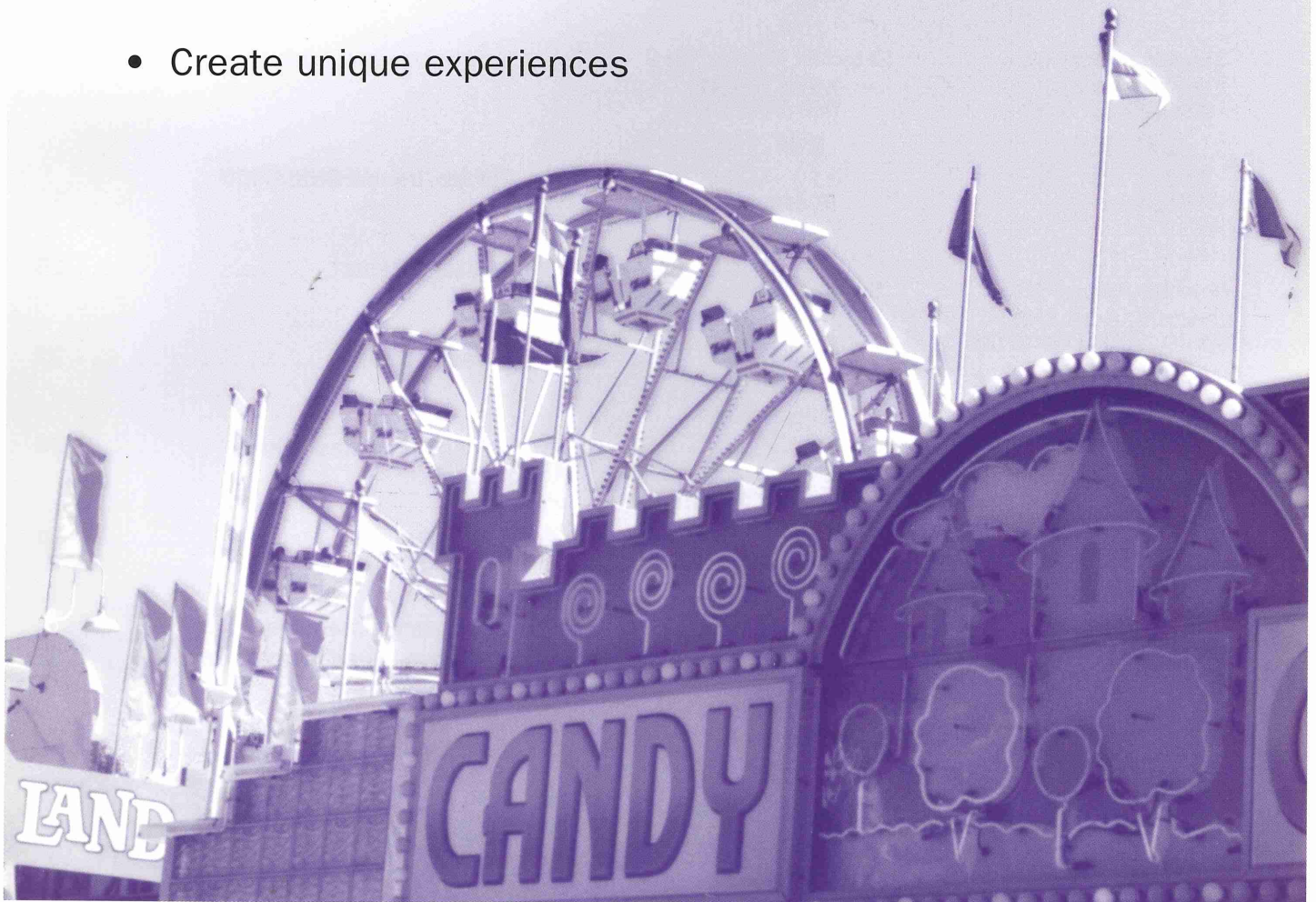


# OUR MISSION

To educate and involve our guests by providing a world-class showcase that is innovative, entertaining and fun.

## WE STRIVE TO

- Provide outstanding customer service
- Offer exceptional value
- Showcase Minnesota's finest agriculture, art and industry
- Present an unparalleled forum for knowledge and ideas
- Provide a safe, clean environment that is accessible to all
- Create unique experiences





# THE REPORT OF THE EXECUTIVE VICE PRESIDENT



As fairs and years go by, the State Fair continues to bring us all together as a state and, more importantly, as a people. The best of the best is here for all, and we are all better for it. The Great Minnesota Get-Together is a name that simply, and eloquently, fits.

For members of the staff, it's hard to see as much of the fair as we would like, but there are still many special moments each year that underscore the fair's vital role in our statewide community. Along this line, here are a few personal observations from the 2000 exposition...

The State Fair's age old mission of showcasing agriculture and bringing city and country together is as real and alive as ever. A seasoned reporter from a national agriculture radio network spent several hours visiting our livestock and ag exhibits, and remarked, "This place is amazing. I've never seen so much agriculture at a fair." Nearby, a toddler in a stroller was simply beside himself with excitement when a dairy cow was led past the boy's perch on a curb. All he could say was, "Ooooh! Ooooh!" and reach out wide-eyed to the cow. The youngster's mom had exactly the same wide-eyed reaction, and said exactly the same thing (although she neglected to reach for the cow). It's possible that being up close and personal with a Holstein was a first for mother and son.

Another stroller passenger, no more than two years old, wrestled with eating a hot dog and, in the process, painted her face with ketchup from ear to ear. The more her family (and I) laughed, the bigger she grinned and the farther up her face the ketchup went. The more ketchup, the more we laughed until soon dozens of other fair visitors had joined in. For a few moments, all of us were part of that little girl's family.

Year in and year out, the Education and Creative Activities exhibits feature the most incredible displays of Minnesota creativity,

talent and brainpower seen anywhere, bar none. At the 2000 State Fair, the buildings literally burst with fantastic homemade handcrafts, quilts, rugs, garments, woodworking, decorative crafts, models and toys, along with the best work of Minnesota's grade school and high school students. Every Minnesotan can find plenty to be proud of in these two exhibits, and many are inspired to expand their skills and knowledge by participating at the fair.

Two distinctly different generations were brought together one day in the lineup for the daily State Fair parade. While waiting for the parade to start, the seven-piece Pig's Eye Jass Band, made up of seniors, played a lively Dixieland tune to warm up. The veteran musicians had the rapt attention of the 210 teenage members of the Bloomington Jefferson High School Band, in line just ahead. The Pig's Eye players finished with a flourish and were rewarded with a burst of loud cheers and applause from the appreciative kids. The teens clearly learned a lot from the old-timers that day, and the old-timers felt good about our future.

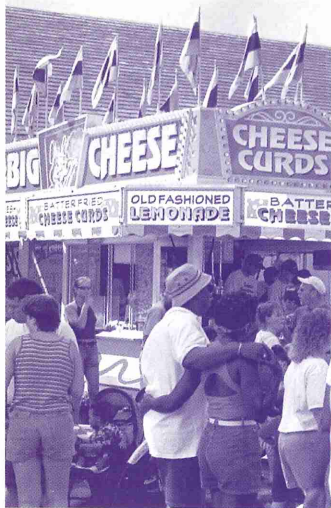
The best of the best, city and country, old and young, all of us as Minnesotans, all of us as family, all brought together at the State Fair.

On behalf of the State Fair's amazing staff, as cheery and helpful on Day 12 as they are on Day 1, and on behalf of our dedicated board of managers, please accept our thanks for the opportunity to serve the people of Minnesota through this great institution. God bless you all.

Sincerely,

Jerry Hammer  
Executive Vice President



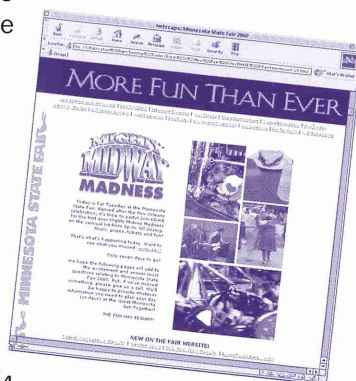


# SPOTLIGHT

## WWW.MNSTATEFAIR.ORG

The year 2000 saw the Minnesota State Fair exploring and conquering the cyber frontier. Guests surfed onto the fair's web site and found information on everything from apples to zucchini and Boarzilla to Yankovic ("Weird Al").

From April 1 to September 4 more than 377,000 visitors used the web site to plan their visit to the 2000 fair.



Lots of folks traded horsepower for pedal power and took advantage of two secure bicycle lots at the fairgrounds plus a \$2 gate discount. Others rode their bikes to selected park and ride lots, used the bike racks provided by the fair and hopped on the bus.

## Captain Ken Retires

After 30 years of State Fair parade participation, 87-year-old Ken Freiberg said good-bye to his fans with a final farewell wave from his horse drawn antique fire wagon. Better known as Captain Ken, the founder of Captain Ken's Baked Beans, Freiberg was a staple in the mall parades and will be missed.

Ken's final parades also included Bridget Hollerman, Princess Kay of the Milky Way and over 4,000 high school marching band members representing 40 high schools from throughout Minnesota and western Wisconsin. The prestigious Minnesota State Fair Traveling Champion Flag went to Champlin Park, competing in Class A. Waseca High School won the flag in Class B and in Class C, New Richmond-Hartland-Ellendale-Geneva High School took home the honor.

## Dupuis, Brown and Anderson Cross the Line

Tristan Dupuis of Lansing, Michigan roared to a first place finish for his first ever American Speed Association win at the Miller Lite 300. Dupuis started in 17th position and finished the 300 laps in the winning time of two hours, six minutes and 18 seconds. Gary St. Amant of Columbus, Ohio finished 2.8 seconds behind the leader giving him second place. Third place went to Tim Sauter from Necedah, Wisconsin.



*In a City Pages*

*survey of editors*

*and staff, the milk*

*shake was voted*

**BEST STATE FAIR**

**FOOD** while the

*readers' poll put*

*cheese curds as the*

*overall favorite.*

## Sweepstakes Rivals

Barbara Beecher Smith of White Bear Lake and Ronald Olson from Cambridge are rivals, rotating their crops and this Vegetable Sweepstakes award for over five

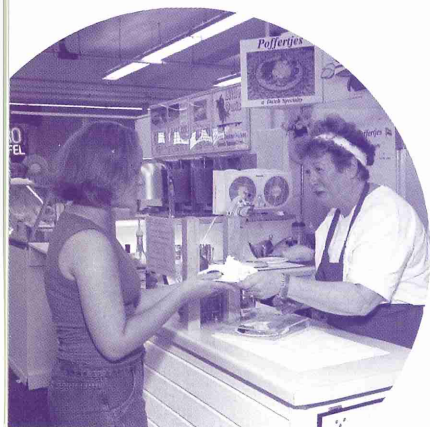


years. Like two peas in a pod, their competitive spirit for the veggies they love is unbeatable. This year, Smith squashed Olson by a mere two points and took home the

coveted prize. We'll be watching in 2001 to see if Olson can turnip a new leaf.

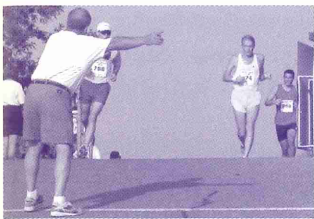
## Getting to the Fair

Public transportation was more popular than ever at the 2000 Minnesota State Fair. The fair's park and ride system began in 1975 with one parking lot. The highly successful program now handles over a million riders each fair and includes 19 parking lots located throughout the Twin Cities and metro suburbs.





# HT 2000



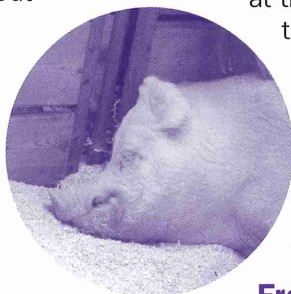
Christopher Brown, 26, from Fargo, North Dakota and Jill M. Anderson, 38 from Duluth, Minnesota placed first in their

respective divisions in the 16th annual Minnesota State Fair Milk Run. Brown crossed the finish line with a first place time of 27:46 and Anderson led the women with a finishing time of 31:04. Out of a total 1,500 entries, 1,193 people finished the 8K run.

## A True Ham

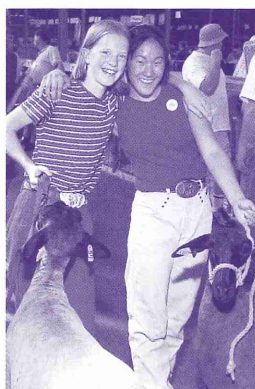
Boarzilla, the winner of the largest boar contest for 2000, was instantly fair-famous after being featured on the State Fair web site.

Thousands of fans visited this 1,160 pound crossbred whopper every day of the fair and made him the most photographed animal on the entire fairgrounds. Boarzilla, owned by Carl Goeb of St. Michael, Minnesota, took his new found fame in stride (in fact, he slept through most of the excitement).



## 4-H Auction

The Minnesota 4-H Club Purple Ribbon Livestock Auction enjoyed another record-breaking year as generous buyers contributed \$103,500 in support of Minnesota's 4-H youth. A total of 75 animals were included in an auction that set record prices for Grand Champion Barrow, Reserve Champion Barrow, Grand Champion Lamb, Grand Champion Dairy Steer and Reserve Champion Dairy Steer. Success of the auction is due in no small part to the continuing support provided by some of the champion buyers including Featherlite Trailers of Cresco, Iowa, Northern Starr Livestock Service of Lonsdale, Minnesota, Stade Family



Purebreds of Prior Lake, Minnesota and Anchor Bank of West St. Paul, Minnesota.

## Renee Marie Lande Wins Big Time

Close to 10,000 fans packed the Grandstand for the finals of the 2000 Minnesota State Fair Amateur Talent Contest. Singing *Big Time*, Renee Marie Lande got the nod from the judges and won the grand prize of \$1,500 plus the chance to negotiate a contract for an appearance at the 2001 State Fair. First place in the teen division went to Chelsea McKinnies singing *Skylark* and the preteen division was topped by Christian George DeMarais performing a dance routine to *Shine On Your Shoes*.

## With a Little Help From Our Friends

Thanks to a \$100,000 contribution from the Minnesota Horse Council, a beautiful new bathroom facility was completed in time for the opening of Minnesota State Fair 2000. The \$450,000 complex includes four exhibitor shower stalls, a veterinarian office and bathroom stalls for both men and women. The facilities are a much appreciated improvement to the horse and livestock area.

## Sign, Sign, Everywhere a Sign

The Minnesota State Fair sign shop got a complete overhaul in 2000. The \$65,000 project included wall construction to accommodate a paint booth with proper exhaust system, a computer room and some cutting edge computers and equipment for fabricating signs. The results were seen all over the fairgrounds in beautifully designed attraction, directional and informational signage. The days of magic marker and colored paper are thankfully far behind us.



**An on-line Star**

**Tribune survey of**

**readers, staff and**

**local celebrities**

**named the**

**Minnesota State**

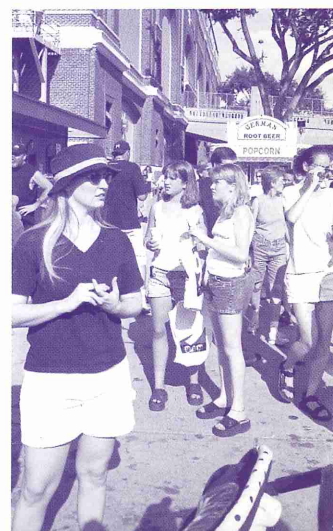
**Fair one of the top**

**three BEST**

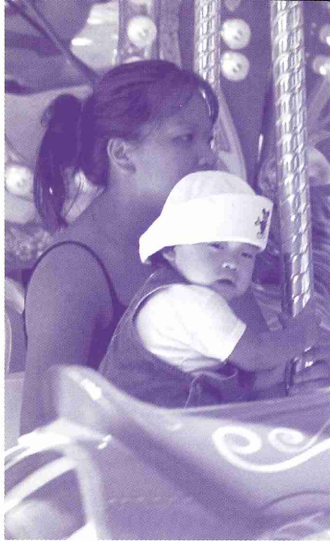
**PEOPLE-WATCHING**

**PLACES IN THE**

**TWIN CITIES.**







# NEW F O

**The Minnesota**

**State Fair**

**was voted BEST**

**LOCAL EVENT and**

**BEST CULTURAL FIX**

**in Citysearch.com's**

**Best of the Twin**

**Cities survey**

**conducted July 5**

**through**

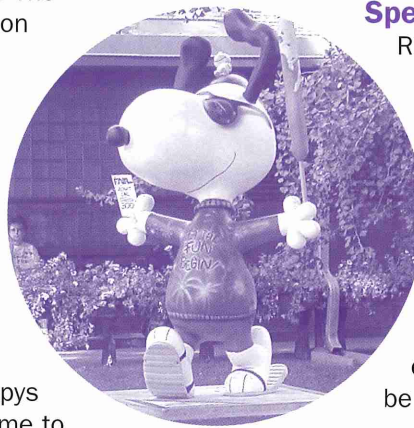
**September 14,**

**2000.**

## State Fair Snoopy

The Minnesota State Fair participated in St. Paul's tribute to Charles Schulz by creating State Fair Snoopy. The corndog wielding pup was on display all summer in a park-like setting on the fairgrounds. Its popularity with Twin City families was evidenced by the well-worn path leading to and from the statue.

On August 30, the fair celebrated the success of the Peanuts on Parade promotion by inviting Snoopys from all over the city to come to Carousel Park. Nine statues joined State Fair Snoopy and spent the day surrounded by smiling kids and parents with cameras.



Wisconsin. Elmer Howe of Hutchinson, Minnesota took home the Premier Breeder and Premier Exhibitor awards.

## Special Attractions

Rumor had it that Bozo the Clown was spotted in the East Crossroads Auditorium, Eric Clapton and Wayne Gretzky strolled around the north end of the fairgrounds and Kirby Puckett was hanging out in the Amphitheater. Only one of these rumors could be confirmed.

If Bozo was here, he would certainly have been drawn to the activities and exhibits of Great Days of the Circus. Clapton would have checked out the rock memorabilia at Experience Music Project: Electric Bus while Gretzky traded slapshots with fair visitors at Minnesota Wild's Powerade Power Hockey. The one confirmed celebrity sighting was hometown hero Puckett who gave fans a few pointers in the batting cage at Club MLB Roadshow. The attractions supplied plenty of interactive fun for the whole family.



## Bud World

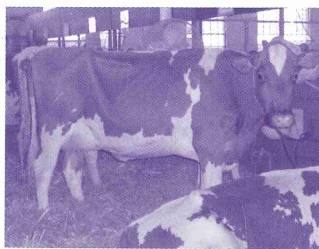


The world-famous Budweiser Clydesdales found a new State Fair home in 2000 as part of Bud World.

Fair patrons learned company history in the Bud Vision Theater and the secrets of brewing a fine beer in the Bud Brew House. Adults were treated to samples of the brewmaster's product before taking the whole family to visit the 2,000-pound Clydesdales in their custom built stalls.

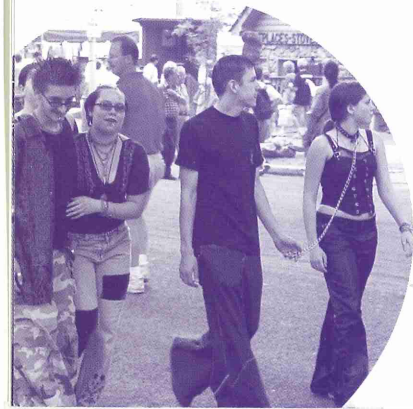
## Red and Whites Go for Blue

For the first time in 25 years, a new breed was introduced to the dairy cattle show and a promising 62 head of Red and Whites entered the competition. The Grand Champion Female ribbon went to four-year-old "Buttkeville Lovely-Red ET" exhibited by Ron and Amber Zank of Neillsville,



## Agrilympics

A special blend of agriculture, local celebrities and sports, Agrilympics made its debut at the 2000 Minnesota State Fair. Local celebrities participated in a milking contest, a Wool Pack-o-Rama and fan favorite, Celebrity Swine Showmanship. While Marty Scott of the St. Paul Saints tried to bribe the judges, Don Anger from KS95 was presented with the Biggest Ham Award. The gold medal was ultimately won by the





# R 2000



Princess Kay Team, WCCO Radio personnel walked away with silver and KNOF radio staffers took home the bronze.

brats. For the less adventurous, there was sweet potato pie, apple cider floats or fruit smoothies.

## The Missing Man

In the early 1920s, fair officials created a "Missing Man Contest" to generate excitement and draw people to the fair. Visitors searched the fairgrounds trying to identify the "missing man" using clues

printed in the daily paper. With help from KARE 11 and The Great American History Theatre, the contest was brought back to life in 2000 to help promote both the fair and a new play at the History Theatre entitled "Meet Me At the Fair" which opened in September. Lucky detectives who correctly identified John Keenan, the owner of Ye Old Mill as the missing man, received tickets to the play, a night at the St. Paul Hotel and dinner at Pazzaluna.

## Taste Temptations

Scotch eggs, teriyaki ostrich and a walleye and tenderloin combo joined established skewered favorites for a total of 28 foods served up on a stick. Over 500 food items were offered in 2000 including BBQ alligator ribs, elk burgers and venison

## Not for the Timid

There were plenty of new thrills on the Mighty Midway as four rides debuted in 2000. Experience, Storm, Power Surge and X-treme were almost as much fun to watch as to ride. And all the favorites were back in Adventure Park including Skyscraper, Sky Coaster and Ejection Seat.

## At the Coliseum

The English Horse show added six new Academy classes for riders just beginning their show careers. Over 30 young exhibitors took advantage of the hands-on experience. A new class was also added to the six-horse hitch

competition. Joining the Belgian, Clydesdale and Percheron

hitches was the mare six horse hitch.

Making its first appearance at the Minnesota State Fair, The Magical World of Dancing Horses was featured at all paid English and Western horse shows.

## Hats Off To Thee

Maroon and gold were the colors of the day as the University of Minnesota celebrated its Sesquicentennial

at the Minnesota State Fair. Thousands of paper Goldy Gopher hats adorned the heads of alumni, faculty, staff and students as the 300 member marching band led the daily parade. The day's events culminated in Carousel park with a traditional "pep fest" including members of U of M sports teams and cheerleaders.

*Claiming to like*

*rides "tinged*

*with nostalgia,"*

*the editors and staff*

*of City Pages voted*

*the Ferris Wheel*

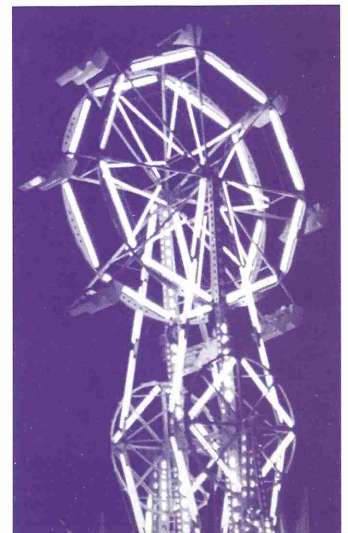
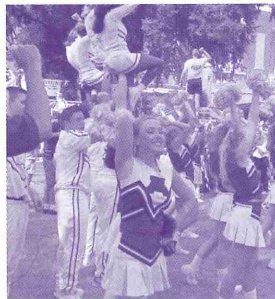
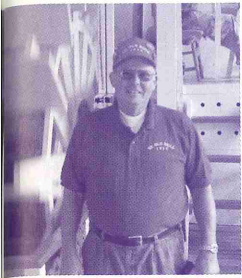
*the BEST STATE*

*FAIR RIDE.*

*The Giant Slide*

*came out on top in*

*the reader's poll.*





# MINNESOTA STATE FAIR 2000 WAS ALIVE WITH THE SOUND OF MUSIC



## Grandstand 2000

Alternative, top 40 and bands that can still be found on vinyl proved to top the charts of fair music fans. In 2000, the fair's usual country base gave way to a variety of musical styles and ticket buyers showed their appreciation by making it one of the most successful concert line-ups in fair history.

A record breaking 22,117 fans packed the house for the sold out Christina Aguilera show on Monday, August 28. Reflecting a new era, Christina fans paid homage to their idol with green glo-sticks replacing the cigarette lighters of an older generation.

Thursday, August 24

**DEF LEPPARD** ..... 11,423

Friday, August 25

**REO SPEEDWAGON and STYX** ..... 19,416

Saturday, August 26

**TRAVIS TRITT  
and MONTGOMERY GENTRY** ..... 4,084

Sunday, August 27

**"WEIRD AL" YANKOVIC  
and TONIC SOL-FA** ..... 7,570

Monday, August 28

**CHRISTINA AGUILERA, soulDECISION,  
and FAZE 4** ..... 22,117

Tuesday, August 29

**SAWYER BROWN and  
K.C. & THE SUNSHINE BAND** ..... 4,355

Wednesday, August 30

**GOO GOO DOLLS and TONIC** ..... 10,649

Thursday, August 31

**ROY CLARK and GLEN CAMPBELL** ..... 2,859

Thursday, August 31

**JEFF FOXWORTHY and BILL ENGVALL** .... 3,908

Friday, September 1

**SEMISONIC, TRAIN  
and G.B. LEIGHTON** ..... 4,191

Saturday, September 2

**LYNYRD SKYNYRD  
and KANSAS** ..... 9,646

Sunday, September 3

**MINNESOTA STATE FAIR  
AMATEUR TALENT CONTEST  
FINALS** ..... 9,000

Labor Day, Monday, September 4

**MILLER LITE 300** ..... 15,670

**TOTAL 2000 GRANDSTAND ATTENDANCE**  
**124,888**



# Free Entertainment 2000

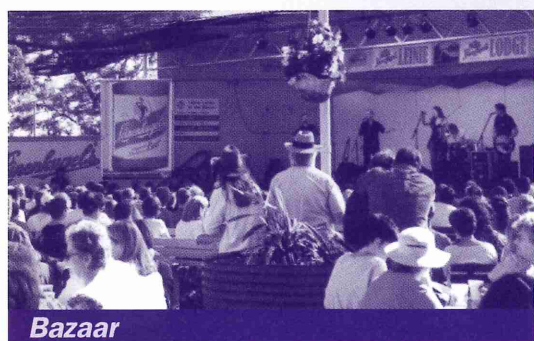
Big-name entertainment on a free stage drew standing room only crowds every evening at the Bandshell Tonight! concert series. Everything from traditional country to Latin legend, international icon to hometown hero was offered to fair music lovers at no extra charge. In addition to the Bandshell, other free entertainment stages presented over 600 performances during the 12 days of fair.



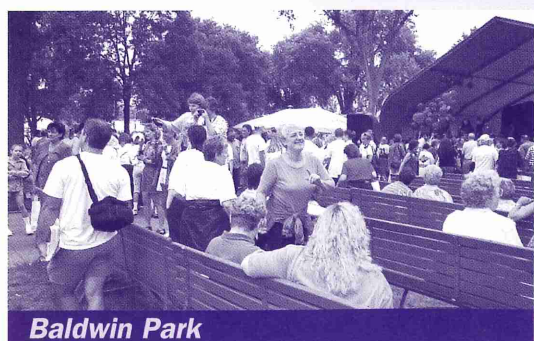
**Bandshell**



**Children's Theater**



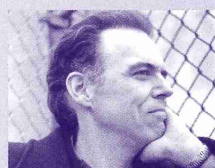
**Bazaar**



**Baldwin Park**

**More fun after the sun, Bandshell Tonight!**  
2000 was **THE** spot for **FREE** evening performances by big-name entertainers.

**THURS., AUG. 24 & FRI., AUG. 25**  
**John Hiatt & the Goners**



**SAT., AUG. 26 & SUN., AUG. 27**  
**John Anderson**



**MON., AUG. 28 & TUES., AUG. 29**  
**The Fabulous Thunderbirds**



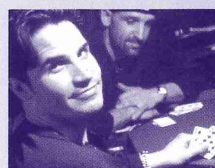
**WED., AUG. 30 & THURS., AUG. 31**  
**Larry Harlow's Latin Legends Band**



**FRI., SEPT. 1 & SAT., SEPT. 2**  
**Cowboy Mouth**



**SUN., SEPT. 3 & MON., SEPT. 4**  
**Martin Zellar and the Hardways**



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# HONORS & AWARDS

## Fine Arts

Fair fans of all ages toured the state's oldest and largest

juried fine arts exhibition and gained an appreciation of the many and varied talents of Minnesota artists. A total of 324 works of art were selected from 1,641 entries representing media categories including painting, mixed media, sculpture, photography and ceramics. The People's Choice Award went to John Salminen for his watercolor entitled "Queensboro Bridge." Award winning artists shared a \$10,000 purse and the pride of being recognized as one of Minnesota's best.

Adding to the show in 2000 was an exhibition of paintings provided by the Minnesota Historical Society. "100 Years of Fine Art at the Fair" focused on a few of the many Minnesota artists who have participated in the State Fair Fine Arts Exhibition since 1900.

## One Goal Plus Award Winners

The Minnesota State Fair depends on its dedicated staff to give the best customer service possible to the 1.6 million visitors who annually walk through the gates. The Fair's One Goal program recognizes the contributions of many employees and

the One Goal Plus Award singles out five individuals who have gone out of their way to provide

exceptional service above and beyond what is required.

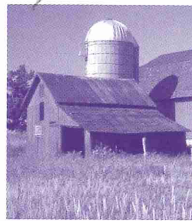
In 2000, the One Goal Plus Award

winners were Rex Ingram – Milking Parlor, Marie Jensen – Telephone, Jacquie Bergman – Gate Ticket Sales, Jake Bozony – Modern Living, and Bill Skar – Sanitation.



## Century Farms

For 25 years the Minnesota State Fair and the Minnesota Farm Bureau have recognized farms 50 plus acres in size and in continuous family



ownership for at least 100 years. This year, 245 farms were named "Century Farms" and awarded with a plaque and commemorative

certificate signed by the president of the Minnesota State Fair and the governor of Minnesota. A total of 7,378 Minnesota farms have been recognized since the program began in 1976.

## Hallberg and Baldwin Awards

Scholarships of \$1000 each were awarded to 20 young adults from greater Minnesota as part of the fair's commitment to agriculture education. The Ben C. Hallberg Scholarship awards were initiated in 1994 and honor the memory of Mr. Hallberg who served at the State Fair Youth Camp from 1939 until his death in 1964.

Jennifer Scharpe from Arlington, Minnesota was named recipient of the 37th annual Douglas K. Baldwin Award during the FFA awards ceremony. This award is presented annually and nominees are judged on participation in the State Fair FFA livestock show, responsibility, sportsmanship, leadership,

assistance to FFA members and respect for fellow exhibitors, judges and staff. Jennifer, age 21, has been an FFA livestock exhibitor for the past seven years.

## 50 Year Awards

On Sunday, August 27, George and Joyce Nornes celebrated their 50th wedding anniversary. The Nornes' are active participants in the Farm Crops and Crop Art departments and have celebrated all 50 of their anniversaries at the Minnesota State Fair. Friends, family and media were all on hand for the special occasion.

On Monday, August 28, another type of 50-year anniversary was celebrated. The Minnesota State Fair 50-Year Award was presented to eight individuals for their active participation and contributions to the State Fair over the past 50 years. Recipients for 2000 were John Derham, Ralph Kunert, Roy Harder, Robert "Doc" Lindell and David Seaberg, State Fair employees; John R. Larson and Ron Hauglie, exhibitors; and Clarence Meier, concession employee.

## Outstanding!

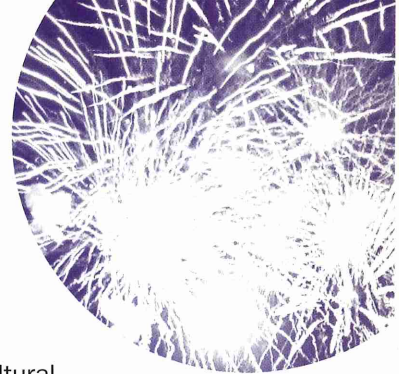
Evelyn Leach of Glyndon and Larry Ruehling of Owatonna were named Minnesota's Outstanding



Senior Citizens during a recognition ceremony at the Minnesota State Fair. From a total of 110 nominations, Leach and Ruehling were selected to represent Minnesota's seniors based on contributions to their communities since reaching age 65. The award program is sponsored by the Minnesota Board on Aging, The Minnesota Federation of County Fairs and the Minnesota State Fair.



# BOARD OF MANAGERS



**BACK ROW:** Howard Recknor, Hartland, first district manager; Dennis Baker, Spicer, seventh district manager; Lyle Steltz, Rush City, third district manager; Clarice Schmidt, Sabin, ninth district manager; John Paulmann, Gaylord, second district manager; Bob Lake, Aitkin, sixth district manager; Chauncey Wargin, Hermantown, eighth district manager.

**FRONT ROW:** Joseph Fox, Maplewood, fourth district vice president; Don Simons, Grand Rapids, president; Richard Keenan, Minneapolis, fifth district vice president.

The governing body of the State Fair is the Minnesota State Agricultural Society — a quasi-state agency that is financially self-supporting. The Society produces the annual State Fair and maintains the 320-acre State Fairgrounds with no appropriation of any kind from any agency of government.

Society membership consists of delegates from each of the state's county fairs and various agribusiness groups. Each January, these delegates meet to conduct formal business, including the election of officers to fill alternating terms on the 10-member board of managers.

Board members set policy for the administration of the fair, and ensure that the Society's mission is carried out. The board is made up of one representative from each of the Society's nine regional districts, plus a president who serves at-large.

## State Agricultural Society Life Members

<b>Ray Arthaud</b> , White Bear Lake Cattle Superintendent .....	1999
<b>Gerald Franke</b> , Chanhassen Treasurer.....	1984
<b>Gale C. Frost</b> , St. Paul Museum Curator.....	1990
<b>Evelyn Hagen</b> , White Bear Lake Creative Activities Superintendent.....	1994
<b>Leo Keskinen</b> , Cloquet Past President.....	1975
<b>William Korff</b> , Fairbault Past President.....	1991
<b>Willis Lilliquist</b> , Kennedy Past President.....	1993
<b>Harveydale Maruska</b> , Warren Past President.....	1979
<b>Howard Morris</b> , Cokato Past President.....	1997
<b>Sulo Ojakangas</b> , Hibbing Past President.....	1989
<b>Vern Prokosch</b> , Bird Island Past President.....	2000
<b>Dick Reinhardt</b> , Owatonna Ticket Audit Superintendent.....	1992
<b>Eileen Roehlke</b> , Rogers Past President.....	1995

## HONORARY LIFE MEMBER, 2001

### Kenneth R. Wenzel

The State Agricultural Society annually selects one individual for honorary life membership in the society. This year's honoree is Ken Wenzel — a long time member of the fair's family of staff who dedicated a lifetime of energy to the fair. Ken was raised in St. Paul's Hamline neighborhood, he attended Wilson High School and later went on to Hamline University. He was and remains an extraordinary athlete — excelling in baseball and golf.

Ken began working at the Minnesota State Fair as a high school student in 1956, serving as an office boy. In 1960 he joined the full-time staff serving in a variety of administrative capacities. Throughout the late '60s and most of the '70s, Ken served as superintendent of the space rental department. From 1977 until his retirement in September 1999, Ken served as operations director, where he was responsible for a wide variety of functions as well as all fairgrounds construction projects.

*Congratulations, Ken!*





# FAIR IN SOLID FINANCIAL POSITION AFTER 2000 EXPOSITION

## EQUITY STATEMENT YEAR ENDING OCTOBER 31, 2000

### EQUITY (October 31, 1999)

<b>Assets:</b>			
Cash & Securities	\$ 5,296,240		
Current Assets	930,421		
Non-current Assets	121,652		
Fixed Assets Net of Depreciation	20,572,240	\$26,920,553	
<b>Liabilities:</b>			
Current Liabilities	\$ 2,500,204		
Long-Term Debt	292,606	\$ 2,792,810	\$24,127,743

### OPERATIONS (October 31, 2000)

<b>Fiscal Income</b>	\$ 18,104,264		
Ticket Sales	4,669,281		
Activities	3,854,733	\$26,628,278	
Other			
<b>Fiscal Expenses:</b>			
Administrative	2,715,768		
Activities and Support	13,169,501		
Depreciation	1,618,000		
Plant Maintenance	1,541,121		
Plant Operations	3,198,867		
Premiums	678,431		
Other	1,292,938	\$24,214,626	\$ 2,413,652

### EQUITY (October 31, 2000)

<b>Assets:</b>			
Cash & Securities	\$ 7,064,204		
Current Assets	680,077		
Non-current Assets	108,018		
Fixed Assets Net of Depreciation	21,229,510	\$29,081,809	
<b>Liabilities:</b>			
Current Liabilities	\$ 2,316,010		
Long-Term Debt	224,404	\$ 2,540,414	\$26,541,395

The above information is of a summary nature and is intended to give a general outline of the Society's financial condition. The Legislative Auditor is currently conducting a field audit covering fiscal 2000; when completed, the audit report will be published as part of the Society's annual report.

The Minnesota State Fair is a financially self-sufficient non-profit public corporation. Not a single dollar of public subsidy, either state appropriated or other governmental funds, has been used by the fair since 1949.

In 2000, the State Fair generated total income of \$26.6 million and expenses of \$24.2 million, leaving the exposition with a net operating gain of \$2.4 million. These funds are channeled back into the fair as capital improvements, routine maintenance of the fairgrounds, and operating expenses for the upcoming fair.

Income is earned primarily from three sources: ticket sales, licensing of commercial exhibit space and rental of fair facilities for off-season events.

In 2000, ticket sales represented 68 percent of the fair's income. Included were outside gate tickets (\$10.1 million), Mighty Midway and Kidway tickets (\$5.2 million) and Grandstand events (\$1.9 million). Licensing of commercial exhibit space accounted for \$3.9 million in income, and off-season events earned \$2.1 million.

Expenses are very diverse and include the costs of services for fair visitors including police, sanitation and Park & Ride (\$2.02 million); fairgrounds plant operations (\$3.2 million); maintenance of the fairgrounds (\$1.5 million); depreciation of State Fair facilities (\$1.6 million); producing the fair's Grandstand and free entertainment programs (\$2.9 million) and cash awards to participants in the fair's competitive events (\$678,431).

# 2000 CONCESSIONAIRE AND EXHIBITORS

## Agricultural, Lawn & Garden Supplies

Ace Trailer Sales ..... Shakopee, MN  
 Agromatic - A.F. Klinzing Co. Inc. .... Fond Du Lac, WI  
 All American Pressure Washers..... St. Peter, MN  
 Alum-Line Inc. .... Cresco, IA  
 American Energy Systems..... Hutchinson, MN  
 Amsoil Inc. .... Superior, WI  
 Apache Mfg. .... Norfolk, NE  
 Askov Greenhouse and Nursery -  
 Petersen Sales ..... Askov, MN  
 Aspen Equipment Co. .... Bloomington, MN  
 Blomquist Designing Inc. .... Eagan, MN  
 Bloom'n Plant Products..... Stillwater, MN  
 BMK Bonsai ..... Ham Lake, MN  
 Bou-Matic/Dairy Equipment Co. .... Madison, WI  
 Boyer Ford Trucks Inc. .... Minneapolis, MN  
 Capital City Welding ..... Fridley, MN  
 Crysteel Truck Equip. .... Lake Crystal, MN  
 Cub Cadet Corporation ..... North Branch, MN  
 Curtis D. Erickson Co. .... St. Paul, MN  
 Custom Marketing Co. Inc. .... West Fargo, ND  
 Custom Products & Services ..... Minneapolis, MN  
 Discount Grain Systems ..... Atwater, MN  
 Easy Way Cattle Care ..... Decorah, IA  
 Edney Distributing Co. Inc..... Huron, SD  
 Enestvedt Bros..... Sacred Heart, MN  
 Erickson, M. .... Alexandria, MN  
 Erskine Mfg. Co. .... Erskine, MN  
 Farm Fans Inc. .... Indianapolis, IN  
 Featherlite Mfg. Inc. .... Cresco, IA  
 For-Most Inc. .... Hawarden, IA  
 Gullickson Trailer Sales & Services..... Elk Mound, WI  
 Harnack Co., The ..... Cedar Falls, IA  
 Hydro Engineering Inc. .... Young America, MN  
 Idso's ..... Eau Claire, WI  
 Instantop Inc. .... Ramsey, MN  
 Isanti Engineering Inc. .... Fergus Falls, MN  
 Jack Kovar Sales Co. .... Anoka, MN  
 John Deere Co. .... Stacy, MN  
 K & O Manufacturing Co. Inc. .... Hull, IA  
 Kaye Corp. .... North Mankato, MN  
 Kretzschmar Sales..... Janesville, MN  
 Kubota Tractor Corp. .... Hudson, WI  
 Lano Equipment Inc. .... Shakopee, MN  
 Larsen Industries ..... Goodhue, MN  
 Lorenz Manufacturing Co. .... Benson, MN  
 Luverne Truck Equipment Inc. .... Brandon, SD  
 Manke Service ..... Owatonna, MN  
 Maple Grove Heating and Supply Inc..... Hillsdale, WI  
 Meyer Products ..... Cleveland, OH  
 Midwest Stihl Inc. .... Hayward, WI  
 Mills Fleet Farm Inc. .... Appleton, WI  
 MN Ag. Education Leadership ..... St. Paul, MN  
 MN Select Sires Coop Inc. .... St. Cloud, MN  
 MN Buffalo Association ..... Perham, MN  
 Monkey Business ..... Sandusky, OH  
 MTI Distributing Co. .... Plymouth, MN  
 NK Sales Inc. .... Annandale, MN  
 North Metro Truck Leasing..... Albertville, MN  
 Notch Manufacturing..... Paynesville, MN  
 Patz Sales Inc. .... Pound, WI  
 Pearson's Inc. .... Thedford, NE  
 Petty Mfg. Co. .... Gladbrook, IA  
 Pioneer Hi Bred International Inc. .... Tipton, IN  
 Poly Dome (Div. of Polytank)..... Litchfield, MN  
 Radco Industries Inc. .... Brainerd, MN  
 Radintz, H. .... Orono, MN

Ritchie Industries Inc. .... Conrad, IA  
 Roberta's Inc. .... Shelbyville, IN  
 S.I. Feeders Division of Schoessow Inc. .... Portage, WI  
 Scharber & Sons ..... Rogers, MN  
 Schweiss Distributing Inc. .... Fairfax, MN  
 Simplicity Mfg. Inc. .... St. Cloud, MN  
 Stronghold By Hagie ..... Clarion, IA  
 Sudenga Industries Inc. .... George, IA  
 Sullivan Supply Inc. .... Dunlap, IA  
 Sundowner Trailers of Minnesota ..... Northfield, MN  
 Tri State Bobcat, Inc. .... Burnsville, MN  
 Truck Equipment Applications Mktg. .... Edina, MN  
 Truck Utilities and Mfg. Co. Inc. .... St. Paul, MN  
 W-W Livestock Systems ..... Newton, IA  
 Winpower Sales and Service ..... Luverne, MN

## Amusements

American Amusement Arcades ..... Bloomington, MN  
 Anderson, C. .... Tampa, FL  
 Antique Auto Club of America -  
 Minnesota Region ..... Maplewood, MN  
 Archway A.M.S. .... Imperial, MO  
 Aries Entertainment Systems Ltd. .... St. Albert, AL  
 Arrow Enterprises Inc. d/b/a Skyride ..... Hopkins, MN  
 B & B Sports Entertainment ..... Tumwater, WA  
 Bob Duerr's Snake Zoo ..... New Hope, MN  
 Capitol Beverage Sales L.P. .... St. Paul, MN  
 Cassata Concessions ..... Daytona, FL  
 Cristiani Concessions Inc. .... Sarasota, FL  
 Duke's Amusements ..... Ruskin, FL  
 Falling Star Enterprises ..... Chesapeake City, MD  
 Farrow Amusement Co. Inc. .... Jackson, MS  
 Floyd & Baxter Amusement Co. .... Lebanon, TN  
 Fun Adventures Inc. .... Carrollton, TX  
 Gary Oren Concessions ..... Parker City, IN  
 GGW Equipment Co. .... New Braunfels, TX  
 Giant Ride Inc. d/b/a Giant Slide ..... Pasadena, CA  
 Gold Star Amusements ..... Minneapolis, MN  
 Infinite Adventures Inc. .... Tampa, FL  
 JBS Concessions ..... Hartford, SD  
 JDP Inc. .... Lancaster, OH  
 K & M Recreation Inc. .... St. Paul, MN  
 Laser Fair Inc. .... Sterling, CO  
 Lee, J. .... Palm Beach Gardens, FL  
 Lee's Concessions Inc. .... Coon Rapids, MN  
 Midwest Coca Cola Bottling ..... Eagan, MN  
 Midwest Concessions Inc. .... Hartford, SD  
 Monty's Traveling Reptile Show Inc. .... Bloomington, MN  
 Paramount Attractions Inc. .... Tampa, FL  
 Paul's Concessions Inc. .... San Antonio, TX  
 Pinnacle Management..... Phoenix, AZ  
 Potopas Concessions Inc. .... Longwood, FL  
 Pugh Shows Inc. .... Lancaster, OH  
 R & R Rides ..... Chandler, AZ  
 R.E. Ingalls Rides ..... Mason, MI  
 River Raft Ride Inc. .... Mound, MN  
 Rock Amusement Inc., The ..... Poway, CA  
 Schlough, J. .... Crystal Lake, IL  
 State Fair Penny Arcade ..... St. Paul, MN  
 SYD Concessions Inc. .... Jupiter, FL  
 T.F. Bors & Co. Inc. .... Mason, MI  
 Teo Zucchini & Sons ..... Sarasota, FL  
 Thomas Carnival Inc. .... Austin, TX  
 Thornberry Concessions ..... Okeechobee, FL  
 Tinsley's Amusements ..... High Hill, MO  
 Ventnor Place Inc. .... Minneapolis, MN  
 Virtual Reality..... Greenfield, WI  
 Waymark Co. .... Shoreview, MN

West, R. .... West Bend, IA  
 Wood, M. .... San Antonio, TX  
 Wood Entertainment Co. .... San Antonio, TX  
 Ye Old Mill Amusements Inc. .... Burnsville, MN

## Arts & Crafts, Jewelry, Collectibles

A & B Specialty Co. Inc. .... Cannon Falls, MN  
 A Touch of Country Magic ..... Cleveland, GA  
 A Wreath of Franklin ..... Buffalo, MN  
 Adelle's Workshop ..... St. Paul Park, MN  
 Allards Rugs & Crafts..... Darwin, MN  
 Aloe Tinnery ..... Sarasota, FL  
 Anchor Iron Co. .... Savage, MN  
 Apple Basket, The ..... Sevierville, TN  
 Becca-Rand Sales & Marketing ..... Golden Valley, MN  
 Bonnie's Boutique ..... Morristown, MN  
 Boudin Art Studios ..... Princeton, MN  
 C & D Sales ..... Mound, MN  
 Cane Factory, The ..... Attica, NY  
 Carved Wood Signs ..... Garrison, MN  
 Carvings by Torberg ..... Maple Plain, MN  
 Christy Home Creations ..... Maple Plain, MN  
 Cloud Nine Factory ..... Lindstrom, MN  
 Collectors Cabinet ..... St. Paul, MN  
 Copper Art of TX ..... Bogata, TX  
 Costigans Minerals ..... Newport, MN  
 Countryside Art Gallery ..... Mayer, MN  
 Coverston, P. .... Shoreview, MN  
 Creations By Sisters ..... New Brighton, MN  
 Creative Memories ..... Bloomington, MN  
 Dahl, M. .... Edina, MN  
 Days Art ..... Hope, IN  
 Debra's Glasscraft ..... Minnetonka, MN  
 Design Quilting ..... St. Charles, MO  
 Eyes of The Wild Art Gallery..... Maple Grove, MN  
 Fair Market Promotions..... Dauphin Island, AL  
 Fifth Avenue Collection Inc. .... Sioux Falls, SD  
 Fuhrman Leather Co. .... Duck Key, FL  
 G.S.T. Co. .... Lake Elmo, MN  
 Gem Mountain Studio ..... Seattle, WA  
 Glassworks Inc. .... Marine On St. Croix, MN  
 Hagstrom, J. .... Roseville, MN  
 Hands Unlimited ..... Ridgecrest, CA  
 Hang-In Tree ..... Marietta, GA  
 Hastings, Dennis ..... Copley, OH  
 Historic Photos..... Ely, MN  
 Hixon Glass Blowers ..... Phoenix, AR  
 Hue Inc. .... Spooner, WI  
 Images of The Past..... Stillwater, MN  
 Intermezzo ..... Minneapolis, MN  
 J & J Enterprises..... Tampa, FL  
 Jerry Simertz Porcelain ..... Elk River, MN  
 Johnson, K. .... Coon Rapids, MN  
 Katies Korner ..... Cottage Grove, MN  
 Kinane, M. .... St. Paul, MN  
 Koleber, D. .... Maplewood, MN  
 Lavigne Leather ..... Star Prairie, WI  
 Layden Studios ..... Minneapolis, MN  
 Lionstone Pottery Inc. .... Milaca, MN  
 Little Pine Wood Specialties ..... Deerwood, MN  
 Longaberger Co. .... Minneapolis, MN  
 Lott's of Crafts ..... Superior, WI  
 Mail Call Topical Stamps ..... St. Paul, MN  
 Marita's ..... Red Wing, MN  
 Mehus, K. .... Leonard, ND  
 MN Made Gifts Inc. .... St. Paul, MN  
 Mixon Family Baskets ..... Decatur, AL



Mountain Flower Pottery & Tin .....Wayzata, MN  
Muriel's Wood Arrangements .....Richfield, MN  
Overbeek, H. ....Leota, MN  
Pane in the Glass .....Brooklyn Park, MN  
Pearl Diver I Inc. ....Panama City, FL  
Pedretti, M. ....Wisconsin Dells, WI  
Personalized Christmas Treasures .....Dana Point, CA  
Pol-O-Craft Nails In Bloom .....Reading, PA  
Powell, Brian .....Mocksville, MN  
Rebecca's .....Brooklyn Park, MN  
Ribbon Fair Inc. ....Mountain Top, PA  
Ruffles and Flourishes .....Lakeville, MN  
Rug Lady, The .....Effie, MN  
Rustic Arts .....White Bear Lake, MN  
Saint Croix Jewelers Inc. ....Forest Lake, MN  
Salture Designs .....St. Paul, MN  
Saugestad, E. ....Ely, MN  
Sculptured Candle Co. Inc. ....Grand Rapids, MI  
Settemyre, J. ....Chino Hills, CA  
Silver Gallery .....Tulsa, OK  
Silver Strands .....La Mesa, CA  
Simonsons .....Victoria, MN  
Siren Wood Co. ....Siren, WI  
Stampworks of Florida .....Deland, FL  
Star Silver .....Cape Coral, FL  
Sterling Silver Plus .....Mound, MN  
Time Out .....Crossville, TN  
Tole House .....St. Paul, MN  
Tony Sheda Enterprises .....Wrenshall, MN  
Victorian Tintypes .....Baily's Harbor, WI  
Way Out West .....Claremore, OK  
Windi Southwest Arts .....Scottsdale, AR  
Woodcut Hall Ltd. ....East Troy, WI  
Youngquist Gold Wire Jewelry .....Walsenburg, CO

## Automotive Dealers & Supplies

Associated Handicapable Vans .....Burnsville, MN  
Burnsville Volkswagon Inc. ....Burnsville, MN  
Cummings Mobility Conv. & Sply., Inc. ....Hanover, MN  
Dodge Advertising Association .....Plymouth, MN  
Eveland's Inc. ....Backus, MN  
Excell Recreational Vehicules .....Smith Center, KS  
Heartland Chevrolet Dealers .....St. Paul, MN  
Imperial Products Ltd. ....St. Paul, MN  
Iten Chevrolet Co. ....Brooklyn Center, MN  
Jeep/Eagle Advertising Association. ....Plymouth, MN  
Jim Lupient GMC Trucks .....Minneapolis, MN  
Jim Lupient's Harold Chevrolet-Geo .....Bloomington, MN  
Leroy's Custom Painting Inc. ....Coon Rapids, MN  
Lincoln-Mercury Dealer Association .....Minnetonka, MN  
Line-X of Minneapolis .....Golden Valley, MN  
Matracks Inc. ....Karlstad, MN  
McCarthy Oldsmobile .....Roseville, MN  
Morrie's Buffalo Ford .....Buffalo, MN  
Morrie's Mazda .....Minnetonka, MN  
Red Carpet Car Service Inc. ....St. Paul, MN  
Redline Specialties, Inc. ....Woodbury, MN  
Thane Hawkins -Polar Chevrolet.....White Bear Lake, MN  
Twin Cities Saturn Retailers .....Golden Valley, MN  
Waldoch Crafts Inc. ....Forest Lake, MN

## Books & Literature

Northwestern Products .....Minneapolis, MN  
World Book Educational Products .....Eden Prairie, MN

## Building, Construction & Hardware

American Steel ..... Fargo, ND  
Anchor Fence of Minnesota Inc. ....Richfield, MN  
Backyard Building Systems  
Construction Co. ....Hampton, MN  
Bergee Industries .....Golden Valley, MN  
Conklin Products Co. ....Bloomington, MN  
Crystal Bay Corp. ....Wyoming, MN

Curb Creations of MN .....Buffalo, MN  
Four Seasons Realty Inc. ....Brainerd, MN  
Greyston Construction .....South Haven, MN  
Heartland Industries Inc. ....Carmel, IN  
Lester Building Systems .....Lester Prairie, MN  
Midwest Cover All -  
Midwest Fence & Mfg. Co. ....South St. Paul, MN  
Morton Buildings Inc. ....Morton, IL  
Natural Spaces Domes, L.L.C. ....North Branch, MN  
North Star Service and Supply Inc. ....Minneapolis, MN  
Northern Tool & Equipment .....Burnsville, MN  
Northland Buildings Inc. ....Eau Claire, WI  
Nut & Bolt Warehouse .....Marine On St. Croix, MN  
Powers Construction Co. Inc. ....St. Paul, MN  
Preferred Welder Sales .....Mankato, MN  
R.B. Industries Inc. ....Harrisonville, MO  
Rodman & Co. Inc. ....Burbank, CA  
Royal Conservatories, L.L.C. ....Minneapolis, MN  
Shopsmith Woodworking Promotions .....Dayton, OH  
Thomas Tool and Supply Inc. ....St. Cloud, MN  
Underdeck .....Minneapolis, MN  
Wick Building Systems Inc. ....Pine Island, MN  
Wing Enterprises Inc. -  
Little Giant Ladder System .....Springville, UT  
Woodmaster Foundations Inc. ....Prescott, WI  
Wunder Klein Brick Co. ....Plymouth, MN

## Clothing & Accessories

American Dairy Association of MN .....St. Paul, MN  
Balizoo Clothing LTD .....Calgary, AB  
Battle Lake Outdoors .....Burnsville, MN  
Bob McNamara Footwear .....Minneapolis, MN  
Bon'nean Inc. ....Champlin, MN  
Brad's Discount Boots .....Humboldt, IA  
Capital Beverage Sales L.P. ....St. Paul, MN  
Circle M Hats .....Radcliffe, IA  
Colorful Cotton Clothing .....Minnetonka, MN  
Continental Leather Fashions Co. Inc. ....Chula Vista, CA  
Dworkin, M. ....Middletown, NY  
Elegant Accents .....San Diego, CA  
Flora's Dress Emporium .....Minneapolis, MN  
Funk's Leathercraft .....Long Lake, MN  
Green Mountain Trading Co. ....Lebanon, IN  
Handbags by Jean .....Wing, AL  
Kim's Fashions .....Los Angeles, CA  
M.A. Gedney .....Minneapolis, MN  
Minnetonka Moccasin Co. Inc. ....Minneapolis, MN  
Mystic Moon .....Norman, OK  
Norden Inc. ....St. Paul, MN  
Pen-Reed Co. ....Capistrano Beach, CA  
Puppy Toes .....San Dimas, CA  
Sandak Aloha Sandals .....Henderson, Nev.  
Sharon & James .....Inver Grove Heights, MN  
Shay-French Sunglasses .....Brooksville, FL  
Shoes To Boot .....Minneapolis, MN  
Show String Embroidery Inc. ....Wichita Falls, TX  
Spectacle Shoppe .....New Brighton, MN  
Street Town & Country .....Indianola, IA  
Tiffany Star Inc. ....Oakdale, MN  
Triple H. Australian Western Wear .....Oxford, PA  
Wee-Dazzle .....Palm Beach Gardens, FL

## Financial Services

Affinity Plus Federal Credit Union .....Roseville, MN  
Dain Rauscher .....Edina, MN  
Direct by Owner .....North Oaks, MN  
North Star Bank .....Roseville, MN  
Prudential Insurance Co. ....Shoreview, MN  
Waddell & Reed, Inc. ....Arden Hills, MN

## Food & Beverages

Abdo, L. ....St. Paul, MN  
Alere's Concessions .....Pine City, MN

American Dairy Association of MN .....St. Paul, MN  
Andrew, M. ....Minneapolis, MN  
Andrus Concessions Inc. ....Apple Valley, MN  
Arrow Enterprises Inc. d/b/a Skyride Cafe ..Hopkins, MN  
Art Tysk Concessions .....St. Paul, MN  
Australian Foods .....Balboa, CA  
Austrian Oblaten Co. ....Minneapolis, MN  
Bahr, P. ....Spicer, MN  
Bahr, T. ....St. Cloud, MN  
Ball Park Cafe. ....Shoreview, MN  
Barona, Stacey & Robert .....Roseville, MN  
Barrett, J. ....St. Paul, MN  
Bayou Bob's LLC .....Andover, MN  
Benson, B. ....Mahtomedi, MN  
Best Around, The .....North Ft. Myers, FL  
Bianca's Foods .....Deephaven, MN  
Billies Baked Potatoes .....Huntington, CT  
Blue Bell Ice Cream Inc. ....Apple Valley, MN  
Bougie, D. ....Maplewood, MN  
Bridgeman's Restaurants Inc. ....Minnetonka, MN  
China Town-MN .....Waterville, MN  
C.C. International .....Eden Prairie, MN  
Caribbean Heat .....Minneapolis, MN  
Chicago Dogs. ....Stillwater, MN  
Charcoal Hut .....Staples, MN  
Chocolate Chip Cookie Co. ....St. Paul, MN  
Church of The Epiphany .....Coon Rapids, MN  
Coller Family Inc. ....Shakopee, MN  
Colonial Nut Roll Company. ....Lake Park, IA  
Confection Designs .....Kailua Kona, HI  
Country Gourmet Inc. ....Minneapolis, MN  
Country Store Sweet Shoppe .....Minneapolis, MN  
Crocker Enterprises Inc. ....Maple Grove, MN  
Crocker's Spaghetti Village Inc. ....Maple Grove, MN  
Crutchfield, G. ....San Diego, CA  
Dairy Bar .....Minneapolis, MN  
Danielson, W. ....St. Paul, MN  
Darlinda Inc. ....Ham Lake, MN  
Davis, J. ....Coon Rapids, MN  
Davis, L. ....Minneapolis, MN  
Davis, M. ....Minneapolis, MN  
Davis, W. ....Alexandria, MN  
Degnans Popcorn .....Minneapolis, MN  
Delicatessan Food International Inc. ....Golden Valley, MN  
Delicious Potato Skins .....New Hope, MN  
Delrick Enterprises .....Golden Valley, MN  
DFL Districts 66 and 67 .....St. Paul, MN  
Dino's Gyros .....Coon Rapids, MN  
Dip Stix - M & S Concessions .....St. Paul, MN  
Dippin Dots .....Hampton, MN  
Donna's Bar-B-Q Rib Sandwich .....South St. Paul, MN  
E.A. Sween Co. ....Eden Prairie, MN  
Eagle Food Service .....Connersville, IN  
El Sol Mexican Food .....St. Paul, MN  
Erb, W. ....St. Paul, MN  
F & W Concessions Inc. ....Rhinebeck, NY  
Family Tree Cafe - Arlo's Fun Foods Inc. ....St. Cloud, MN  
Famous Dave's of America Inc. ....Eden Prairie, MN  
Far Eastern Foods .....Woodbury, MN  
Ferch, S. ....Loretto, MN  
Festival Foods Inc. ....Cherry Hill, NJ  
Fisherman's Wharf Seafoods -  
Wiles Ent. Ltd. ....Minneapolis, MN  
French Meadow Bakery .....Minneapolis, MN  
Fresh Hot Homemade Potato Chip Co. ....Naples, FL  
Fudge Folks, The .....Mirror Lake, NH  
Gass Concessions Inc. ....Plymouth, MN  
Gasthaus Edelweiss .....Maplewood, MN  
Giant Ride Inc. ....Pasadena, CA  
GLK Inc. ....Elk River, MN  
Golden's Guiltless Bagels .....St. Paul, MN  
Gooden's Old-Fashioned Kettle Korn .....Byron, MN



Gopher Dairy Club -  
University of Minnesota .....St. Paul, MN  
Grandstand Donuts .....Lauderdale, MN  
Granny's Caramel Apple Sundaes .....Hampton, MN  
Granny's Enterprises .....St. Cloud, MN  
H.M.H. of St. Paul Inc. ....Lakeland, MN  
Hamline United Methodist Church .....Little Canada, MN  
Hand Maid Sweets .....Mankato, MN  
Hannasch Inc. ....Minneapolis, MN  
Hanold, T. ....Braham, MN  
Hansen's Amusement Foods .....Fergus Falls, MN  
Harrington's Enterprises .....Ellsworth, WI  
Harrison, S. ....Minneapolis, MN  
Hartley, J. ....S. Milwaukee, WI  
Hawaiian Shaved Ice Inc. ....Hutchinson, MN  
Hectorne, D. ....Chanhassen, MN  
Heller, R. ....Siren, WI  
Hildebrand Concessions Inc. ....Roseville, MN  
Hohenwald Enterprises Inc. ....Oakdale, MN  
Hoyers Custom Service Inc. ....Richfield, MN  
Hussong Family Inc. ....Shakopee, MN  
Huston Inc. ....Parker City, IN  
Ice Cream Factory Inc. ....Ormond Beach, FL  
Ice Kreml Mill Ltd. ....Westminster, MD  
Icee USA .....Brooklyn Center, MN  
Isaac, M. ....Inver Grove Heights, MN  
Isaac, T. ....Inver Grove Heights, MN  
Isabel Burkes Olde Tyme Taffy .....Plymouth, IA  
Italian Grinder Sandwich .....Stillwater, MN  
J.D.'s Eating Establishment .....Crystal, MN  
Java Jive .....Edina, MN  
Jennisch, S. ....Stockholm, WI  
Jesness Concessions .....Morris, MN  
Jim & Jo's .....Minneapolis, MN  
Johnson, J. ....Fergus Falls, MN  
Just Say Glace .....St. Paul, MN  
Kirch Enterprises Inc. ....Shoreview, MN  
Kirschner's Beer Stube .....Burnsville, MN  
Kitchen Kraft Concessions .....Columbia Heights, MN  
Koney Express .....Hibbing, MN  
Kordus, A. ....Columbia Heights, MN  
Kusick, G. ....Cottage Grove, MN  
Lamb Shoppe, The .....Hutchinson, MN  
Larson, G. ....Minneapolis, MN  
Larson, J. ....Minneapolis, MN  
Larson, K. ....Taylors Falls, MN  
LaVaugh, E. ....St. Paul, MN  
Lee Soynuts Co. ....Woodbury, MN  
Leimon Concessions .....Harlingen, TX  
Lemonade Ltd. ....St. Louis Park, MN  
Levin, S. ....Maple Grove, MN  
Luigi Fries .....Lake Elmo, MN  
Lynn's Lefse .....Aitkin, MN  
M.T. French Creperie .....Minneapolis, MN  
Maple Grove Meats Inc. ....Becker, MN  
Marrone, M. ....St. Paul, MN  
Meents, B. ....River Falls, WI  
Melmar Concessions .....Lake Elmo, MN  
Mertes, T. ....Minneapolis, MN  
American Bottling Co. ....So. St. Paul, MN  
Middle East Bakery .....St. Paul, MN  
Midway Food Co. ....Austin, TX  
Midway Mens Club .....Rush City, MN  
Minnekabob .....Golden Valley, MN  
MN Apples Inc. ....White Bear Lake, MN  
MN Honey Producers Association. ....Clarkfield, MN  
MN Turkey Growers Association .....St. Paul, MN  
Mitchell Concessions .....St. Paul, MN  
Moon beamFunk's Coffeerville .....Long Lake, MN  
Muskar Inc. ....White Bear Lake, MN  
Nat Joseph Catering Inc. ....Minneapolis, MN  
Nelson, J. ....South St. Paul, MN

North Suburban St. Paul Kiwanis Club .....Shoreview, MN  
Nuebel, E. ....Hudson, WI  
Nummies Inc. ....Eden Prairie, MN  
O'Neil, F. ....Roseville, MN  
O'Neil, L. ....Roseville, MN  
O'Neil, Leah .....St. Paul, MN  
O'Neil, T. ....Lauderdale, MN  
Orange Treet Sales .....Minneapolis, MN  
Organic Foods Inc. ....Excelsior, MN  
Ozzie's In The Park .....Chaska, MN  
Peg, The .....St. Paul, MN  
Pelican Concessions .....Pelican Rapids, MN  
Pennsylvania Dutch Funnel Cakes .....Springfield, MN  
Perfect Pickle, The .....White Bear Lake, MN  
Peters, J. ....Mesa, AZ  
Peterson Concessions .....Ham Lake, MN  
Petrovski Concessions .....Vista, CA  
Pickle Dog .....Rosemount, MN  
Pinkus, M. ....Minnetrista, MN  
Pizza Palace .....Minneapolis, MN  
Pizza Wagon .....Eagan, MN  
Porky's Delight .....Eden Prairie, MN  
Pretzel Factory .....Aurora, CO  
Prom Catering Co. ....St. Paul, MN  
Q.M. Enterprises .....St. Paul, MN  
Rajin Cajun .....Brooklyn Park, MN  
R.J. Pretzel Co. ....Breckenridge, CO  
Ribco Enterprises .....Mendota Heights, MN  
Rice Kristie Bars .....Minneapolis, MN  
Robbinsdale O.E.S. Dining Hall .....Robbinsdale, MN  
Root Beer Stand .....Falcon Heights, MN  
Rosenthal, D. ....St. Paul, MN  
Runyon, D. ....St. Paul, MN  
Rush, T. ....Minneapolis, MN  
Sadie's Frozen Custard .....Fridley, MN  
Saint Bernard's Dining Hall .....St. Paul, MN  
Salem Lutheran Church .....Minneapolis, MN  
Sausage By Cynthia .....Maple Grove, MN  
Schneider Popcorn .....Roseville, MN  
Schroder Concessions Inc. ....Faribault, MN  
Schultz's Concessions .....Shoreview, MN  
Schumacher's New Prague Hotel Inc. ....New Prague, MN  
Seville Co. Inc. ....Plymouth, MN  
Shutes, G. ....Bloomington, MN  
Shutes, R. ....Edina, MN  
Spaghetti Eddie's .....Deltona, FL  
St. Martins .....Golden Valley, MN  
Steichen, J. ....Fridley, MN  
Steichens Food Market .....St. Paul, MN  
Stinchfield, J. ....Hopkins, MN  
Stone, A. ....St. Louis Park, MN  
Straight's Concessions .....Crystal, MN  
Strates Fine Foods .....Silver Spring, MD  
Strawberries 'n Creme .....Waseca, MN  
Strawberry Patch .....St. Paul, MN  
Sunderland, D. ....Andover, MN  
Sunshine Concessions .....Spring Hill, FL  
Sutich, J. ....Minnetonka, MN  
Sweet Martha's Cookie Jar .....St. Paul, MN  
T & A Concessions .....Candler, FL  
Teeny Weeny Donuts .....Cloquet, MN  
Tejas - Cuisine Concepts .....Edina, MN  
Testin, L. ....Taylors Falls, MN  
Tetraut, G. ....Minneapolis, MN  
Thames, M. ....Minnetonka, MN  
Tom Thumb Donut Corp. ....Minneapolis, MN  
Townsend, M. ....Fergus Falls, MN  
Tran, V. ....Golden Valley, MN  
TRES-C Inc. ....Minnetonka, MN  
Tripple Berry .....Savage, MN  
Tremblay's Sweet Shop .....Stillwater, MN  
Tropical Fruit Floss .....Hastings, MN

Tysseling, J. ....St. Paul, MN  
Ulmer Metro Distributing Inc. ....St. Paul, MN  
Ultimate Confections .....Wauwatosa, WI  
Ukmar, R. ....Sarasota, FL  
Vend Africa Inc. ....Minneapolis, MN  
Venetian Inn .....St. Paul, MN  
Vescio's .....Minneapolis, MN  
Vogt, V. ....New London, MN  
Ward Food Services .....Maplewood, MN  
Warling Catering .....Carrollton, TX  
Werner's Frontier Inc. ....New Brighton, MN  
Willis Enterprises .....Tulsa, OK  
Wir Nuts Cinnamon Roasted Almonds .....Shoreview, MN  
Woldorsky, J. ....Minneapolis, MN  
Wozniak Concessions Inc. ....Minneapolis, MN  
Yahr, K. ....Richfield, MN

## Health & Beauty

Apollo Hair Clinic .....St. Louis Park, MN  
Beauti Control .....Ham Lake, MN  
Caspers House .....Minneapolis, MN  
Davis Enterprises .....Hartville, MO  
Dermac Labs Inc. ....Salem, OR  
Fischer, A. ....Kasson, MN  
Fragrances Inc. ....St. Louis Park, MN  
Glamour Shots .....Des Moines, IA  
Golden Neo-Life Diamite Intl. ....Kandiyohi, MN  
Golden Pride/Intl. Dist. ....Fridley, MN  
Hair Club for Men .....Bloomington, MN  
Heckmann, J. ....Forest Lake, MN  
Lifeplace, The .....Bloomington, MN  
Mary Kay Cosmetics Inc. ....Bloomington, MN  
Mountain Top Promotions .....Edina, MN  
Nada Concepts Inc. ....St. Paul, MN  
Naturally Beautiful Nails/Nail Masters .....Plant City, FL  
North Country Glycerine Soap .....Maple Plain, MN  
Professional Dynamics .....Burnsville, MN  
Saddlehorn Ranch Traders .....Bonners Ferry, ID  
TeleSensory .....Minneapolis, MN  
Wahl, T. ....Lakeville, MN  
Willow Creek Treasures .....Vernon Center, MN

## Home Improvement & Furnishings

AAA Garage Products Inc. ....St. Paul, MN  
ABC Seamless Inc. .... Fargo, ND  
Access One Inc. ....Wyoming, MN  
Air One Heating & Air Conditioning .....Brooklyn Park, MN  
American Clocks Inc. ....Plant City, FL  
American Water Systems .....Lakeville, MN  
Andersen Corp. -  
Renewal by Andersen .....Vadnais Heights, MN  
Aqua-Therm Inc. ....Brooten, MN  
Arrow lift Accessibility .....Duluth, MN  
Asphalt Specialties Co. ....Shoreview, MN  
Automatic Garage Door & Fireplace .....Fridley, MN  
B.C. Kitchens Inc. ....Hopkins, MN  
Battin Stucco Co. ....Big Lake, MN  
Brinks Home Security .....Minneapolis, MN  
By The Yard .....Jordan, MN  
C. Greenwood Design .....Garland, TX  
Cabinetpak Kitchens of Minneapolis .....Bloomington, MN  
California Closet Co. ....Bloomington, MN  
Carpet Court .....St. Paul, MN  
Ceda Comfort .....Minneapolis, MN  
Classic Wood Furnace .....Isanti, MN  
Comfort Adjustable Beds .....Columbia Heights, MN  
Commers Conditioned Water Co. ....Minneapolis, MN  
Culligan Water Conditioning .....Minnetonka, MN  
Curley Furniture & Carpet .....Mendota Heights, MN  
D.A. Distributing Inc.  
d/b/a Condor Fireplace .....Spring Lake Park, MN  
Deck Rescue Plus .....Rockford, MN  
Deluxe Rug & Carpet .....St. Paul, MN  
Discount Windows And Wares .....Roseville, MN



DPS Industries .....Little Falls, MN  
 Ecowater Systems Inc. ....St. Paul, MN  
 Finn/Sisu .....St. Paul, MN  
 Fireside Corner Inc.....Roseville, MN  
 Floor Heat/Systems .....Minneapolis, MN  
 Galaxy Custom Booths .....Wyoming, MN  
 Glenwood Inglewood.....Minneapolis, MN  
 Golden Hammocks Inc. ....Escondido, CA  
 Great Garage Door Co. ....Blaine, MN  
 Hardwood Floor Store .....Crystal, MN  
 Home Depot .....Fridley, MN  
 Hutch and Mantle .....Minneapolis, MN  
 J.J. Vanderson & Co. ....St. Paul, MN  
 Jack Pixley Sweeps Inc. ....Andover, MN  
 JIL Industries.....Malden, MA  
 Karoke Tonite Store & LTD.....Maple Grove, MN  
 Kitchen Make-Over .....Minneapolis, MN  
 Luxury Bath Liners of MN.....Bloomington, MN  
 Magna Products Inc. ....Green Bay, WI  
 MN Rusco Inc. ....Minnetonka, MN  
 Mon-Ray Inc. ....Golden Valley, MN  
 Need-A-Shed.....Warren, MN  
 Northern Crossarm Co. Inc.....Chippewa Falls, WI  
 Northern Glass Block Co. ....Edina, MN  
 Northern States Power Co. ....Minneapolis, MN  
 Panelcraft of Minnesota Inc. ....Minneapolis, MN  
 Patio Enclosures Inc.....New Brighton, MN  
 Patio Town .....Oakdale, MN  
 Pluschke Associates .....Minnetonka, MN  
 Premium Waters Inc. ....Minneapolis, MN  
 Select Comfort.....Minneapolis, MN  
 Sir Laurence Stained Glass Studio .....Farmington, MN  
 Snyder Home Improvements .....Minnetonka, MN  
 Solar Midwest Inc. ....Plymouth, MN  
 Stained Glass Overlay Design Studio .....Roseville, MN  
 Standard Water Control Systems Inc. ....Crystal, MN  
 Stonewall of MN .....Lake Elmo, MN  
 Teak Emporium Inc. ....San Diego, CA  
 Thundering Hurd Exchange .....New Virginia, IA  
 Walden Brothers Lumber Inc. ....Shakopee, MN  
 Weather Lock Windows Systems .....St. Paul, MN  
 Wick Homes .....Mazomanie, WI  
 Wildlife Collection Inc., The .....Kingsville, TX  
 Wilkening Manufacturing Co. Inc. ....Walker, MN  
 Woolie, the .....Plymouth, MN  
 Zee Enterprises .....Scottsdale, AZ

## Household Products & Services

Abosch Import Co. ....Hollywood, CA  
 Associated Consultants .....Minneapolis, MN  
 Associated Sewing and Knitting.....St. Paul, MN  
 Bailey & Associates.....Hagersville, Ontario  
 Berg, M. .... Fargo, ND  
 BJ Products .....San Diego, CA  
 Cenaiko Enterprises Inc. ....Coon Rapids, MN  
 Chester H. Nairne Co. ....Livonia, MI  
 China Palace Enterprise Co. ....Minneapolis, MN  
 Cordon Bleu Co. ....Richfield, MN  
 Country Crocks.....Northfield, MN  
 Countryside Floral Design.....Anoka, MN  
 Creative Sewing Centers Inc. ....Golden Valley, MN  
 Custom Playhouse.....Forest Lake, MN  
 Daub/Ghiorso Enterprises .....Sonoma, CA  
 Diamondcraft Corp. ....Minneapolis, MN  
 Disk & Data .....Coon Rapids, MN  
 Dry Store, The .....Lanesboro, MN  
 Earths Edge .....Apple Valley, MN  
 Electrolux .....Plymouth, MN  
 Excell Wireless .....Minneapolis, MN  
 Fairlie, Susan .....Rhinebeck, NY  
 Fantastic Products .....Horse Shoe, NC  
 Florian Ratchet Cut.....Plantsville, CT  
 Fortner's Salt-Free Seasonings .....Lake Mills, WI

Golden Hammocks Inc. ....Escondido, CA  
 Home of Elegance .....Vadnais Heights, MN  
 Hudspeth, S. ....Allen, TX  
 International Culinary Consultants .....Elberon, NJ  
 Jansen Distributing .....Minneapolis, MN  
 Kinetico Dealers of Minnesota .....Burnsville, MN  
 Mary Lue's Knitting World .....St. Peter, MN  
 Melodies - In - Tin .....Riverdale, GA  
 Niagra Prestige Products.....Brooklyn Park, MN  
 Nancy Thayer & Associates .....Sparta, NJ  
 National Service Co. LLC .....Fresno, CA  
 Nomar Inc. ....St. Paul, MN  
 Nordmark Group, The .....Apple Valley, MN  
 Pampered Chef, The .....Edina, MN  
 Panhandlers .....Hector, MN  
 Patterson Products .....La Mirada, CA  
 Quality Bag .....Oakdale, MN  
 Round Bobbin Sewing Center.....St. Paul, MN  
 Rusty Nut Enterprises .....Byron, MN  
 Safari Afari Enterprises .....Brooklyn Park, MN  
 Sewing Centers Inc. ....Minneapolis, MN  
 Showers Plus .....Sierra Madre, CA  
 Stan & Jo's Country Creations .....North Mankato, MN  
 Surge Water Conditioning .....Hopkins, MN  
 Swivel Spray .....Minneapolis, MN  
 Syndicate Sales Corp. ....Hopkins, MN  
 Table Charm Ltd. ....Lockport, NY  
 Thousand Lakes Realty .....DeSoto, WI  
 Trimble Crafts .....Hillsboro, OH  
 Tupperware-Lakewood Party Sales Inc. ....Edina, MN  
 Vita Mix Corp. ....Cleveland, OH  
 Watkins Inc. ....Winona, MN

## Imports & Ethnic Merchandise

African Collections .....Sharon, MA  
 Aloha Jewelry .....Pearl City, HI  
 American Swedish Institute .....St. Paul, MN  
 Artesanos Unidos .....Los Angeles, CA  
 Bando Imports .....Northbrook, IL  
 Bolivian Imports .....Loveland, CO  
 Brown, Y. ....Excelsior, MN  
 Caples, M. ....Little Canada, MN  
 Chandi Gallery/Coune' Ltd. ....Minneapolis, MN  
 China Handcraft.....Bloomington, MN  
 Egypt USA.....Concord, CA  
 Fantastic Voyage.....Stillwater, MN  
 Folklore Imports .....Glendale, CA  
 G.F. Philippines Handicraft .....Verona, NJ  
 Gifts Made by Hands .....St. Paul, MN  
 Grand Assorted Enterprise Co. Ltd. ....Claremont, CA  
 Global International Inc. ....Minneapolis, MN  
 Heart of Tibet .....Stillwater, MN  
 High Street International .....Minneapolis, MN  
 Hollow Tree Enterprises .....Buffalo, MN  
 Hollys Hobby Ltd. ....Andover, MN  
 Holy Land Handicrafts .....St. Paul, MN  
 Hmong Folk Art, Inc.....St. Paul, MN  
 Ice-Ame .....Kenmore, WA  
 Image Imports .....Minneapolis, MN  
 India Bazaar .....Fridley, MN  
 India Imports .....Apache, OK  
 Indian Arts & Crafts .....Terre Haute, IN  
 Inside Africa .....St. Paul, MN  
 International Flag Weaving .....St. Croix Falls, WI  
 International Investors .....San Mateo, CA  
 Irish On Grand .....St. Paul, MN  
 Jennico .....St. Paul, MN  
 Kay's Blue Onion Art Gallery .....New Brighton, MN  
 Khan, S. ....Hamel, MN  
 Oriental Craft and Development Co.....Lake City, MN  
 Rama Imports.....Franklin, WI  
 San Juan, M. ....Azusa, CA  
 Sullivan, R. ....St. Paul, MN

Taxco Imports .....West Hills, CA  
 Treasure Chest .....Auburndale, FL  
 Tong, Linda .....Lawrenceville, GA  
 Vagabond Imports .....Corona, CA  
 Wooden Needle .....Vadnais Heights, MN  
 World Trade .....New Orleans, LA

## Institutional Exhibits & Government Agencies

AFS Intercultural Programs .....St. Paul, MN  
 American Association of Retired Persons .....Chicago, IL  
 American Cancer Society .....Minneapolis, MN  
 American Diabetes Association  
 of MN Affiliate .....Minneapolis, MN  
 American Lung Association of MN .....St. Paul, MN  
 American Red Cross .....St. Paul, MN  
 Art Instruction School.....Minneapolis, MN  
 Arthritis Foundation - MN Chapter .....St. Paul, MN  
 Augsburg Weekend College .....Minneapolis, MN  
 Broiler and Egg Assoc. of Minnesota.....St. Paul, MN  
 Carleton College.....Northfield, MN  
 Concordia University .....St. Paul, MN  
 Dunwoody Institute .....Minneapolis, MN  
 Education in Minnesota .....St. Paul, MN  
 Epilepsy Foundation of Minnesota .....St. Paul, MN  
 Emergency Medical Services  
 Reg. Board .....Minneapolis, MN  
 Geological Society of Minnesota .....Robbinsdale, MN  
 Great Lakes Indian Fish &  
 Wildlife Commission .....Odanan, WI  
 Hazelden Foundation .....Center City, MN  
 Highway Construction  
 Industry Council .....New Brighton, MN  
 Indianhead Council -  
 Boy Scouts of America .....St. Paul, MN  
 Inventors Network .....Stillwater, MN  
 Masonic Grand Lodge of MN .....St. Paul, MN  
 Metropolitan Council .....St. Paul, MN  
 Metro Transit .....Minneapolis, MN  
 Metropolitan Mosquito Control Dist. ....St. Paul, MN  
 MN Agriculture In The Classroom .....Shakopee, MN  
 MN AIDS Project .....Minneapolis, MN  
 MN Army & Air National Guard .....Roseville, MN  
 MN Attorney General's Office -  
 Consumer Division.....St. Paul, MN  
 MN Audubon Council of  
 The National Audubon Society .....St. Paul, MN  
 MN Beef Council .....Minneapolis, MN  
 MN Bio Brain Association .....Minneapolis, MN  
 MN Bison Association .....Owatonna, MN  
 MN Blue Flame Gas Association .....Minneapolis, MN  
 MN Career Information System .....St. Paul, MN  
 MN Children .....St. Paul, MN  
 MN Chiropractic Association .....St. Paul, MN  
 MN Citizens Concerned For Life .....Minneapolis, MN  
 MN Cultivated Wild Rice Council .....St. Paul, MN  
 MN Dental Association .....St. Paul, MN  
 MN Dept. of Agriculture.....St. Paul, MN  
 MN Dept. of Corrections .....St. Paul, MN  
 MN Dept. of Economic Security .....St. Paul, MN  
 MN Dept. of Health .....St. Paul, MN  
 MN Dept. of Labor and Industry .....St. Paul, MN  
 MN Dept. of Natural Resources .....St. Paul, MN  
 MN Dept. of Public Safety .....St. Paul, MN  
 MN Dept. of Public Service .....St. Paul, MN  
 MN Dept. of Revenue .....St. Paul, MN  
 MN Dept. of Transportation .....St. Paul, MN  
 MN Dept. of Transportation -  
 Aeronautics Office .....St. Paul, MN  
 MN Dept. of Veterans Affairs .....St. Paul, MN  
 MN Division of Building  
 Codes & Standards .....St. Paul, MN  
 Minn Elk Breeders Association .....Sauk Centre, MN  
 MN Farm Bureau Federation .....St. Paul, MN  
 MN Farmers Union .....St. Paul, MN



MN Forest Industries Inc. ....Duluth, MN  
 MN Fur Breeders Association .....North St. Paul, MN  
 MN Genealogical Society .....St. Paul, MN  
 MN High Technology Association .....Bloomington, MN  
 MN Higher Education Services Office .....St. Paul, MN  
 MN Homeschoolers Alliance .....Roseville, MN  
 MN House of Representatives -  
 Pub. Info. Office .....St. Paul, MN  
 MN Lamb & Wool  
 Producers Association .....Hutchinson, MN  
 MN Lions Eye Bank and  
 Hearing Foundation .....St. Cloud, MN  
 MN Mensa .....Brooklyn Park, MN  
 MN Newspaper Foundation .....Minneapolis, MN  
 MN Nurses Association .....St. Paul, MN  
 MN Office of Citizenship and  
 Volunteer Services.....St. Paul, MN  
 MN Office of  
 Environmental Assistance .....St. Paul, MN  
 MN Ostrich Association .....Maplewood, MN  
 MN Pollution Control Agency .....St. Paul, MN  
 MN Pork Producers Association.....North Mankato, MN  
 MN Propane Gas Association .....Minneapolis, MN  
 MN Relay Services .....St. Paul, MN  
 MN Senior Federation Inc. ....St. Paul, MN  
 MN Soybean Growers .....North Mankato, MN  
 MN State Colleges and Universities .....St. Paul, MN  
 MN State Council On Disability .....St. Paul, MN  
 MN State Horticultural Society.....Falcon Heights, MN  
 MN State Senate .....St. Paul, MN  
 MN Turkey Research and  
 Promotion Council .....St. Paul, MN  
 Mothers Against Drunk Driving - MN .....St. Paul, MN  
 National Multiple Sclerosis  
 Society - MN .....Minneapolis, MN  
 Natural Resources  
 Conservation Service .....St. Paul, MN  
 NEI College of Technology .....Columbia Heights, MN  
 New Life Family Services .....Richfield, MN  
 Parker Hughes Institute.....Roseville, MN  
 Pro Choice Resources .....Minneapolis, MN  
 Raptor Center, The .....St. Paul, MN  
 Salvation Army.....Brooklyn Center, MN  
 South MN Area Assembly of  
 Alcoholics Anonymous .....Minneapolis, MN  
 Stagecoach Theatre Arts .....Minneapolis, MN  
 Toastmasters International .....Plymouth, MN  
 U.S. Food & Drug Association.....Minneapolis, MN  
 U.S. Navy .....Minneapolis, MN  
 University of Minnesota -  
 University Relations .....Minneapolis, MN  
 Veterans Affairs Med Center .....Minneapolis, MN  
 William Mitchell College of Law .....St. Paul, MN

## Media

KARE-11 TV .....Golden Valley, MN  
 KDWB Radio .....Minneapolis, MN  
 KEEY/K102 Today's Best Country .....Bloomington, MN  
 KFAN-AM Radio .....Minneapolis, MN  
 KLBB Radio - .....St. Paul, MN  
 KMSP-TV .....Eden Prairie, MN  
 KQQL FM, KOOL108 Radio .....Minneapolis, MN  
 KQRS-AM/FM Radio .....Minneapolis, MN  
 KSTP-AM Radio .....St. Paul, MN  
 KSTP-TV - Hubbard Broadcasting Inc. ....St. Paul, MN  
 KSTP-FM Radio .....St. Paul, MN  
 KTCZ-FM - Cities 97 .....Minneapolis, MN  
 KXXX 93X Radio .....Minneapolis, MN  
 KZMZ FM Radio .....Golden Valley, MN  
 MN Public Radio.....St. Paul, MN  
 R.K. Radio Network .....St. Paul, MN  
 100 Radio WLOL Classics .....Minneapolis, MN  
 Saint Paul Pioneer Press .....St. Paul, MN  
 Star Tribune .....Minneapolis, MN  
 The Point 104.1.....Minneapolis, MN  
 U.S.A. Today.....Roseville, MN

WCCO Radio .....Minneapolis, MN  
 WCCO Television .....Minneapolis, MN

## Miscellaneous

ACS Mobility.....St. Paul, MN  
 Gopher State Ice Company .....St. Paul, MN  
 MN Territorial Pioneers Inc. ....St. Paul, MN  
 Motion Products .....Plymouth, MN  
 Oko Company .....Bloomington, MN  
 Pro Staff Personnel Services .....St. Louis Park, MN  
 Saint Paul Post Office .....St. Paul, MN  
 Vista Mobility Specialists Inc. ....Park Ridge, IL

## Music & Entertainment

Bodine's Inc. ....Richfield, MN  
 Chanhassen Dinner Theatres .....Chanhassen, MN  
 Minnesota Orchestra, The .....Minneapolis, MN  
 Music Museum Store .....Blue Earth, MN  
 Ordway Music Theatre .....St. Paul, MN  
 Schmitt Music Company .....Minneapolis, MN  
 Trico Productions .....St. Paul, MN

## Novelties, Souvenirs & Toys

C.R. Deals .....St. Paul, MN  
 Caricatures By Cindy .....Shoreview, MN  
 Compmark I Corp. ....Minneapolis, MN  
 Crazy Louie's Surplus City .....Minneapolis, MN  
 Desplenter Novelties .....Chicago, IL  
 Discovery Toys .....Minneapolis, MN  
 Exploring with Kids.....White Bear Lake, MN  
 Fair-Market Inc. ....Minneapolis, MN  
 Foamation Inc. ....Milwaukee, WI  
 Kimberline, D.....Hopkins, MN  
 Kirch, D. ....Shoreview, MN  
 Matt Milner Sales .....Fridley, MN  
 NLM Inc. d/b/a Imagine This .....Mahtomedi, MN  
 Northland Emblem .....Hatley, WI  
 Perlman, D. ....New Hope, MN  
 PS Sales .....Sterling Heights, MN  
 Ron Schara Enterprises .....Minneapolis, MN  
 Standi Toys Inc.....Somerset, WI  
 Televac Computer .....Versailles, MO  
 U of MN Williams Fund .....Minneapolis, MN  
 U of MN Women's  
 Intercollegiate Athletics .....Minneapolis, MN  
 Wait & C Inc. ....Roseville, MN  
 Wildman Caricatures .....Albert Lea, MN  
 William Morgan Caricatures .....Minneapolis, MN

## Pet & Animal Supplies

Ace Tack & Outfitters .....Cambridge, MN  
 Classy Cat Inc. ....St. Paul, MN  
 Custom Cat Purrrniture .....St. Paul, MN  
 Fancy Publications .....Lampkin, VI  
 Lone Lake Kennels .....Woodbury, MN  
 Midwest Western Shop .....South St. Paul, MN  
 MN Companion Bird Association .....Lakeville, MN  
 MN Humane Society .....St. Paul, MN  
 MN Purebred Dog  
 Breeders Association .....Bloomington, MN  
 MN Slim Inc. ....Hopkins, MN  
 Pet ID Tags .....Earp, CA  
 Rural Pet Supply .....Libertyville, IL  
 Vermont Nature Creations.....Wells, VT  
 Woodcrest Ltd. ....Maple Grove, MN

## Religious Organizations

Archdiocese of St. Paul and Mpls. ....St. Paul, MN  
 Christian Educational Service .....Thonotosassa, FL  
 Greater St. Paul Association  
 of Evangelicals .....St. Paul, MN  
 Jewish Community Relations Council ....Minneapolis, MN  
 MN Conference of  
 Seventh-Day Adventists .....Maple Grove, MN  
 Northwestern Products.....Minneapolis, MN

## Political Organizations

Grassroots Party of MN.....Minneapolis, MN  
 Green Party of Minnesota.....Minneapolis, MN  
 Libertarian Party of MN .....Minneapolis, MN  
 MN AFL-CIO .....St. Paul, MN  
 MN Democratic Farmer Labor Party.....St. Paul, MN  
 Republican Party of Minnesota .....St. Paul, MN  
 U.S. Senator Rod Grams .....Anoka, MN

## Sports & Recreation

All American Recreation Inc.....Bloomington, MN  
 All-Terrainer Company .....Wayzata, MN  
 Beamer Enterprises .....St. Paul, MN  
 Bombardier Motor Corp.  
 of America.....Wausau, WI  
 Custom Cribbage Inc. ....Forest Lake, MN  
 E & M Manufacturing.....Plymouth, MN  
 Frankie's Live Bait & Marine .....Chisago City, MN  
 Golf Connection, The .....Chanhassen, MN  
 Great Expectations.....Edina, MN  
 Great Northern Engineering .....Minneapolis, MN  
 Greater Midwest Marketing Inc. ....Forest Lake, MN  
 Hi Tempo Ski & Sail.....White Bear Lake, MN  
 J.D.I. Sports Optics .....Clearwater, MN  
 Lost Our Marbles .....Manville, NJ  
 Marine Connection Inc. ....Forest Lake, MN  
 Master Z's Dart & Pool Supply .....Waukesha, WI  
 MHC Inc., Exercise  
 Equipment Outlet .....Forest Lake, MN  
 Minnesoftub Inc. ....Mound, MN  
 MN Timberwolves .....Minneapolis, MN  
 MN United Snowmobilers Assn .....Minneapolis, MN  
 Minnesota Wild NHL Hockey .....St. Paul, MN  
 Outdoor News Inc. ....New Hope, MN  
 Minn Golf Cars .....Bloomington, MN  
 Outdoor Cooking Store .....White Bear Lake, MN  
 Polaris Industries L.P. ....Minneapolis, MN  
 Rainbow Midwest Inc. ....Prior Lake, MN  
 RFG Safe & Knife .....Crystal, MN  
 Roll-In Products.....Grand Rapids, MN  
 Rosemount Boating Center .....Rosemount, MN  
 St. Paul Saints .....St. Paul, MN  
 Slugmaster Inc. ....Lakeville, MN  
 Southeastern Minnesota  
 Historic Bluff Country .....Harmony, MN  
 Spineless Wonders .....St. Paul, MN  
 Swimmin' Hole .....Fridley, MN  
 Trader Publishing Co. ....St. Paul, MN  
 Tread-Aerobic Treadmills .....St. Paul, MN

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\*Non-license holding sponsors





**OFFICE OF THE LEGISLATIVE AUDITOR**  
STATE OF MINNESOTA • James Nobles, Legislative Auditor

**Independent Auditor's Report**

Mr. Donald Simons, President  
Board of Managers  
State Agricultural Society

Members of the State Agricultural Society

Mr. Jerry Hammer, Executive Vice President  
State Agricultural Society

We have audited the accompanying balance sheets of the State Agricultural Society as of and for the years ended October 31, 2000 and 1999, and the related statement of revenues, expenses, and changes in fund net assets, and statement of cash flows for the years then ended as presented on pages 22 to 25. 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 audit.

We conducted our audit in accordance with generally accepted auditing standards and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of 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 the significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

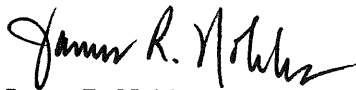
In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the State Agricultural Society as of October 31, 2000 and 1999, and the results of its operations and its cash flows for the years then ended in conformity with generally accepted accounting principles.


As discussed in Note 1 to the financial statements, the State Agricultural Society implemented Governmental Accounting Standards Board (GASB) Statement No. 34, Basic Financial Statements – and Management's Discussion and Analysis – for State and Local Governments for the year ended October 31, 2000. The comparative financial statements for the year ended October 31, 1999, have been restated for the effects of Statement No. 34.

Management's Discussion and Analysis on pages 19 to 21 is not a required part of the Society's basic financial statements, but is supplementary information required by the Governmental Accounting Standards Board. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the supplementary information. However, we did not audit the information and express no opinion on it.

The accompanying financial information included on pages 26 to 30, is presented for purposes of additional analysis and is not a required part of the Society's financial statements. Such information has been subjected to the auditing procedures applied in the audit 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.

In accordance with Government Auditing Standards, we have also issued our report dated February 22, 2001, on our consideration of the State Agricultural Society's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, and grants. That report is an integral part of an audit performed in accordance with Government Auditing Standards and should be read in conjunction with this report in considering the results of our audit.

  
James R. Nobles  
Legislative Auditor

  
Claudia J. Gudvangen, CPA  
Deputy Legislative Auditor

February 22, 2001



## ■ Management Discussion and Analysis

The Minnesota State Agricultural Society is charged with the conduct of the annual Minnesota State Fair and the management of the State Fairgrounds. The Society is a quasi-state agency operating with no public subsidy of any kind. This section of the Society's annual financial report presents our analysis of the Society's (Fair's) financial activities and performance during the fiscal year that ended on October 31, 2000.

### Financial Highlights

During the fiscal year, the Fair's revenues increased to \$26.6 million and expenses increased to \$24.2 million, leaving a net operating gain of \$2.4 million. In comparison, fiscal 1999 revenues were \$23.5 million, expenses \$22.5 million and net operating revenue of \$1.0 million.

Expenditures for capital projects and plant maintenance exceeded \$3.8 million for fiscal year 2000.

Ticket sales for fiscal 2000 reached \$18.1 million, a \$2.4 million or 15.6% increase over fiscal 1999 ticket sales of \$15.7 million.

### Overview of the Financial Statements

This annual report consists of three parts; Management Discussion and Analysis, Financial Statements and Supplementary Information. The financial statements also include notes that explain in more detail some of the information in the financial statements.

The financial statements of the Society are accounted for as an enterprise fund that operates in a manner similar to a private sector company. The Balance Sheet includes all of the Society's assets and liabilities and provides information regarding the types and nature of the Society's resources and obligations. A summary of the amount of revenues and expenses incurred by the Society operations over the past year is presented in the Statement of Revenue, Expenses and Changes in Net Assets. This statement is used to measure and evaluate whether or not the Society achieved or failed to meet the objective of earning an acceptable level of income. The final statement is the Statement of Cash Flows. This statement will provide information about the Society's cash receipts and cash payments as a result of operations, as well as important financing and investing activity that occurred during the operating period.

### Condensed Statement of Net Assets

	1999	2000	Change	Percent Change
Current & Other Assets	\$6,348,000	\$7,962,000	\$1,614,000	25.4%
Capital Assets	<u>20,572,000</u>	<u>21,265,000</u>	<u>693,000</u>	<u>3.4%</u>
Total Assets	26,920,000	29,227,000	2,307,000	8.6%
Long-Term Debt	293,000	224,000	(69,000)	(23.5%)
Other Liabilities	<u>2,500,000</u>	<u>2,531,000</u>	<u>31,000</u>	<u>1.2%</u>
Total Liabilities	2,793,000	2,755,000	(38,000)	(1.4%)
Invested in Capital Assets				
Net of Related Debt	20,040,000	20,970,000	930,000	4.6%
Restricted	2,035,000	4,212,000	2,177,000	107.0%
Unrestricted	<u>2,053,000</u>	<u>1,290,000</u>	<u>(763,000)</u>	<u>(37.1%)</u>
Total Net Assets	\$ <u>24,128,000</u>	\$ <u>26,472,000</u>	\$ <u>2,344,000</u>	<u>9.7%</u>



## ■ Management Discussion and Analysis

The Condensed Statement of Net Assets report provides a quick indicator of the financial position of the Society in terms of the difference between assets and liabilities to be able to determine if the Society's financial situation is moving in a favorable or unfavorable direction. Overall net assets increased \$1.0 million in 1999 and \$2.3 million to \$26.5 million in fiscal 2000. The significant part of these increases came from capital contributed to Current and Other assets as a result of favorable operations for both years. Invested in Capital Assets, Net of Related Debt consists of the total value of capital assets net of depreciation and outstanding debt attributable to those assets. Restricted assets represents a statutory fund established by exempting the Society from payment of sales tax from ticket sales during the annual state fair. The purpose of the statute is to allow the Society to dedicate monies strictly for the purpose of making capital asset improvements. Restricted assets decreased \$500,000 in Fiscal 1999 due to a \$2.9 million allocation to finance all capital asset improvements completed in 1999. Restricted assets increased \$2.2 million in fiscal 2000 because no allocation was required due to sufficient cash reserves remaining from 1999 and successful operating results during fiscal 2000.

### Condensed Statement of Revenues, Expenses and Changes in Net Assets

	1999	2000	Change	Percent Change
Operating Revenue				
Ticket Sales	\$15,667,000	\$18,104,000	\$2,437,000	15.5%
Departmental	4,587,000	4,669,000	82,000	1.8%
Other	3,090,000	3,692,000	602,000	19.5%
Non-Operating Revenue	<u>147,000</u>	<u>162,000</u>	<u>15,000</u>	<u>10.2%</u>
Total Revenue	23,491,000	26,627,000	3,136,000	13.3%
Operating Expense				
Activities and Support	15,119,000	15,968,000	849,000	5.6%
Plant Operations & Maintenance	4,134,000	4,704,000	570,000	13.8%
Other	3,193,000	3,579,000	386,000	12.1%
Non-Operating Expense	<u>55,000</u>	<u>32,000</u>	<u>(23,000)</u>	<u>(41.8%)</u>
Total Expense	22,501,000	24,283,000	1,782,000	7.9%
Changes in Net Assets	990,000	2,344,000	1,354,000	136.8%
Beginning Net Assets	<u>23,138,000</u>	<u>24,128,000</u>	<u>990,000</u>	<u>4.3%</u>
Ending Net Assets	<u>\$24,128,000</u>	<u>\$26,472,000</u>	<u>\$2,344,000</u>	<u>9.7%</u>

Revenues increase by \$3.1 million to \$26.6 million in Fiscal 2000 from \$23.5 million in Fiscal 1999 due to a gate admission price increase, larger than anticipated attendance and strong operating results at our grandstand and midway venues. In 2000, ticket sales represented 68% of total revenue. Other contributing factors to the rise in revenue during Fiscal 2000 were positive growth in concessions sales, sponsorships and non-fair events. Total expense increased \$1.8 million to \$24.3 million an increase of 7.9% over the \$22.5 million spent in Fiscal 1999. The increase of expenses is due to the general rise in the overall costs of presenting the annual exposition and non-fair events, and because of the commitment made to maintaining and improving the Society's physical plant and facilities. Also, increased income from grandstand and midway ticket sales results in higher expense in the form of percentage payments to grandstand performers and



midway operators. Net assets (revenue) increased \$1.4 million over Fiscal 1999 mainly because of the fluctuation in revenue that occurs when a gate admission price increase is instituted.

### Property, Structures, Utilities & Equipment (Capital Assets) & Debt

At the end of fiscal 2000, total physical plant investment in the Fairgrounds by the Society had reached over \$45 million. The society has invested approximately \$2 million dollars in capital assets in both fiscal 1999 and 2000.

	1999	2000	Change	Percent Change
Land	\$2,503,000	\$2,503,000	\$ -0-	-0-
Land Improvement	3,040,000	3,074,000	34,000	1.1%
Structures	29,675,000	30,523,000	848,000	2.9%
Electrical System	3,428,000	3,614,000	186,000	5.4%
Fence & Fixtures	847,000	962,000	115,000	13.6%
Gas System	91,000	91,000	-0-	-0-
Sewer System	1,647,000	2,141,000	494,000	30.0%
Water System	521,000	521,000	-0-	-0-
Personal Property	<u>1,551,000</u>	<u>1,819,000</u>	<u>268,000</u>	<u>17.3%</u>
Total	43,303,000	45,248,000	1,945,000	4.5%
Less Accumulated Depreciation	<u>\$22,731,000</u>	<u>\$23,984,000</u>	<u>\$1,253,000</u>	<u>5.5</u>
Net Value	<u>\$20,572,000</u>	<u>\$21,264,000</u>	<u>\$692,000</u>	<u>3.4%</u>

#### Major physical plant improvements during Fiscal 2000:

- \$474,000 for new restroom and shower facility complex adjacent to the Horse Barn
- \$481,000 to complete Phase VI of the Sewer Separation project

#### Major physical plant improvements during Fiscal 1999:

- \$914,000 to remodel and upgrade an Administration Building
- \$221,000 to complete Phase V of the Sewer Separation project
- \$151,000 to upgrade an electric substation

### Long-Term Debt

The Society had only \$294,000 in long and short term debt remaining at the end of fiscal 2000, down from \$533,000 from Fiscal 1999 for a decrease of \$239,000 or 44.8%, which was the amount of principal payments made on outstanding debt during Fiscal 2000. This debt consists of two promissary notes — one for a land purchase, the other for the construction of a Visitor Plaza, that have interest rates related to the current prime rate in effect from time to time, ranging from prime rate to 1% under prime rate. No debt was added during fiscal 2000 and none is expected in fiscal 2001. The land note will be paid in full in early Fiscal 2001, the Visitor Plaza note extends through Fiscal 2006.

## ■ Balance Sheet

For the years ended October 31

**2000**

**1999**

### ASSETS

Current assets:

Cash and cash equivalents (note 2)	\$ 7,064,204	\$ 5,296,240
Accounts Receivable	711,345	858,207
Accrued interest receivable	1,207	1,360
Prepaid expenses	77,800	70,854
Total current assets	7,854,556	6,226,661

Non-current assets:

Note Receivable	108,018	121,652
Property, structures and equipment (note 3)	21,264,585	20,572,240

**Total assets**

**\$29,227,159**

**\$ 26,920,553**

### LIABILITIES & NET ASSETS

Current liabilities:

Accounts payable	\$1,749,182	1,602,198
Accrued salaries	116,241	68,849
Compensated absences	381,852	357,905
Deferred income	213,740	231,329
Current portion of long-term liabilities (note 4)	69,973	239,923

Total current liabilities

2,530,988

2,500,204

Long-term debt (less current portion)

224,404

292,606

Total liabilities

2,755,392

2,792,810

Net Assets:

Invested in capital assets, net of related debt	20,970,208	20,039,711
Restricted assets (note 7)	4,211,648	2,035,396
Unrestricted assets	1,289,911	2,052,636
Total net assets	26,471,767	24,127,743

**Total liabilities and net assets**

**\$ 29,227,159**

**\$ 26,920,553**

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



# ■ **Statement of Revenue, Expenses and Changes in Net Assets**

For the years ended October 31

**2000**

**1999**

## **OPERATING REVENUES:**

Ticket sales	\$18,103,962	\$15,666,627
Departmental	4,669,081	4,587,393
Other	3,692,408	3,090,113
Total operating revenues	26,465,451	23,344,133

## **OPERATING EXPENSES:**

Administrative	2,729,201	2,591,826
Activities and Support	13,238,891	12,527,529
Premiums	678,431	658,265
Plant Operations	3,149,209	2,592,638
Plant Maintenance	1,554,649	1,541,414
Other	1,314,319	1,037,282
Depreciation	1,587,127	1,497,014
Total operating expenses	24,251,827	22,445,968
Operating income	\$2,213,624	\$898,165

## **NONOPERATING REVENUES(EXPENSES):**

Interest income	162,325	146,496
Interest expense	(31,925)	(54,741)

<b>Net income</b>	<b>2,344,024</b>	<b>989,920</b>
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Total net assets, beginning of year	24,127,743	23,137,823
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<b>Total net assets, end of year</b>	<b>\$26,471,767</b>	<b>\$24,127,743</b>
--------------------------------------	---------------------	---------------------

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

## ■ Statement of Cash Flows

For the years ended October 31	2000	1999
<b>Cash flow from operating activities:</b>		
Cash received from operations	\$26,594,724	\$23,245,978
Cash payment for operating expenses	<u>(22,453,323)</u>	<u>(20,623,740)</u>
Net cash provided by operating activities	4,141,401	2,622,238
<b>Cash flow from capital and related financing activities</b>		
Payment for purchases of fixed assets	(2,292,239)	(2,303,219)
Disposal of fixed assets	12,768	6,236
Principal payments on notes and leases	(238,153)	(456,792)
Interest payments on notes and leases	(31,925)	(54,741)
Proceeds from note receivable	<u>13,634</u>	<u>12,624</u>
Net cash provided by capital and related financing activities	(2,535,915)	(2,795,892)
<b>Cash flow from investing activities:</b>		
Interest earnings	<u>162,478</u>	<u>146,637</u>
Net increase (decrease) in cash and cash equivalents	1,767,964	(27,017)
Cash and cash equivalents, beginning of year	<u>5,296,240</u>	<u>5,323,257</u>
<b>Cash and cash equivalents, end of year</b>	<u><u>\$7,064,204</u></u>	<u><u>\$5,296,240</u></u>
<b>Reconciliation of operating income to net cash provided by operating activities</b>		
Operating income	\$2,213,624	\$898,165
Adjustments to reconcile operating income to net cash provided by operating activities		
Depreciation	1,587,127	1,497,014
Changes in current operating assets and liabilities		
Current assets: (increase) decrease		
Accounts receivable	146,862	(124,449)
Prepaid expenses	(6,946)	(7,866)
Current liabilities: increase (decrease)		
Accounts payable	146,984	305,517
Salary payable	47,392	5,286
Compensated absences	23,947	22,277
Deferred revenues	(17,589)	26,294
Total adjustments	<u>1,927,777</u>	<u>1,724,073</u>
Net cash provided by operating activities	<u><u>\$4,141,401</u></u>	<u><u>\$2,622,238</u></u>

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 Standards Board. In accordance with Governmental Accounting Standard No. 20, the Society does not apply any pronouncements of the Financial Accounting Standards issued after November 30, 1989. Compensated absences consist of employee vacation and sick leave benefits. These benefits are determined based on a Formula with a maximum number of hours accumulated and are payable upon death, termination, or retirement. Compensated absences are reported as current liabilities.

For fiscal year 2000, the Society adopted provisions of Statement No. 34 of the Governmental Accounting Standards Board "Basic Financial Statements and Management Discussion and Analysis - for State and Local Governments." Statement No. 34 established standards for financial reporting for all state and local government entities. There was no accumulated effect on the basic financial statements except for the changes in statements due to the adoption of Statement No. 34 that were for the classification of net assets in accordance with the Statement. Fiscal year 1999 financial statements are restated to reflect Statement No. 34 standards.

## NOTE 2: CASH AND CASH EQUIVALENTS

The Society cash balance is invested in deposit accounts and government obligation funds invested exclusively in short-term government securities that the Society considers to be cash equivalents.

Minn.Stat. Sec 118.01 requires 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 Fiscal 2000, the combined insured amount and collateral met the daily requirement as set forth by statute.

Cash and Cash Equivalents of the Minnesota State Agricultural Society for the year ending October 31, 2000:

### Beginning balance November 1, 1999

Imprest fund - cash on hand	\$4,500	
Checking accounts	121,858	
Government obligation funds	5,169,882	
Total		\$5,296,240
Increase (Decrease) in Cash for 2000		1,767,964
Ending Cash Balance October 31, 2000		\$7,064,204
Detail of Year - End Cash Balance:		
Imprest fund - cash on hand	\$6,200	
Checking accounts	406,844	
Government obligation funds	6,651,160	
Total		\$7,064,204

## 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 lives 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.

	2000	1999
Land	2,503,439	2,503,439
Land Improvements	3,073,782	3,039,991
Structures	30,523,300	29,675,027
Electrical System	3,614,213	3,428,223
Fence and Fixtures	961,817	846,465
Gas System	91,182	91,182
Sewer System	2,141,285	1,646,980
Water System	520,806	520,806
Personal Property	1,818,623	1,551,529
Total	45,248,447	43,303,642
Less Accumulated Depreciation	23,983,862	22,731,402
Net Book Value	21,264,585	20,572,240

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

	2000		1999	
	Current	Long-term	Current	Long-term
Notes Payable (note 6)	\$63,019	\$204,103	\$233,431	\$265,351
Lease Payable	6,954	20,301	6,492	27,255
	\$69,973	\$224,404	\$239,923	\$292,606
Net Increase (decrease)	\$(169,950)	\$(68,202)		

## NOTE 5: RETIREMENT PLAN

The following pension disclosures are made to comply with GASB Statement 27, "Accounting for Pensions by State and Local Government Employees."

**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 \$2,794,607 for 1999 and \$3,138,958 for 2000. Total Society payroll was \$5,410,111 for 1999 and \$5,934,078 for 2000. MSRS issues a publicly available financial report that includes financial statement and required supplementary information. That report may be obtained by writing to the MSRS plan administrator at the Minnesota State Retirement System, 175 West Lafayette Frontage Road, Suite 300, St. Paul, Minnesota 55107.

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 ten 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 equal 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 provides 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.

**Funding Policy** - Minnesota Statutes, Chapter 352 sets the rate for employee and employer contributions. 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 6.48% for 1999 and 6.12% for 2000. The current rates are 4.00 percent for employees and 4.00 percent for the Society for a total of 8.00 percent. The total employer contributions for the Society were \$111,816 for 1999 and \$125,558 for 2000.

**Related Party Investments** - As of October 31, 2000, 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 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. The deferred compensation plan is administered by Minnesota State Retirement System.

## 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 1% less than the prime rate, and are due through 2006.

## NOTE 7: RESTRICTED FUNDS

This represents restricted funds as set forth by Minnesota Statutes, Section 297A.25. This statute exempts the Society from the collection and payment of sales tax on the gross receipts from ticket sales conducted during the period of the annual state fair. Also, as required by statute, the exempted amount of sales tax receipts is equally matched by the Society. The purpose of this statute is to allow the Society to maintain and regularly dedicate monies to a long-term building fund specifically designated for the purpose of making capital improvements to Society buildings and facilities. Since its inception, the building fund has contributed more than \$13.1 million to State Fair projects.

## NOTE 8: 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 lease payable represents one lease for financing of one copier. 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.

Asset Balances at October 31:

Class of Property:	
Office Equipment	\$ 36,320
Less: Accumulated amortization	14,528
	\$ 21,792

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, 2000:

Year ending October 31:

2001	\$ 8,592
2002	8,592
2003	8,592
2004	5,007
Total minimum lease payments	\$ 30,783
Less: amount representing interest (1)	3,528
	\$ 27,255

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

## ■ Supporting Schedule – Revenue and Expenses

For the years ended October 31

**2000**

**1999**

### **OPERATING INCOME:**

#### **Ticket sales:**

Carnival	5,187,904	5,086,963
Coliseum	165,978	152,348
Grandstand	1,945,773	1,465,012
Outside gate	10,075,625	8,364,822
Parking	728,682	533,772
Tram	-0-	63,710

Total ticket sales

18,103,962

15,666,627

#### **Activities:**

Box office	217,546	166,816
Campgrounds	101,129	90,121
Carnival	78,711	63,925
Competition	152,429	146,711
Entertainment	76,167	59,320
Forage	15,359	13,323
4-H Auction	103,500	94,220
Gift shop	-0-	153,891
Public safety	6,326	7,111
Sales	3,917,914	3,791,955

Total activities

4,669,081

4,587,393

#### **Other:**

Licensee Utilities	178,776	182,359
Miscellaneous	256,730	60,483
Non-fair events	2,089,724	1,886,284
Sale of bulk milk	9,736	14,580
Sale of market animals	95,927	94,990
Sponsorships	488,305	309,385
Telephone	158,006	184,848
Utility Assessments	415,204	357,184

Total other

3,692,408

3,090,113

**TOTAL OPERATING INCOME**

26,465,451

23,344,133



(continued)

For the years ended October 31

**2000**

**1999**

**OPERATING EXPENSES:**

**Administrative:**

Administrative Services	442,100	411,680
Annual meeting	11,015	8,838
Bad debt	216	230
Board honorarium	10,400	10,400
Computer	294,444	276,633
Dues and subscriptions	16,359	18,613
Insurance	125,893	112,375
Legal services	15,917	28,237
Legislative audit	27,314	28,593
Medical insurance	345,604	268,422
Paid leave	373,338	381,015
Postage and mailing service	118,814	150,979
Printing and supplies	99,631	103,364
Retirement fund	130,418	121,036
Social security	445,001	402,347
Telephone	145,400	116,432
Travel expense	63,733	50,227
Unemployment compensation	9,143	7,656
Workers compensation	54,461	94,749
Total administrative	2,729,201	2,591,826

**Activities and Support:**

Admissions	153,636	159,920
Advertising	703,746	626,147
Agri-Land	21,093	16,923
Bee culture	8,006	7,441
Box office	152,011	161,730
Campground	57,351	53,227
Carnival	3,805,966	3,696,692
Cattle	67,361	58,445
Christmas trees	4,497	4,745
Competition	224,552	192,144
Creative activities	62,063	60,623
Dairy products	1,523	1,411
Dog trials	2,199	2,300
Education	24,882	26,043
Farm crops	14,693	15,165
Finance	308,614	301,774
Fine arts	31,916	26,215
Flower and agriculture shows	40,050	38,050
Flowers	6,547	6,493
Forage	17,191	16,417
4-H Club	251,044	216,250

## ■ Supporting Schedule – Revenue and Expenses

Free entertainment	902,082	941,082
Fruit	9,983	9,148
FFA	47,900	44,992
Gate tickets	189,811	180,977
Gift shop	1,683	115,586
Goats	4,478	4,585
Grandstand – concerts	1,858,547	1,474,743
Grandstand – race	201,478	194,007
Heritage exhibits	15,876	15,299
Horse and rodeo	193,045	245,174
Llamas	2,479	2,631
Marketing	517,712	441,662
Meats	1,124	4,291
Park & Ride	642,509	611,939
Parking	142,919	130,050
Poultry	11,752	13,109
Public safety	598,110	494,590
Sales	791,861	708,463
Sanitation	792,409	784,161
Senior citizens	9,142	12,748
Sheep	8,382	7,671
Swine	11,694	11,050
Ticket audit	6,957	6,912
Ticket promotion	251,129	284,342
Trams	49,500	48,650
Transportation	10,148	45,098
Vegetables	7,240	6,414
Total activities and support	13,238,891	12,527,529

### Premiums:

Bee culture	4,204	4,212
Cattle	102,300	93,208
Christmas trees	3,275	1,670
Creative activities	13,555	14,201
Dairy products	985	745
Dog trials	1,070	1,110
Education	9,012	10,177
Farm crops	15,685	16,053
Fine arts	10,000	9,500
Flowers	2,463	2,498
4-H Auction	103,500	94,220
4-H Club	62,248	60,133
Fruit	1,526	1,565
FFA	56,043	53,675
Goats	11,229	10,376
Horses	76,943	78,877
Llamas	4,610	4,605



(continued)

Poultry	12,023	11,899
Rural youth scholarships	20,000	20,000
Sale of bulk milk	11,205	14,393
Sale of market animals	95,927	94,986
Sheep	26,619	26,823
Swine	20,974	20,115
Talent contest	8,620	8,890
Vegetables	4,415	4,334
Total premiums	678,431	658,265
<b>Other:</b>		
Institutional tickets	134,270	119,428
Miscellaneous	63,916	53,441
Non-fair events	1,077,020	826,265
Veterinarian service	39,113	38,148
Total other	1,314,319	1,037,282
<b>Plant operations:</b>		
Architectural and engineering	129,072	57,674
Fire and police service	121,486	128,850
Fuel, oil and gasoline	46,887	36,424
Greenhouse	142,411	133,615
Operations	288,498	199,892
Property tax and assessments	25,757	9,423
Salaries and contract services	653,476	609,539
Set-up and take-down	1,021,469	800,191
Signs	78,805	873
Supplies	61,742	62,557
Utilities	375,025	355,350
Watchmen	93,104	87,021
Water and sewer	111,477	111,229
Total plant operations	3,149,209	2,592,638
<b>Plant maintenance:</b>		
Electric system	263,817	209,691
Fence and fixtures	301,988	27,911
Gas system	1,335	1,791
Land	61,123	61,126
Personal property	189,330	261,947
Sewer system	9,615	9,000
Streets and sidewalks	92,365	91,691
Structures	382,409	622,438
Vehicles	182,666	182,945
Water system	70,001	72,874
Total plant maintenance	1,554,649	1,541,414

## ■ Supporting Schedule – Revenue and Expenses

### Depreciation:

Electric system	94,727	93,037
Fence and fixtures	43,113	37,602
Gas system	686	696
Land improvement	125,788	124,684
Personal property	302,662	272,804
Sewer system	90,457	65,767
Structures	917,728	890,465
Water system	11,966	11,959
Total depreciation	1,587,127	1,497,014
<b>TOTAL OPERATING EXPENSE</b>	<b>24,251,827</b>	<b>22,445,968</b>
Net operating income	2,213,624	898,165
<b>NONOPERATING INCOME (EXPENSES)</b>		
Interest income	162,325	146,496
Interest expense	(31,925)	(54,741)
<b>NET INCOME</b>	<b>2,344,024</b>	<b>989,920</b>





## OFFICE OF THE LEGISLATIVE AUDITOR

STATE OF MINNESOTA • James Nobles, Legislative Auditor

### **Report on Compliance and on Internal Control over Financial Reporting Based on an Audit of Financial Statements Performed in Accordance with Government Auditing Standards**

Mr. Donald Simons, President  
Board of Managers  
State Agricultural Society

Members of the State Agricultural Society

Mr. Jerry Hammer, Executive Vice President  
State Agricultural Society

We have audited the financial statements of the State Agricultural Society as of and for the year ended October 31, 2000, and have issued our report thereon dated February 22, 2001. We conducted our audit in accordance with generally accepted auditing standards and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

#### **Compliance**

As part of obtaining reasonable assurance about whether the State Agricultural Society's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grants, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance that are required to be reported under *Government Auditing Standards*.

#### **Internal Control Over Financial Reporting**

In planning and performing our audit, we considered the State Agricultural Society's internal control over financial reporting in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control over financial reporting. However, we noted certain matters involving the internal control over financial reporting and its operation that we consider to be reportable conditions. Reportable conditions involve matters coming to our attention relating to significant deficiencies in the design or operation of the internal control over financial reporting that, in our judgment, could adversely affect the State Agricultural Society's ability to record, process, summarize, and report financial data consistent with the assertions of management in the financial statements.

## State Agricultural Society

We describe the reportable conditions as Findings 1 through 3 in the accompanying section entitled *Current Findings and Recommendations*.

A material weakness is a condition in which the design or operation of one or more of the internal control components does not reduce, to a relatively low level, the risk that misstatements in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. Our consideration of the internal control over financial reporting would not necessarily disclose all matters in the internal control that might be reportable conditions and, accordingly, would not necessarily disclose all reportable conditions that are also considered to be material weaknesses. However, of the reportable conditions described in the *Current Findings and Recommendations*, we consider Finding 1 to be a material weakness.

We also noted other matters involving the internal control over financial reporting that we have reported orally to the management of the State Agricultural Society at an exit conference held on April 3, 2001.

This report is intended solely for the information and use of the State Agricultural Society's management and the Legislative Audit Commission and is not intended to be and should not be used by anyone other than these specified parties.



James R. Nobles  
Legislative Auditor



Claudia J. Gudvangen, CPA  
Deputy Legislative Auditor

February 22, 2001



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### Current Findings and Recommendations

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**1. PRIOR FINDING PARTIALLY RESOLVED: The Society has not adequately documented its computerized accounting systems.**

The Society does not have formal, written documentation to show how its computer programs related to each other or how data flows through and between the various programs. The Society also does not adequately document changes made to its computer programs. We first reported these issues in our 1999 audit. During fiscal year 2000, the Society partially implemented the finding and recommendations by outsourcing its grandstand ticket sales function for the state fair. In January 2001, the Society also implemented a new system to process its payroll.

The Society does not have overall system or program documentation for its customized group of software programs that support general accounting, space rentals, and other functions of the fair. It is important for the Society to maintain detailed documentation to support its computer programs' original design as well as subsequent changes that have been made. This documentation is necessary to show how transactions are processed through the system and how the computer programs are intended to operate. The lack of computer system documentation makes the Society heavily dependent on the computer consultant who originally programmed the various components of the computer system several years ago. The computer consultant continues to be under contract with the Society to program and maintain the Society's computer information system.

During fiscal year 2000, the Society outsourced its grandstand ticketing function by contracting with a nationally known ticket sales vendor. This outsourcing was fully operational for the 2000 Minnesota State Fair. In January 2001, the Society began using a purchased payroll software package. Outsourcing a key function and using a ready-made software have decreased the Society's reliance on its customized software programs.

#### **Recommendations**

- *The Society should continue to create documentation for its computer system and programs, including detailed descriptions of processes and data flows. The Society should update this documentation whenever system or program changes are made.*
- *The Society should require any computer consultants to provide documentation as one of the consultant contract deliverables.*

**2. The Society's internal controls over fair time payroll need to be improved.**

The Society's internal control process for its fair time payroll needs to be strengthened. The Society spent nearly \$2 million on fair time payroll in 2000. We found that the Society did not have proper documentation for certain payroll payments. We also found that the Society did not always follow its regular payroll processing requirements during fair time.

First, we found that the Society did not always require employees and supervisors to sign the appropriate employment and payroll forms. We found cases where employees did not sign the Society's employment forms, federal W-4 forms, or their timesheets. Timesheets, employment forms, and fair time pay raises were frequently authorized by a rubber stamp or by a non-supervisory employee. Because of the risk of unauthorized payroll disbursements during the busy fair time season, the Society needs to ensure that all documents relating to its fair time employees are properly signed and approved. The Society needs to review its policies concerning authorized signers, and the control over the use of rubber stamp signatures.

In addition, we found cases where the Society's normal payroll processing practices were not followed for fair time payroll accounting, preparation, and authorization. In addition to the weakness noted for controls over employment forms, timecards, and pay rate changes, we noted that the Society did not follow its regular practice of having the fair time payroll "check runs" authorized by the person normally responsible for payroll accuracy. Someone should review and approve the fair time check runs in the same manner as the normal payroll check runs.

Finally, we found weaknesses in the budgeting for fair time payroll. Several of the Society's fair time payroll budget projections were completed in pencil. We noted examples where budget amounts had numerous erasures and changes. None of the adjustments were initialed. An important way of controlling the Society's significant fair time payroll expenses is through a complete and formal budgeting process.

**Recommendations**

- *The Society should ensure that all employment and payroll documents relating to fair time payroll are properly signed and approved. It should enforce the same approval process over fair time payroll check runs as it uses for regular payroll processing.*
- *The Society should improve its controls over fair time payroll budget and expense projection approval so it is clear that unauthorized changes have not been made.*



**3. The Society did not adequately control its Pronto Pass tickets.**

The Society did not ensure that it received the entire amount due from the sale of Pronto Pass tickets. In fiscal year 2000, the Society implemented a new promotion for the state fair. The promotion was called the, "Pronto Pass" and was a cooperative effort with Metro Transit. The Pronto Pass combined a gate ticket to the fair with a pass to ride any Metro Transit bus to and from the fair. The Society's outside vendor printed and certified 100,000 adult and youth Pronto Passes. The Society then delivered the majority of the passes to Metro Transit, who distributed the Pronto Passes to sales outlets and collected the money due from those sites.

The Society did not require Metro Transit to return unsold Pronto Pass tickets. Normally, the Society collects either the money due for tickets sold or requires the return of unsold tickets from the advance sale vendors and its on site ticket takers. Metro Transit reported sales of only 9,918 Pronto Passes out of the 100,000 certified tickets and remitted \$48,196 to the Society. Since Metro Transit did not return any of the remaining tickets, the Society cannot ensure that those tickets were not improperly distributed or used.

***Recommendation***

- *The Society should develop internal controls to adequately account for all Pronto Pass tickets, either sold or unsold.*

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## **Status of Prior Audit Issues**

### **As of February 22, 2001**

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#### **Most Recent Audit**

An audit of the State Agricultural Society is performed annually by the Office of the Legislative Auditor. Legislative Audit Report 00-14, dated March 22, 2000, covered the fiscal year ended October 31, 1999. The audit scope included those areas material to the Society's financial statements. There was one finding in the report, stating that the Society had not adequately documented its computerized accounting systems. The Society has partially resolved the prior finding. We repeat the remaining portions as Finding 1 in the current report.





Jeanine Leifeld, CPA  
Office of the Legislative Auditor  
Room 140, Centennial Building  
658 Cedar St.  
St. Paul, MN 55155

April 12, 2001

Dear Jeanine,

**Response to audit finding one:** *The Society has not adequately documented its computerized accounting systems.*

Our response to last year's audit stated that it was not possible during fiscal 2000 for us to fully implement the audit recommendation regarding documentation of computer programs. We did, however, make substantial progress by decreasing our reliance on custom software. We are currently putting systems into place that create documentation of our remaining custom programs; completion of the documentation process is a priority during 2001.

**Response to audit finding two:** *The Society's controls over fair-time payroll need to be improved.*

We agree with the finding, but feel obligated to lend some perspective.

For the 2000 State Fair, our payroll staff processed federal forms, state forms, time sheets and time cards for 2,407 fair-time employees working in 76 departments. A total of 146 time sheets were unsigned; 144 of those belonged to employees who either quit (142) or who did not return to work due to illness (2). Our employee letters of agreement and federal W-4 forms were incorporated into a single sheet; 19 were unsigned. Improved procedures regarding signatures and approval have been implemented for 2001 and beyond.

Our three largest departments use signature stamps – police (341 employees), admissions (247 employees) and parking (213 employees). During our exit conference with legislative audit staff, the auditors made it clear that use of signature stamps is acceptable, provided adequate measures are taken to secure the stamps. We agree, and have implemented security procedures through our payroll department.

Regarding fair-time payroll check runs, we agree that they should be approved in the same manner as our regular year-around payroll, and have implemented procedures for this year.

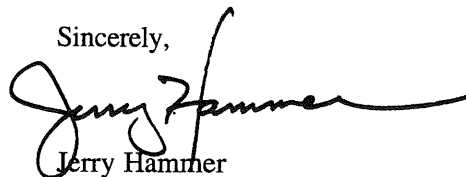
Finally, 10 of 76 payroll budget projection sheets were done in pencil. From now on, all will be done in ink.

**Response to audit finding three:** *The Society did not adequately control its Pronto Pass tickets.*

This was the single exception to what the legislative audit team referred to during the exit conference as our "excellent ticket control program." If we continue to utilize Pronto Passes in the future, existing internal controls will be implemented.

Our thanks to you and the audit team for your efforts on our behalf.

Sincerely,



Jerry Hammer  
Executive Vice President



# 2000 MEETING MINUTES

## PLANNING COMMITTEE MEETING,

Radisson South Hotel, Bloomington, 1 p.m. Friday, Jan. 14, 2000

Members present: Fox, chairman; Lake; Recknor; Schmidt; Simons; Steltz; Prokosch, ex officio; Hammer, ex officio; Sinclair, ex officio; Goffion, ex officio.

Also present: Baker; Keenan; Paulmann; Pooch; Hudalla; Leach; Jacobson; Fischler; Heffron; Birk; Larson; Hoffa.

Chairman Fox called the meeting to order at 1 p.m.

Mr. Hammer offered remarks on the operating budget for 2000, it's relationship to the improvements and maintenance budgets and financial goals for the year. Following discussion, Mr. Pooch presented proposed improvements and maintenance budget totals for 2000, including review of specific budget items.

## MAINTENANCE & IMPROVEMENT BUDGET SUMMARY

A. Structure Improvements:	1,180,350
B. Land Improvements:	
BI. Fencing & Fixtures	171,200
BII. Land	20,500
BIII. Sewer System	340,000
BIV. Streets & Sidewalks	13,600
BV. Water Distribution System	-0-
BVI. Gas Distribution System	-0-
BVII. Land Purchases	-0-
<b>TOTAL Land Improvements</b>	<b>545,300</b>
C. Personal Property	427,470
CII. Personal Property	106,500
D. Electric Plant:	207,200
<b>TOTAL Improvements</b>	<b>2,466,820</b>
E. Structure Maintenance:	398,950
F. Land Maintenance:	
FI. Fencing & Fixtures	182,800
FII. Land	64,500
FIIL. Sewer System	10,000
FIV. Streets & Sidewalks	95,700
FV. Water Distribution System	68,500
FVI. Gas Distribution System	1,000
<b>TOTAL Land Maintenance</b>	<b>422,500</b>
G. Personal Property Maintenance:	192,275
H. Vehicle Maintenance:	211,000
I. Electric Plant Maintenance:	264,250
<b>TOTAL Maintenance</b>	<b>1,488,975</b>
<b>TOTAL Maintenance &amp; Improvements</b>	<b>3,955,795</b>

## OPERATING BUDGET SUMMARY— INCOME

	1999 BUDGET	1999 ACTUAL	2000 BUDGET
TICKET SALES:			
CARNIVAL	\$ 4,700,000	\$ 5,086,963	\$ 4,800,000
COLISEUM	150,000	152,348	140,000
GRANDSTAND	1,775,000	1,465,012	1,700,000
OUTSIDE GATE	7,900,000	8,364,822	9,500,000
PARKING	560,000	533,772	750,000
TRAM	60,000	63,710	65,000
	15,145,000	15,666,627	16,955,000
ACTIVITIES:			
BOX OFFICE	210,000	166,816	165,000
CAMPGROUNDS	87,000	90,121	110,000
CARNIVAL	65,000	63,925	65,000
COMPETITION	135,000	146,711	150,000
ENTERTAINMENT	50,000	59,320	60,000
FORAGE	20,000	13,323	15,000
4H AUCTION	75,000	94,220	85,000
PUBLIC SAFETY	10,000	7,111	10,000
SALES	3,400,000	3,791,955	3,600,000
STATE FAIR STORE	130,000	153,891	150,000
	4,182,000	4,587,393	4,410,000
OTHER:			
BULK MILK SALES	13,000	14,580	14,000
INTEREST	125,000	146,496	160,000
LICENSEE UTILITIES	175,000	182,359	175,000
MARKET ANIMAL SALES	100,000	94,990	100,000
MISCELLANEOUS	80,000	60,483	160,000
NON-FAIR EVENTS	1,650,000	1,886,284	1,800,000
SPONSORSHIPS	225,000	309,385	275,000
TELEPHONE	185,000	184,848	180,000
UTILITY ASSESSMENTS	285,000	357,184	300,000
	2,838,000	3,236,609	3,164,000
<b>TOTAL INCOME</b>	<b>\$22,165,000</b>	<b>\$23,490,629</b>	<b>\$24,529,000</b>

## OPERATING BUDGET SUMMARY — EXPENSE

	1999 BUDGET	1999 ACTUAL	2000 BUDGET
ADMINISTRATIVE:			
ADMINISTRATIVE SERVICES	\$ 450,000	\$ 411,680	\$ 450,000
ANNUAL MEETING	10,000	8,838	11,000
BAD DEBT	1,000	230	1,000
BOARD HONORARIUM	10,400	10,400	10,400
COMPUTER	308,000	276,633	317,000
DUES & SUBSCRIPTIONS	14,000	18,613	18,000

INSURANCE	125,000	112,375	125,000
LEGAL SERVICES	40,000	28,237	40,000
LEGISLATIVE AUDIT	30,000	28,593	30,000
MEDICAL INSURANCE	230,000	268,422	320,000
PAID LEAVE	345,000	381,015	380,000
POSTAGE & MAILING SERVICE	160,000	150,979	160,000
PRINTING & SUPPLIES	92,000	103,364	105,000
RETIREMENT FUND	106,000	121,036	125,000
SOCIAL SECURITY	400,000	402,347	432,000
TELEPHONE	160,000	116,432	150,000
TRAVEL EXPENSE	50,000	50,227	50,000
UNEMPLOYMENT COMPENSATION	10,000	7,656	8,000
WORKERS COMPENSATION	75,000	94,749	80,000
	2,616,400	2,591,826	2,812,400
ACTIVITIES & SUPPORT:			
ADMISSIONS	160,000	159,920	165,000
ADVERTISING	625,000	626,147	700,000
AGRI-LAND	22,000	16,923	20,000
BEE CULTURE	7,800	7,441	7,800
BOX OFFICE	170,000	161,730	140,000
CAMPGROUNDS	40,000	53,227	53,000
CARNIVAL	3,450,000	3,696,692	3,490,000
CATTLE	63,000	58,445	63,000
CHRISTMAS TREE	4,500	4,745	5,000
COMPETITION	180,000	192,144	210,000
CREATIVE ACTIVITIES	58,000	60,623	62,000
DAIRY PRODUCTS	1,800	1,411	1,600
DOG TRIALS	2,500	2,300	2,500
EDUCATION	26,000	26,043	27,000
FARM CROPS	14,500	15,165	15,000
FINANCE	285,000	301,774	309,000
FINE ARTS	24,000	26,215	26,000
FLOWER & AG SHOWS	38,500	38,050	40,000
FLOWERS	7,500	6,493	7,500
FORAGE	30,000	16,417	20,000
4-H CLUB	200,000	216,250	210,000
FREE ENTERTAINMENT	950,000	941,082	942,000
FRUIT	9,000	9,148	9,200
FFA	42,000	44,992	46,000
GATE TICKETS	162,000	180,977	179,000
GIFT SHOP	120,000	115,586	110,000
GOATS	4,700	4,585	4,800
GRANDSTAND - CONCERTS	1,600,000	1,474,743	1,500,000
GRANDSTAND - RACE	175,000	194,007	200,000
HERITAGE EXHIBITS	16,000	15,299	19,000
HORSE & RODEO	250,000	245,174	210,000
LLAMA	3,000	2,631	3,000
MARKETING	458,000	441,662	500,000
MEATS	5,000	4,291	4,800
PARK & RIDE	450,000	611,939	650,000
PARKING	155,000	130,050	135,000
POULTRY	10,500	13,109	13,000
PUBLIC SAFETY	462,000	494,590	525,000
SALES	750,000	708,463	700,000
SANITATION	725,000	784,161	800,000
SENIOR CITIZEN	15,000	12,748	11,500
SHEEP	8,500	7,671	8,500
SWINE	12,500	11,050	12,000
TICKET AUDIT	6,500	6,912	7,000
TICKET PROMOTION & COMMISSION	260,000	284,342	300,000
TRAMS	50,000	48,650	62,000
TRANSPORTATION	55,000	45,098	48,000
VEGETABLES	6,000	6,414	6,500
	12,170,800	12,527,529	12,580,700
PREMIUMS:			
BEE CULTURE	4,000	4,212	4,500
BULK MILK SALES	13,000	14,393	14,000
CATTLE	102,000	93,208	100,000
CHRISTMAS TREE	2,200	1,670	2,200
CREATIVE ACTIVITIES	11,000	14,201	14,000
DAIRY PRODUCTS	800	745	1,000
DOG TRIALS	1,000	1,110	1,100
EDUCATION	10,500	10,177	10,500
FARM CROPS	17,000	16,053	17,000
FINE ARTS	9,500	9,500	10,000
FLOWERS	2,600	2,498	2,600
4-H AUCTION	75,000	94,220	85,000
4-H CLUB	65,000	60,133	65,000
FRUIT	1,700	1,565	2,000
FFA	55,000	53,675	57,000
GOAT	11,500	10,376	11,000
HORSE	82,000	78,877	83,000
LLAMA	4,500	4,605	4,600
MARKET ANIMAL SALES	100,000	94,986	100,000
POULTRY	11,000	11,899	12,000
RURAL YOUTH SCHOLARSHIPS	20,000	20,000	20,000
SHEEP	25,000	26,823	26,000
SWINE	24,000	20,115	22,000
TALENT CONTEST	9,000	8,890	9,000
VEGETABLES	4,500	4,334	4,500
	661,800	658,265	678,000



OTHER:			
INSTITUTIONAL TICKETS	135,000	119,428	152,000
INTEREST	54,000	54,741	30,000
MISCELLANEOUS	35,000	53,441	50,000
NON-FAIR EVENTS	700,000	826,265	850,000
VETERINARIAN SERVICE	38,000	38,148	40,000
	962,000	1,092,023	1,122,000
PLANT OPERATIONS:			
ARCHITECTURAL & ENGINEERING	35,000	57,674	120,000
FIRE & POLICE SERVICES	135,000	128,850	135,000
FUEL OIL GASOLINE	40,000	36,424	36,000
GREENHOUSE	132,000	133,615	140,000
OPERATIONS	165,000	199,892	316,000
PROPERTY TAX & ASSESSMENTS	15,000	9,423	10,000
SALARIES & CONTRACT LABOR	500,000	609,539	536,000
SET-UP & TAKEDOWN	800,000	800,191	820,000
SIGNS	10,000	873	50,000
SUPPLIES	50,000	62,557	55,000
UTILITIES	330,000	355,350	330,000
WATCHMEN	83,000	87,021	88,000
WATER & SEWER	120,000	111,229	120,000
	2,415,000	2,592,638	2,756,000
EXPENSE BEFORE MAINTENANCE & DEPRECIATION	18,826,000	19,462,281	19,949,100
NET INCOME BEFORE MAINTENANCE & DEPRECIATION			
	3,339,000	4,028,348	4,579,900
PLANT MAINTENANCE:			
ELECTRIC SYSTEM	195,700	209,691	262,250
FENCE & FIXTURES	13,400	27,911	182,800
GAS SYSTEM	1,000	1,791	1,000
LAND	36,000	61,126	64,500
PERSONAL PROPERTY	242,500	261,947	192,275
SEWER SYSTEM	11,000	9,000	10,000
STREETS & SIDEWALKS	96,000	91,691	95,700
STRUCTURES	612,450	622,438	398,950
VEHICLES	188,000	182,945	211,000
WATER SYSTEM	58,500	72,874	68,500
	1,454,550	1,541,414	1,488,975
DEPRECIATION:			
ELECTRIC SYSTEM	88,000	93,037	95,000
FENCE & FIXTURES	35,000	37,602	46,000
GAS SYSTEM	1,000	696	1,000
LAND IMPROVEMENTS	82,000	82,662	84,000
PERSONAL PROPERTY	246,000	272,804	315,000
SEWER SYSTEM	56,000	65,767	83,000
STREETS & SIDEWALKS	42,000	42,022	42,000
STRUCTURES	888,000	890,465	940,000
WATER SYSTEM	12,000	11,959	12,000
	1,450,000	1,497,014	1,618,000
TOTAL EXPENSE	21,730,550	22,500,709	23,056,075
TOTAL INCOME (LOSS)	\$ 434,450	\$ 989,920	\$ 1,472,925
	<b>1999 BUDGET</b>	<b>1999 ACTUAL</b>	<b>2000 BUDGET</b>
CASH-BEGINNING OF YEAR	\$5,323,257	\$5,323,257	\$5,296,240
ADD: NET INCOME	434,450	989,920	1,472,925
WORKING CAPITAL CHANGE		250,992	
DEPRECIATION	1,450,000	1,497,014	1,618,000
CASH AVAILABLE	7,207,707	8,061,183	8,387,165
DEDUCT: ELECTRIC SYSTEM	(255,400)	(251,892)	(207,200)
FENCE & FIXTURES	(88,500)	(83,316)	(171,200)
LAND	(33,000)	(11,749)	(20,500)
PERSONAL PROPERTY	(357,588)	(303,673)	(533,970)
SEWER SYSTEM	(247,000)	(237,241)	(340,000)
STREETS & SIDEWALKS	(10,550)	(6,791)	(13,600)
STRUCTURES	(1,508,850)	(1,377,876)	(1,180,350)
	(2,500,888)	(2,272,538)	(2,466,820)
CHANGES:			
NOTES-NORTH STAR BANK:			
LAND (SUSSEL)	(73,378)	(73,378)	
VISITORS PLAZA	(45,588)	(45,588)	(46,486)
CAROUSEL PARK	(240,886)	(240,886)	(170,945)
PROGRESS CENTER	(116,066)	(116,066)	
LAND (GLACIER)	(16,000)	(16,487)	(16,000)
	(491,918)	(492,405)	(233,431)
CASH-END OF YEAR	4,214,901	5,296,240	5,686,914
BUILDING FUND BALANCE	1,988,794	2,035,396	3,935,396
CASH AVAILABLE-OPERATIONS	2,226,107	3,260,844	1,751,518
CASH-END OF YEAR	\$4,214,901	\$5,296,240	\$5,686,914

After discussion, it was moved by Ms. Schmidt, seconded by Mr. Lake and carried that the committee recommend full board approval of the improvements and maintenance budgets as submitted. Included in the motion was staff authority to adjust, shift, add or cancel specific line items as appropriate to accommodate changes that may occur during the course of the budget year (Aye - 5; Nay - 0).

#### SALES COMMITTEE MEETING,

Radisson South Hotel, 1:55 p.m. Friday Jan. 14, 2000

Members present: Chairman Schmidt; Baker; Fox; Keenan; Lake; Paulmann; Recknor; Simons; Steltz; Prokosch, ex officio; Hammer, ex officio; Sinclair, ex officio.

Also present: Leach; Jacobson; Birk; Hudalla; Larson; Hoffa; Heffron; Fischler.

Chairman Schmidt called the meeting to order at 1:55 p.m.

Staff presented a list of concessionaires and their proposed license fees for the 2000 fair, based on a percent-of-revenue formula along with respective ticket prices and percentage terms of each conces-

sionaire. Following discussion, it was moved by Mr. Keenan, seconded by Mr. Baker and carried that the list be approved as submitted (Aye - 8; Nay - 0).

CONCESSIONAIRE/ATTRACTION	TICKET PRICE	PERCENTAGE(S)
Antique Auto Club of America, Minnesota Region <b>Antique Auto Museum</b>	\$1.00	30%
Arrow Enterprises, Inc. <b>Skyride</b>	\$2.50 = Adult-One Way \$3.75 = Adult-Round Trip \$2.00 = Youth-One Way \$2.75 = Youth-Round Trip	25%
B & B Sports Entertainment <b>Trampoline Thing</b>	\$5.00	20%
Desplenter Novelties <b>Novelty Concessions</b>	Non-ticketed activity	Guarantee of \$12,320 and 30% of gross sales over \$52,483
Farrow Amusements, Inc. <b>Flume Water Ride*</b>		35%
Farrow Amusements, Inc. <b>Twister*</b>		35%
Floyd & Baxter, Inc. <b>Space Roller*</b>		35%
Fun Adventures, Inc. <b>Skycoaster</b>	\$30.00 one rider \$50.00 two riders \$60.00 three riders \$15.00 re-fly	20% after deduction of verifiable crane costs
Giant Ride, Inc. <b>Giant Slide</b>	\$1.50	30%
Infinite Adventures, Inc. <b>Ejection Seat</b>	\$50.00 single \$60.00 double	20%
K & M Recreation, Inc. <b>Haunted House</b>	\$3.00	27% of gross sales through \$100,000 & 30% of gross sales over \$100,000
Mighty Midway <b>Rides, Shows and Games of Skill*</b>	Single Coupon = \$ .50 Coupon Sheets: Fair-Time = 20 coupons for \$10, 44 coupons for \$20 Advance = 20 coupons for \$8.00	Rides & Shows: 43% of tickets redeemed Games of Skill: 22% of tickets redeemed
Misc. Merchandise Sales <b>Misc. Merchandise Sales</b>	Non-ticketed activity	10%
Pugh Shows, Inc. <b>Carousel</b>	\$1.50	40%
River Raft Ride, Inc. <b>Raft Ride</b>	\$2.50	0% of ticket sales
<b>Pirate Tag</b>	\$2.00	to \$80,000; 10% of ticket sales from \$80,000 to \$150,000 and 25% of ticket sales over \$150,000
The Rock Amusement, Inc. <b>Rock Climbing Wall</b>	\$5.00	20%
Ventnor Place, Inc. <b>Space Tower</b>	Children = \$1.00 Adults = \$2.00	25%
Ye Old Mill Amusements, Inc. <b>Old Mill Canal Boat Ride</b>	Children = \$1.50 Adults = \$2.00	25%
*Midway/Kidway attractions		
<i>The preceding represent percentage fees payable to the Minnesota State Fair on receipts from operation of the above attractions. Percentages are applied as follows: state sales tax is deducted from gross receipts and reconciliation between the State Fair and concessionaire is made on the balance.</i>		
Staff proposed licensing 14 concession operators to serve 3.2 beer during the 2000 State Fair. After discussion, the following list was approved on a motion by Mr. Lake, seconded by Mr. Paulmann and carried (Aye - 8; Nay - 0).		
Andrus Concessions, Inc.	Blk. 42	Arcade Building, Spaces 11-15
Ballpark Cafe	Blk. 35	Crossroads, Space G, outside court
Bruce & Anne Chesin	Blk. 35	Crossroads, Space L, east
Crocker's Spaghetti Village, Inc.	Blk. 31	Spaghetti Village, Lots 16-18
H.M.H. of St. Paul, Inc.	Blk. 47	Bazaar, Space A
Hildebrand Concessions, Inc.	Blk. 28	Grandstand Seating Area and Infield
Paul & Diana Hohenwald*	Blk. 42	Arcade Building, Spaces 23-32
Kirschner's Beer Stube	Blk. 45	Ag-Hort Building, Space H
Midway Men's Club	Blk. 30	Lot S
Ragin Cajun	Blk. 35	Crossroads, Space H, west
Tejas	Blk. 35	Crossroads, Space K, north
Tres-C, Inc.	Blk. 42	Arcade Building, Spaces 1-10
Ward Food Services	Blk. 50	Coliseum, Spaces 113, 159 200, 250, 212, 213 & 268
Werner's Frontier, Inc.	Blk. 42	Arcade Building, Spaces 21-26

\* New licensee for 2000

The committee reviewed and approved the following list of multiple-site exhibit and concession agreements on a motion by Mr. Fox, seconded by Mr. Paulmann and carried (Aye - 8; Nay - 0).

CONCESSION-EXHIBIT NAME	DESCRIPTION	NO. OF SITES
Larry Abdo-Gopher State Ice Co.	Pocket Pies-Ice (Ice=wholesale permit only)	2
American Dairy Association	Ice Cream, Milk & Dairy Foods	2
Mark Andrew	French Fries, S'Mores	2
Arrow Enterprises, Inc.	Skyride-Food and Beverages	2
Ben Benson	Bratwurst	2
Cenaiko Enterprises, Inc.	Chamios, Shami Mops, E-Z Can Openers	2
Compmark I Corporation	Space Pix Computer Portrait Products	2

Gary Crutchfield Concessions	Cheese on a Stick	2
William F. Danielson	Onion Rings, Pizza	2
Fisherman's Wharf Seafood	Shrimp Cocktail and Lemonade	2
George Funk	Leather Crafts, Coffee	2
Giant Ride, Inc.	Giant Slide, Cheese on a Stick	2
Hixon Glass Blowers	Blown and Spun Glass	2
Holly's Hobby	Hand Crafts	2
Shirley Hudspeth	Lamps, Ice Shaver Kits	2
Tina Isaac	Food & Beverages, Tempura Veggies	2
Kirch Enterprises/ Gasthaus Edelweiss	Bratwurst, Food and Beverages	2
Gregory B. Kusick	Cotton Candy	2
Gary Larson	Popcorn, Caramel Corn and Caramel Apples	2
Matt Milner Sales	Novelties	2
Minne-Kabob Foods	Kabobs	2
Minn. Honey Producers	Honey, Honey Ice Cream & Candy	2
Muskar, Inc.	Fried Cheese Curds	2
Icee USA Corp.	Icee Frozen Beverages	2
National Service Company	Jewelry Cleaner	2
Nomar, Inc.	Hokey Sweepers, Dusters, Brooms & Massage Pillows	2
Louise H. O'Neil	Hot Dogs on a Stick	2
Offerman and Company	Investment Information	2
Orange Treet Sales	Orange Treet Drink, Pineapple on a Stick & Dairy Bar	2
Patterson Products	Lint Rollers, Rug & Upholstery Cleaners	2
Schmitt Music Company	Pianos and Organs	2
Robert L. Shutes	Food and Beverages	2
Tom Thumb Donut Corp.	Tom Thumb Donuts	2
Watkins, Inc.	Watkins Products	2
Wozniak Concessions, Inc.	French Fries	2
Robert W. Crocker	Root Beer	3
Darinda, Inc.	Pie-Dining Hall (contiguous)	3
Lynn Davis	Ice Cream, Sno Cones, Caramel Apples, Beverages	3
Maxine W. Davis	Ice Cream, Sno Cones, Caramel Apples, Beverages and Baked Potatoes	3
Delrick Enterprises	Popcorn, Caramel Corn, Caramel Apples and Beverages	3
Fresh Fruit	Fruit	3
Hohenwald Enterprises, Inc.	Food and Beverages	3
James Johnson	Foot Long Hot Dogs	3
Chester H. Nairne Company	Stove Top Grill, Silverstone Cookware, Magic Pens	3
Edward and Sally Nuebel	Fish & Chips, Nut Products	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 and Ethel Peters	Hot Dogs, Polish Sausage	3
Schultz's Concessions	Hamburgers and Hot Dogs	3
Gloria Shutes	Food and Beverages	3
Gregory J. Tetrault	Ice Cream; Sno Cones, Caramel Apples and Beverages	3
Melvyn Townsend	Foot Long Hot Dogs	3
John Tysseling	Fried Mushrooms, Turkey Drumsticks, Apple Fritters	3
Kathy Yahr	Cotton Candy	3
Hannasch, Inc.	Sno Cones	4
James Hartley	Cotton Candy	4
Eugene R. LaVaue	Sno Cones	4
Minnetonka Moccasin Company	Moccasin Footwear	4
Schroder Concessions, Inc.	Popcorn, Caramel Corn, Caramel Apples, Cheese Curds, Lemonade and Bratwurst	4
Syndicate Sales Corp.	Vegetable Cutters, Knives, Dusters, Snacker Tartmaster, Rotary Food Processors & PVA Mops	4
Ward Food Services	Food, Beverages & 3.2 Beer (Coliseum)	4
Desplenter Novelties	Novelties	13

Comparative reports on the status of multiple-site exhibit and concession licensing from 1985 through 1999, along with a productivity analysis, were presented. After discussion, the following reports were approved on a motion by Mr. Recknor, seconded by Mr. Steltz and carried (Aye - 8; Nay - 0).

#### EXHIBIT AND CONCESSION LICENSE COMPARISON 1985 - 1990 - 1998 - 1999

No. of Individual Locations	Held by the Following Number of Persons			
	1985	1990	1998	1999
1	865	995	1001	1023
2	55	51	39	34
3	24	20	21	21
4	10	15	7	7
5	4	4	0	0
6	4	1	0	0
7	3	0	0	0
9	1	0	0	0

	13	0	0	* 1	* 1
	17	0	0		
	21	0	* 1		
	23	0			
	26	1			
	33	* 1			
Total number of locations available	1,220	1,264	1,189	1,195	
Number of Persons Holding Locations	968	1,087	1,069	1,086	
Percentage of Persons Holding Four (4) or Fewer Locations	99%	99%	99%	99%	
Percentage of Locations Held In Units Smaller Than Five (5)	91%	98%	99%	99%	
Number of Locations Held By Minnesota Residents	890	894	894	894	
Percentage of Locations Held By Minnesota Residents	73%	79%	76%	75%	

\* Novelty Locations

#### FOOD AND BEVERAGE CONCESSION LICENSE COMPARISON 1975 - 1985 - 1998 - 1999

No. of Individual Locations Held by the Following Number of Persons	1975	1985	1998	1999
1	95	147	191	196
2	20	29	22	21
3	4	14	18	18
4	5	6	5	5
5	3	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	313	312
Number of Persons Holding Locations	135	202	236	240
Percentage of Persons Holding Four (4) or Fewer Locations	55%	82%	100%	100%
Percentage of Locations Held In Units Smaller Than Five (5)	55%	82%	100%	100%
Number of Locations Held By Minnesota Residents	158	292	260	260
Percentage of Locations Held By Minnesota Residents	52%	88%	84%	84%

#### PERCENTAGE/FOOTAGE PRODUCTIVITY ANALYSIS

The information below has been compiled as a comparative study of the difference between concession productivity/space value under a front footage (@ \$70.00 per front foot) versus percentage of revenue fee formula.

#### Food and Beverage Concessions\*

	1998	1999	Comparative
Total front footage	6,846 feet	6,936 feet	+90 feet
Gross revenue reported	\$14,216,914.13	\$15,578,932.61	+\$1,362,018.48
Total percentage fees paid	1,334,922.94	1,462,811.94	+127,889.00
Productivity per front foot	2,076.67	2,246.10	+169.43
Value per front to M.S.F.	194.99	210.90	+15.91
Value at \$70.00 per front foot	479,220.00	485,730.00	+6,510.00

Additional 92 feet added for grandstand concessions

#### Attraction, Amusement, Novelty, Game and Souvenir Concessions\*\*

	1998	1999	Comparative
Total front footage	1,964 feet	2,016 feet	+52 feet
Gross revenue reported	\$1,823,790.55	\$1,914,624.59	+90,834.04
Total percentage fees paid	261,415.29	267,748.71	+6,333.42
Productivity per front foot	928.61	949.71	+21.10
Value per front foot to M.S.F.	129.91	132.81	+2.90
Value at \$70.00 per front foot	137,480.00	141,120.00	+3,640.00

Formulas used: Productivity per front foot = gross revenue reported divided by total front footage  
Value per front foot to M.S.F. = total percentage fees paid divided by total front footage

\* Figures include Midway/Kidway Food and Beverage Concessions

\*\* Figures do not include Midway Games of Skill

Meeting adjourned at 2:20 p.m. on a motion by Mr. Simons, seconded by Mr. Fox and carried (Aye - 8; Nay - 0).

#### LIFE MEMBER ADVISORY COMMITTEE MEETING

Radisson South Hotel, 10 a.m. Sunday Jan. 16, 2000

Members present: Vern Prokosch, chairman; Dick Reinhardt; Jim Sinclair, ex officio.

Also present: Marshall Jacobson.

Chairman Prokosch called the meeting to order at 10 a.m.

Mr. Sinclair presented a summary of capital works and other projects scheduled for 2000.

Discussion was undertaken regarding the committee's role in recommending candidates for life membership and membership in the State Fair Hall of Fame.

The 2000 State Fair's tentative entertainment lineup was presented by Mr. Jacobson.

Comparative reports summarizing fair guest per capita spending from 1993 through 1999, food and beverage concession revenues, commercial space comparative reports and Mighty Midway revenues from 1995 through 1999 were presented by Mr. Sinclair.

The meeting was declared adjourned at 10:15 a.m.



**MEETING OF THE GOVERNING BOARD, Minnesota State Agricultural Society**

Radisson South Hotel, 10:45 a.m. Sunday Jan. 16, 2000

Members present: Don Simons, president; Joe Fox, vice president; Richard Keenan, vice president; Dennis Baker; Robert Lake; John Paulmann; Howard Recknor; Clarice Schmidt; Lyle Steltz; Chauncey Wargin; Jerry Hammer, secretary.

Also present: Karen Leach; Steve Pooch; Jim Sinclair; Chris Tahti; Mary Pittelko; Pam Johnson; Cheryl Huber; Mary Goiffon; Adam Heffron; Brian Hudalla; Dennis Larson; Toni Hoffa; Mark Birk; Marshall Jacobson; Joe Fischler; Kent Harblison.

Oath of office was administered to newly-elected President Simons.

President Simons called the meeting to order at 10:45 a.m.

Oaths of office were administered to newly-elected board members Keenan, fifth district vice president; Dennis Baker, seventh district; Chauncey Wargin, eighth district; and Clarice Schmidt, ninth district.

It was moved by Mr. Keenan, seconded by Mr. Recknor and carried that Jerry Hammer be appointed secretary to the board and general manager of the fair for the period of one year at an annual salary of \$95,040, with the working title of executive vice president (Aye - 9; Nay - 0). Oath of office was administered.

Minutes of the Nov. 8, 1999, board and sales committee meetings were approved on a motion by Mr. Steltz, seconded by Mr. Keenan and carried (Aye - 9; Nay - 0).

Minutes in vacation covering the period Nov. 8, 1999, through Jan. 13, 2000, along with the administrative action noted in the minutes, were approved on a motion by Mr. Baker, seconded by Mr. Fox and carried (Aye - 9; Nay - 0).

Mr. Jacobson presented the financial statement of Dec. 31, 1999, as follows:

**GENERAL FUND ACTIVITY**

Balance-Nov. 30, 1999			\$ 96,106
Add: Cash Deposits	\$ 1,012,296		
Less: Payroll Ending Dec. 8	(138,612)		
Payroll Ending Dec. 22	(118,326)		
Cash Disbursements	(798,306)	(42,948)	
Cash Balance-Dec. 31, 1999			\$ 53,158

**MARKETABLE SECURITIES ACTIVITY**

Balance-Nov. 30, 1999			\$2,329,941
Add: Interest Earned	\$ 8,506		
Securities Purchased			
Less: Securities Redeemed	(495,000)	(486,494)	
Balance-Dec. 31, 1999			\$1,843,447

**BUILDING FUND ACTIVITY:**

Balance-Nov. 30, 1999			\$2,043,206
Add: Interest Earned	\$ 8,293	8,293	
Securities Purchased			
Less: Securities Redeemed			
Balance-Dec. 31, 1999			\$2,051,499

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

	1998	1999
General Fund	\$ 3,430	\$ 53,158
Petty Cash	3,000	3,000
Marketable Securities	1,239,173	1,843,447
Building Fund	2,586,055	2,051,499
Total Cash Balances	\$3,831,658	\$3,951,104

The financial statement was approved as presented on a motion by Mr. Keenan, seconded by Ms. Schmidt and carried (Aye - 9; Nay - 0).

A resume of financial information covering the years 1983 through 1999 was presented by Mr. Jacobson. After discussion, Mr. Keenan moved and Ms. Schmidt seconded that the report be accepted (Aye - 9; Nay - 0):

YEAR	REVENUE	EXPENSE	OPERATING GAIN (LOSS)	RETAINED EARNINGS	DEBT
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
1992	12,295,000	12,216,000	79,000	2,130,000	1,545,000
1993	14,265,000	12,931,000	1,334,000	3,056,000	1,328,000
1994	14,433,000	13,942,000	491,000	2,310,000	1,715,000
1995	19,759,000	18,200,000	1,559,000	2,662,000	2,434,000
1996	20,163,000	19,559,000	604,000	1,455,000	1,932,000
1997	22,689,000	19,651,000	3,038,000	4,133,000	1,468,000
1998	22,790,000	20,801,000	1,989,000	4,355,000	989,000
1999	23,490,000	22,500,000	990,000	4,088,000	532,000

YEAR	NEW PLANT INVESTMENT	PLANT MAINTENANCE	PRIZE MONEY PAID OUT	SALES TAX TO BUILDING FUND
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
1992	966,000	1,063,000	440,000	415,000
1993	1,045,000	1,144,000	459,000	500,000
1994	2,546,000	869,000	512,000	495,000
1995	2,755,000	950,000	587,000	810,000
1996	2,478,000	1,087,000	604,000	800,000
1997	1,028,000	846,000	632,000	931,000
1998	2,537,000	1,192,000	647,000	890,000
1999	2,273,000	1,541,000	658,000	921,000

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

The following signatures were authorized for society accounts on a motion by Mr. Baker, seconded by Mr. Fox and carried (Aye - 9; Nay - 0):

General fund - Gerald Hammer, Marshall Jacobson, Karen Leach or Steve Pooch (any combination of two signatures). "Jacobson/Hammer" signature plate authorized for general fund.

Regular and fair-period payroll - Gerald Hammer, Karen Leach or Steve Pooch (one signature). "Hammer" signature plate authorized for payroll funds.

Premium fund - Gerald Hammer, Karen Leach or Jim Sinclair (one signature). "Hammer" signature plate authorized for premium fund.

Security transfer resolution - Gerald Hammer or Marshall Jacobson.

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

Mr. Steltz moved and Mr. Lake seconded a motion that the following standing committee assignments be made for 2000. Motion carried (Aye - 9; Nay - 0).

**FINANCE COMMITTEE** - Schmidt, chair; Baker; Fox; Paulmann; Recknor; Steltz; Simons, ex officio; Hammer, ex officio; Jacobson, ex officio.

**GOVERNMENTAL AFFAIRS COMMITTEE** - Paulmann, chairman; Fox; Keenan; Recknor; Schmidt; Wargin; Simons, ex officio; Hammer, ex officio; Leach, ex officio; Goiffon, ex officio.

**LIFE MEMBER ADVISORY COMMITTEE** - Prokosch, chairman; Morris, vice chairman; Arthaud; Franke; Frost; Hagen; Keskinen; Korff; Lilliquist; Markuson; Maruska; Morris; Ojakangas; Reinhardt; Roehlike; Simons, ex officio; Hammer, ex officio; Sinclair, ex officio.

**OPERATIONS COMMITTEE** - Recknor, chairman; Baker; Keenan; Lake; Paulmann; Schmidt; Simons, ex officio; Hammer, ex officio; Pooch, ex officio; Hudalla, ex officio.

**PLANNING COMMITTEE** - Keenan, chairman; Lake; Recknor; Schmidt; Steltz; Wargin; Simons, ex officio; Hammer, ex officio; Pooch, ex officio; Fischler.

**PUBLIC AFFAIRS COMMITTEE** - Lake, chairman; Baker; Fox; Keenan; Schmidt; Steltz; Simons, ex officio; Hammer, ex officio; Leach, ex officio; Tahti, ex officio.

**RULES & PREMIUM LIST COMMITTEE** - Steltz, chairman; Baker; Fox; Lake; Paulmann; Wargin; Simons, ex officio; Hammer, ex officio; Pooch, ex officio.

**SALES COMMITTEE** - Fox, chairman; Baker; Keenan; Lake; Paulmann; Recknor; Schmidt; Steltz; Wargin; Simons, ex officio; Hammer, ex officio; Sinclair, ex officio; Birk, ex officio.

The following coordinators and department superintendents were approved on a motion by Ms. Schmidt, seconded by Mr. Paulmann and carried (Aye - 9; Nay - 0):

**ADMINISTRATION DIVISION - Steltz**

**Senior Citizens** - Schmidt (Marge Krueger, superintendent)

**COMPETITION DIVISION - Keenan**

**Bee Culture** - Paulmann (Winnie Johnson, superintendent)

**Beef Cattle** - Keenan (Chuck Schwartz, superintendent)

**Christmas Trees** - Paulmann (Greg Ustruck, superintendent)

**Creative Activities** - Steltz (Curt Pederson, superintendent)

**Dairy Cattle** - Baker (Jim Linn, superintendent)

**Dairy Products** - Schmidt (Gene Watnaas, superintendent)

**Dog Trials** - Lake (JoAnna Yund, superintendent)

**Education** - Schmidt (Jim Brown, superintendent)

**Farm Crops** - Paulmann (Duane Smith, superintendent)

**Fine Arts** - Recknor (Bob Crump and Pat Kennedy Crump, superintendents)

**Flowers** - Paulmann (Betty Reyer, superintendent)

**4-H** - Fox (Brad Rugg, superintendent)

**Fruits** - Paulmann (Louis Quast, superintendent)

**FFA** - Steltz (Paul Day, superintendent)

**Goats** - Recknor (Kevin LeVior, superintendent)

**Horses** - Schmidt (Bob Peterson, superintendent)

**Llamas** - Recknor (Sharon Wessel, superintendent)

**Meats** - Wargin (Ed Butler, superintendent)

**Milking Parlor** - Baker (Doris Mold, superintendent)

**Poultry** - Paulmann (John Thomforde, superintendent)

**Sheep** - Lake (Bill Schulke, superintendent)

**Swine** - Wargin (Jerry Hawton, superintendent)

**Vegetables** - Paulmann (Irv Skaar, superintendent)

**ENTERTAINMENT DIVISION - Fox**

**Grandstand Production** - Lake (John Mons, superintendent)

**Heritage Exhibits** - Wargin (Gale Frost, superintendent)

**Race** - Wargin

**FINANCE DIVISION - Baker**

**Ticket Audit** - Fox (Dick Reinhardt, superintendent)

**Ticket Sales** - Lake (Ken Wagner, superintendent)

**MARKETING DIVISION - Recknor****OPERATIONS DIVISION - Schmidt**

**Admissions** - Keenan (Lyle Anderson, superintendent)

**Park & Ride** - Keenan (Dan Elmer, superintendent)

**Parking** - Steltz (Ron Vannelli, superintendent)

**Public Safety** - Fox (Art Blakey, superintendent)

**SALES DIVISION - Fox**

**Attractions Ticket Takers** - Baker (Marty Rossini, superintendent)

President Simons declared the board meeting in recess for committee meetings.

**OPERATIONS COMMITTEE MEETING**

Members present: Recknor, chairman; Baker; Keenan; Lake; Paulmann; Schmidt; Simons, ex officio; Hammer, ex officio; Pooch, ex officio; Hudalla, ex officio.

The meeting was called to order by Chairman Recknor.

It was moved by Ms. Schmidt, seconded by Mr. Baker and carried that the State Fair's "All Pay" gate be reaffirmed and extended through 2000: "Entry into the Minnesota State Fair shall be contingent solely upon the presentation and surrender of a valid ticket of admission in accordance with the most current schedule of gate prices as established by the board of managers." (Aye - 5; Nay - 0).

The following fee schedule was approved for 2000 on a motion by Mr. Keenan, seconded by Mr. Paulmann and carried (Aye - 5; Nay - 0): Adult admission (13 through 64) - \$7; child admission (5 through 12) - \$6; senior admission (65 and older) - \$6; vehicle with three or fewer occupants - \$6; vehicle with four or more occupants - free; Kids and Seniors Days promotions - \$3; Thrifty Thursday promotion: adults (13 and over) - \$5; children (5 through 12) - \$3; pre-fair sale ticket for adult, child, senior and parking - \$5; campgrounds - \$15 per night; south Como camper parking - \$8 per night.

It was moved by Mr. Lake, seconded by Mr. Keenan and carried that Mr. Hammer be authorized to implement a flexible Grandstand and Coliseum pricing schedule and seating configuration based on the cost of each show (Aye - 5; Nay - 0).

Chairman Recknor adjourned the meeting.

## PUBLIC AFFAIRS COMMITTEE MEETING

Members present: Lake, chairman; Baker; Fox; Keenan; Schmidt; Steltz; Simons, ex officio; Hammer, ex officio; Leach, ex officio; Tahti, ex officio.

Chairman Lake called the meeting to order.

Proposed advertising budget for 2000 was introduced by Ms. Leach:

### ADVERTISING

I.	Agency: Media -		
	Print	200,000	
	Radio	140,000	
	Television	145,000	
	Outdoor	35,000	
	Transit	21,000	
			541,000
	Production -		
	Print	40,000	
	Radio	12,000	
	Television	44,000	
	Outdoor	8,000	
	Transit	13,000	
	Misc. projects	15,000	
			132,000
II.	County Fairs Promotion	5,000	
III.	Institutional Grandstand Ads	6,000	
IV.	Miscellaneous Special Publications	9,000	
V.	Telephone Directories	2,000	
VI.	Employment Ads	5,000	
			\$700,000

Following discussion, the advertising budget was approved as presented on a motion by Mr. Baker, seconded by Mr. Steltz and carried (Aye - 5; Nay - 0).

Chairman Lake adjourned the meeting.

### RULES AND PREMIUM LIST COMMITTEE MEETING

Members present: Steltz, chairman; Baker; Fox; Lake; Paulmann; Wargin; Simons, ex officio; Hammer, ex officio; Pooch, ex officio.

The meeting was called to order by Chairman Steltz.

On a motion by Mr. Lake, seconded by Mr. Fox and carried, authority was granted to the secretary's delegate, in coordination with department superintendents, to make adjustments in rules, release dates and premium allocations for respective departments in accordance with guidelines established by the society's 2000 budget (Aye - 5; Nay - 0).

Mr. Pooch offered a report on the effects of date changes for the 1999 State Fair's FFA, 4-H and majority of the open class livestock shows. Information only; no action required.

Mr. Pooch followed with a report on rules violations by competitors during the '99 State Fair's junior livestock shows, and the procedures used to deal with the incidents. Information only; no action required.

The meeting was adjourned by Chairman Steltz.

### FINANCE COMMITTEE MEETING

Members present: Schmidt, chairman; Baker; Fox; Paulmann; Recknor; Steltz; Simons, ex officio; Hammer, ex officio; Jacobson, ex officio.

Chairman Schmidt called the meeting to order.

Hammer presented the proposed operating, improvements and maintenance budgets for 2000, stating that the budgets had previously been reviewed by the planning committee at their meeting Jan. 14, 2000. After review and discussion, Mr. Paulmann moved and Mr. Recknor seconded a motion to approve the 2000 operating, improvements and maintenance budgets as presented; motion carried (Aye - 5; Nay - 0).

Meeting adjourned.

President Simons reconvened the meeting of the full board.

Reports offered and action taken by the board's sales and planning committees on Jan. 14, and the just-concluded meetings of the operations, public affairs, rules & premium lists and finance committees were accepted and approved on a motion by Mr. Steltz, seconded by Ms. Schmidt and carried (Aye - 9; Nay - 0).

Proposed contract renewals covering the services of architects and engineers (Toltz, King, Duwall, Anderson & Associates, Inc.), plumbing (McQuilian Bros. Plumbing & Heating), electric (Kehne Electric Corporation), carpentry (S & P Construction) and painting (Triemert Wall Covering) were approved on a motion by Mr. Baker, seconded by Mr. Fox and carried (Aye - 9; Nay - 0).

The following resolution was adopted on a motion by Mr. Steltz, seconded by Mr. Recknor and carried: "It is hereby required and specified that society employees Joe Fischler, Rick Wimmer and Dave Juettnier 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 2001 and will be reconsidered at that time. (Aye - 9; Nay - 0).

It was moved by Mr. Recknor, seconded by Mr. Lake and carried that Mr. Hammer be authorized to adjust staff salaries within the salary ranges set by the board in January 1998 (Aye - 9; Nay - 0).

Ms. Goffon presented the following recommended changes to Employee Bulletin #22 for consideration:

10. DEFERRED COMPENSATION - This is a voluntary plan that allows employees to place a portion of their earnings into a pretax investment program. Taxes on earnings are deferred until time of withdrawal.

Once in each calendar year, an employee may convert up to one hour of vacation for each hour of vacation used in the 26 pay periods ending with the last full pay period in the previous year, provided that an employee may not convert more than 80 hours per year.

If an employee does not choose to convert accumulated vacation to their deferred compensation plan, they will receive (up to) a ~~\$200~~ \$300 matching contribution from the fair, once in each calendar year ending the Friday of the last full pay-period of the calendar year.

NOTE: All contributions to an individual's plan, including matching contributions, may not exceed \$8,000 in any calendar year.

After discussion, the changes were approved as recommended on a motion by Mr. Lake, seconded by Mr. Fox and carried (Aye - 9; Nay - 0).

Mr. Heffron presented the following recommended policy for consideration regarding off-season special events: "Preparation for and presentation of the annual State Fair must always take precedence when scheduling off-season special events." After discussion, the resolution was adopted on a motion by Ms. Schmidt, seconded by Mr. Fox and carried (Aye - 9; Nay - 0).

Mr. Sinclair offered a report of the Life Member Advisory Committee meeting, conducted at 10 a.m. that morning. The report was accepted on a motion by Mr. Recknor, seconded by Mr. Paulmann and carried (Aye - 9; Nay - 0).

Ms. Leach offered a report on the status of the society's offer to purchase an office building on Como Avenue, adjacent to the fairgrounds. The issue was first discussed by the board at its meeting June 2, 1999. Information only; no action required.

Mr. Hammer offered a report on the potential of the society to form a foundation, created to assist with capital improvements to the State Fairgrounds. After discussion, it was moved by Mr. Baker, seconded by Mr. Fox and carried that staff be authorized to continue research and proceed with initial steps to establishing a foundation, and that the board be apprised of relative information as it becomes available (Aye - 9; Nay - 0).

Mr. Pooch offered a report on the State Fair-produced Minnesota Beef Expo, scheduled for Oct. 19 through 22, 2000, at the State Fairgrounds. Report only; no action required.

Mr. Tahti reviewed the status of contract negotiations for 2000 Grandstand events. Report only; no action required.

Mr. Heffron reported on off-season special events scheduled for 2000. Information only; no action required.

President Simons congratulated the State Fair staff for their efforts in presenting the 141st annual meeting of the State Agricultural Society.

President Simons declared the meeting adjourned at 11:55 a.m.

### MINUTES IN VACATION - Jan. 17 - March 16, 2000

#### January

12 - Executive Committee approved the January 31, 2000 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Nov. 30, 1999		\$ 96,106
Add: Cash Deposits	\$1,012,296	
Less: Payroll Ending Dec. 08	(138,612)	
Payroll Ending Dec. 22	(118,326)	
Cash Disbursements	(798,306)	(42,948)
Cash Balance-Dec. 31, 1999		\$ 53,158

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Nov. 30, 1999		\$ 2,329,941
Add: Interest Earned	\$ 8,506	
Securities Purchased		
Less: Securities Redeemed	(495,000)	(486,494)
Balance-Dec. 31, 1999		\$1,843,447

#### BUILDING FUND ACTIVITY:

Balance-Nov. 30, 1999		\$2,043,206
Add: Interest Earned	\$ 8,293	8,293
Securities Purchased		
Less: Securities Redeemed		
Balance-Dec. 31, 1999		\$2,051,499

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

	1998	1999
General Fund	\$ 3,430	\$ 53,158
Petty Cash	3,000	3,000
Marketable Securities	1,239,173	1,843,447
Building Fund	2,586,055	2,051,499
Total Cash Balances	\$3,831,658	\$3,951,104

21 - The Frigid 5 Run/Walk, sponsored by Sporting Life, was conducted on fairgrounds streets and in the Coliseum.

22 - 28 - Hammer attended the annual convention of the Western Fairs Association, conducted in Anaheim, Calif.

24 - Pooch, Sinclair, Hudalla and Grans met with Bob Baker and Scott Anderson of the University of Minnesota to discuss parking and transitway agreements.

27 - Goffon and Pam Johnson attended an annual meeting review session at the Radisson South Hotel in Bloomington.

28 - Leach and McGough met with Tim Gates of Fair Sales Consultants to discuss a sponsorship network for fair.

29 & 30 and Feb. 5 & 6 - The St. Paul Winter Carnival utilized State Fair parking south of Como Avenue for park and ride shuttle service to Winter Carnival events at Como Park.

31 - Birk and McGough met with Paul Morrissey of Capitol Beverage to discuss Bud World Beer School and Anheuser-Busch Clydesdales exhibits at the 2000 State Fair.

31 - Feb. 3 - Tahti attended a meeting of the Concert Industry Consortium in Las Vegas.

#### February

2 - Hammer, Pooch and Sinclair met with Jim Libby of the Minnesota Veterinary Association regarding a veterinary medicine display for large animals, beginning possibly with the 2001 State Fair. Birk and Larson met with representatives of TKDA architects to discuss preliminary design ideas for a new International Bazaar structure. Del Cerney conducted a focus group meeting of information booth staff to discuss fair operations. A meeting of all full-time staff was conducted at the Libby Conference Center.

3 - A seminar on deferred compensation and other staff benefits was presented for interested full time staff at the Libby Conference Center. Pam Johnson and Huber met with Mail of America staff regarding the upcoming staff spring training session.

4 - Del Cerney, Goffon and Birk met with Tom Giel of Smarte Carte to discuss public storage lockers for the upcoming fair.

7 & 8 - Goffon, Huber and Pam Johnson attended the Upper Midwest Hospitality Show at the Minneapolis Convention Center.

9-13 - Sinclair and Birk met with ride operators and concessionaires at the International Independent Showmen's Foundation trade show in Gibsonton, Fla., and visited the Florida State Fair in Tampa.

14 - Executive Committee approved the January 31, 2000 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Dec. 31, 1999		\$ 53,158
Add: Cash Deposits	\$ 783,705	
Less: Payroll Ending Jan. 05	(164,799)	
Payroll Ending Jan. 19	(124,201)	



Cash Disbursements	(348,744)	145,961
Cash Balance-Jan. 31, 2000		\$199,119
<b>MARKETABLE SECURITIES ACTIVITY:</b>		
Balance-Dec. 31, 1999		\$1,843,447
Add: Interest Earned	\$ 6,635	
Securities Purchased		
Less: Securities Redeemed	(650,000)	(643,365)
Balance-Jan. 31, 2000		\$1,200,082
<b>BUILDING FUND ACTIVITY:</b>		
Balance-Dec. 31, 1999		\$2,051,499
Add: Interest Earned	\$ 8,503	8,503
Securities Purchased		
Less: Securities Redeemed		
Balance-Jan. 31, 2000		\$2,060,002

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

	1999	2000
General Fund	\$ 81,260	\$199,119
Petty Cash	3,000	3,000
Marketable Securities	1,093,389	1,200,082
Building Fund	2,595,681	2,060,002
Total Cash Balances	\$3,773,330	\$3,462,203

16 - Goiffon and Pittelko met with staff of Innovations 2000 to discuss a diversity initiative plan.

17 - Hudalla, Goodrich and Heffron attended the Iowa Beef Expo in Des Moines, Iowa.

22 - Keenan and Hammer met with Dave Sherman of the Baker Family Foundation to obtain background information on foundations and trust associations.

23 - Huber, Pam Johnson and McGough attended a multicultural forum at the Minneapolis Hilton.

24 - Pooch and Goodrich met with members of the State Fair's Beef Expo production team to discuss incorporating youth programs into the event. Pam Johnson met with the state Department of Economic Security and the Midway Chamber of Commerce to discuss cooperative training seminars. Leach, Sinclair, Birk and McGough met with representatives of Hubbard Broadcasting to discuss KSTP TV and Radio's exhibit at the fair.

24-26 - The Minnesota State High School League's girls state hockey tournament was held at the Coliseum.

28 - Giannini addressed a meeting of the Northeast Minneapolis Kiwanis Club on the history of the State Fair.

29 - The first of several Minnesota State High School League boys hockey sectional playoff games was presented at the Coliseum. Goiffon, Huber, Pam Johnson, Del Cerney and Scott Welle met with Robin Getman of Interact Group regarding the upcoming staff spring training session. Sinclair and Birk met with representatives of the Minnesota Twins to discuss Major League Baseball's "Club MLB Roadshow" exhibit, set for the Amphitheater.

#### March

1 - Hammer attended a meeting of the University of Minnesota's Neighborhood Land Use Task Force, conducted at the University's St. Paul campus. Del Cerney met with Tom Giel of Smarte Carte regarding locker locations.

2-5 - Sinclair and Larson attended the IAFE's commercial exhibits seminar, along with the Houston Livestock Show & Rodeo, in Houston, Tex.

3 - Leach, McGough and Hammer met with Tim Gates of Fair Sales Consultants to continue discussions regarding a sponsorship network of fairs. Pam Johnson attended a meeting of the Midway Chamber of Commerce.

7 - Birk and Larson met with representatives of the Ramsey County Elections and Attorneys office to discuss 3.2 beer licenses for 2000. Executive Committee approved the February 29, 2000 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Jan. 31, 2000		\$199,119
Add: Cash Deposits	\$ 504,399	
Less: Payroll Ending Feb. 02	(145,250)	
Payroll Ending Feb. 16	(120,152)	
Cash Disbursements	(377,009)	(138,012)
Cash Balance-Feb. 29, 2000		\$61,107

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Jan. 31, 2000		\$1,200,082
Add: Interest Earned	\$4,459	
Securities Purchased		
Less: Securities Redeemed	(375,000)	(370,541)
Balance-Feb. 29, 2000		\$829,541

#### BUILDING FUND ACTIVITY:

Balance-Jan. 31, 2000		\$2,060,002
Add: Interest Earned	\$8,295	8,295
Securities Purchased		
Less: Securities Redeemed		
Balance-Feb. 29, 2000		\$2,068,297

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

	1999	2000
General Fund	\$70,824	\$61,107
Petty Cash	5,000	5,000
Marketable Securities	2,950,559	829,541
Building Fund	185,396	2,068,297
Total Cash Balances	\$3,211,779	\$2,963,945

8 - Supervisory staff members attended a leadership training seminar at the Corporate Training and Assessment Center in St. Paul.

10-12 - The Minnesota Deer Classic, presented by the Wildlife Heritage Association, was presented at the Coliseum.

10-13 - Hammer attended the annual conference of the Mid-West Fairs Association in Tucson, Ariz.

16 - Hammer and Pooch met with State Representative Bob Ness, Pat Plonski of the Minnesota Agricultural Education Leadership Council and Rick Beeson of St. Anthony Park State Bank regarding the Urban High School of Agricultural Sciences concept.

16 & 17 and 23 & 24 - The University of Minnesota, in conjunction with the State High School League, utilized the midway lot as a park-and-ride location for state high school athletic functions conducted at the University's Minneapolis campus.

**MEETING OF THE GOVERNING BOARD - Minnesota State Agricultural Society**  
Libby Conference Center, State Fairgrounds, 10 a.m. Friday March 17, 2000

Members present: Don Simons, president; Joe Fox, vice president; Rich Keenan, vice president; Dennis Baker; Bob Lake; John Paulmann; Howard Recknor; Clarice Schmidt; Chauncey Wargin; Jerry Hammer. Absent: Lyle Steltz.

Also present: Steve Pooch; Karen Leach; Jim Sinclair; Marshall Jacobson; Brian Hudalla; Mary Goiffon; Chris Tahti; Mark Birk; Adam Heffron; Dennis Larson; Toni Hoffa; Kent Harbison.

President Simons called the meeting to order at 10 a.m.

The minutes of the Society's board and committee meetings conducted Jan. 16, 2000, were approved on a motion by Mr. Fox, seconded by Mr. Baker and carried (Aye-8; Nay-0).

On a motion by Mr. Recknor, seconded by Ms. Schmidt and carried, the Society's minutes in vacation and the administrative action taken during that time were approved (Aye-8; Nay-0).

Mr. Jacobson presented the Feb. 29 financial statement as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Jan. 31, 2000		\$199,119
Add: Cash Deposits	\$ 504,399	
Less: Payroll Ending Feb. 02	(145,250)	
Payroll Ending Feb. 16	(120,152)	
Cash Disbursements	(377,009)	(138,012)
Cash Balance-Feb. 29, 2000		\$61,107

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Jan. 31, 2000		\$1,200,082
Add: Interest Earned	\$4,459	
Securities Purchased		
Less: Securities Redeemed	(375,000)	(370,541)
Balance-Feb. 29, 2000		\$829,541

#### BUILDING FUND ACTIVITY:

Balance-Jan. 31, 2000		\$2,060,002
Add: Interest Earned	\$8,295	8,295
Securities Purchased		
Less: Securities Redeemed		
Balance-Feb. 29, 2000		\$2,068,297

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

	1999	2000
General Fund	\$70,824	\$61,107
Petty Cash	5,000	5,000
Marketable Securities	2,950,559	829,541
Building Fund	185,396	2,068,297
Total Cash Balances	\$3,211,779	\$2,963,945

After review and discussion, the financial statement was approved as presented on a motion by Mr. Paulmann, seconded by Mr. Keenan and carried (Aye-8; Nay-0).

Mr. Hammer presented an update on the State Fair's legislative initiative for the Minnesota State Legislature's 2000 session. The initiative focuses on modifying Chapter 37 - the society's enabling statute - to address statewide association memberships, alcohol restrictions at off-season special events and restrictions on the hiring of police officers; the initiative also would give the society the authority to create a foundation to assist with capital work. On a motion by Mr. Keenan, seconded by Mr. Baker and carried, the initiative was approved and staff was granted authority to proceed (Aye-8; Nay-0).

Mr. Jacobson offered a report on the progress of the Legislative Auditor's field audit of Society accounts for fiscal 1999. Information only; no action required.

Mr. Pooch updated the board on the status of the old Minnesota Department of Transportation's Central Shops buildings on the fairgrounds and their scheduled demolition tentatively set for April 3. Information only; no action required.

Mr. Tahti presented a list of attractions scheduled for the 2000 State Fair including performances set for the Grandstand and the free stages. Information only; no action required.

Ms. Leach reviewed the schedule of special days promotions for the upcoming fair. Information only; no action required.

A report on Beef Expo 2000, set for Oct. 20-22 at the Coliseum, was presented by Mr. Pooch. Included was a day-by-day schedule of events, roster of staff and commercial exhibit materials. Information only; no action required.

Mr. Heffron reviewed the schedule of off-season special events for 2000, followed by a presentation on the events booking process and financial background. Information only; no action required.

Mr. Birk presented preliminary design work for a new International Bazaar structure. Information only; no action required.

A report on a new design for Carnes Avenue boulevards and concession layout was presented by Mr. Sinclair. Information only; no action required.

Mr. Hudalla outlined the current status of moves in the State Legislature to modify the existing bleacher safety law, enacted in 1999. Information only; no action required.

The next meeting of the board was set for Friday June 9 at a time to be determined.

On a motion by Mr. Lake, seconded by Mr. Fox and carried, the meeting was adjourned at 11:30 a.m.

#### MINUTES IN VACATION, March 17 - June 8, 2000

##### March

17, 23 & 24 - The University of Minnesota utilized the Midway lot as a park-and-ride facility during state high school athletics tournaments conducted at the U's Minneapolis campus.

18 & 19 - The Minnesota Weapons Collectors Show, presented by the Minnesota Weapons Collectors Association, was held at the Coliseum.

21 - Grans, Hudalla, Pooch and Jacobson met with staff members of Metro Transit to discuss bus service for the 2000 fair.

22 - Vice President Fox and Hammer met with Malcolm McDonald of the Lee and Rose Warner Foundation to discuss cooperative programs. The Sherwin-Williams Pro Show for paint supply dealers was held at the Coliseum.

24-26 - The Super Golf Sale, presented by Blue Star Marketing, was conducted at the Coliseum.

##### April

1 & 2 - The Gopher State Timing Association presented their annual Rod & Custom Spectacular at the Coliseum.

3 - Sinclair and Birk met with representatives of Wells Fargo to discuss wireless credit card services for the 2000 fair.

6 - Sinclair, Pooch, Goodrich, Lindahl, McGough and Krieger met with representatives of Coca Cola to discuss potential Coliseum sponsorship.

6-9 - The Osman Temple Shrine Circus was held at the Coliseum.

10 - Sinclair and Heffron met with Creative Resources representatives to discuss their potential operation of the State Fair Store.

10-12 - The IAFE Zone 4 Spring Conference in Elkhart Lake, Wis., was attended by Hammer, Birk, Tahti, Gail Anderson, Melstrom, McGough, Pittelko, Pam Johnson, Grans and Hoffa along with board members Simons, Schmidt, Recknor, Baker, Steltz, Paulmann and Wargin.

13 - Executive Committee approved the March 31, 2000 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Feb. 29, 2000		\$ 61,107
Add: Cash Deposits	\$ 691,945	
Less: Payroll Ending Mar. 01	(160,027)	
Payroll Ending Mar. 15	(148,499)	
Payroll Ending Mar. 29	(139,650)	
Cash Disbursements	(254,224)	(10,455)
Cash Balance-Mar. 31, 2000		\$ 50,652

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Feb. 29, 2000		\$ 829,541
Add: Interest Earned	\$ 2,799	
Securities Purchased		
Less: Securities Redeemed	(465,000)	(462,201)
Balance-Mar. 31, 2000		\$ 367,340

#### BUILDING FUND ACTIVITY:

Balance-Feb. 29, 2000		\$2,068,297
Add: Interest Earned	\$ 9,099	9,099
Securities Purchased		
Less: Securities Redeemed		
Balance-Mar. 31, 2000		\$2,077,396

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

	1999	2000
General Fund	\$ 2,276	\$ 50,652
Petty Cash	3,000	5,000
Marketable Securities	2,086,248	367,340
Building Fund	186,153	2,077,396
Total Cash Balances	\$2,277,677	\$2,500,388

13-17 - Now Sports conducted their annual Fairgrounds Bike & Fitness Sale at the Education Building and Creative Activities Annex.

14 - Pooch and Goodrich met with Kent Thiesse to discuss the youth show component of the Beef Expo.

15 - Motorcycle races were presented in the Coliseum.

15 & 16 - The Antique Spectacular Show & Flea Market was presented by Prime Productions in the Grandstand, East Room, race track and infield. Boaters Outlet conducted a pontoon boat sale at the Merchandise Mart.

17 - Hammer, Jacobson and Kinnunen attended an exit conference with the staff of the legislative auditor's office.

18 - Full-time staff participated in an emergency first aid training session presented by the American Red Cross.

19 - Jill Morrison presented a computer training session for staff members.

21-23 - The Super Computer Show & Sale, presented by Blue Star Marketing, was held in the Education Building and Creative Activities Annex.

22 - Just Marketing conducted a Volkswagen test drive at the Grandstand parking lot.

24 - Pooch and Goodrich met with Dr. Alfredo DeCostanza of the University of Minnesota to discuss the educational component of the Beef Expo.

26 - Hammer met with Jan Morlock, the University of Minnesota's community relations director.

26 & 27 - The Minnesota Department of Natural Resources conducted a tree distribution program for the public at the Natural Resources Building.

27-May 1 - Hammer, Sinclair, Hudalla and Tahti attended the International Association of Fairs & Expositions spring management conference in Milwaukee, Wis.

27-30 - United Stores held a camping equipment sale at the Education Building, Creative Activities Annex and 4-H Building arcade.

28-30 - The Minnesota Horse Expo was presented by Minnesota Horse Exposition, Inc., at the Coliseum, Horse Barn, Judging Arena, Swine Barn, Cattle Barn and Sheep & Poultry Barn. Opening day activities included a ground-breaking ceremony for the new bathroom and shower complex at the Horse Barn.

30 - Jam Productions presented the Newsboys in concert in the Grandstand lot.

#### May

1 - The Minnesota FFA Cattle and Livestock Show was conducted at the Coliseum.

5-7 - The Sahara Sands Arabian Horse Show was held at the Coliseum, Horse Barn, and Judging Arena. The Country Folk Art & Craft Show, presented by Country Art Shows, Inc., was held in the lower Grandstand.

6 - The Twin City Model Railroad & Hobby Sale was presented at the Education Building. The Builder Supply Garage Sale was held at the Merchandise Mart.

7 - The Gopher State Buick Car Show & Swap Meet was held at the Grandstand infield and race track. Northland presented the Antique Toy, Doll & Advertising Show at the Progress Center.

8 - Sinclair met with Paul Morrissey of Capital Beverage Sales to discuss presentation of Anheuser-Busch's Bud World during the 2000 fair.

10 - Pooch and vegetable department superintendent Irv Skaar met with Mike Zins of the Master Gardeners to discuss a demonstration program by their group at the 2000 fair.

10-13 - Wood-Mizer presented a wood-milling equipment show and seminar at the Home Improvement Building.

11 - Staff attended a safety seminar at the Libby Conference Center, presented by the American Red Cross. Pooch attended a reception at the Governor's Residence where the formation of an urban agriculture charter school was announced.

11-13 - The St. Paul Association of Evangelicals conducted a garage sale at the Crossroads Chapel.

13 - The First Fifty Auto Club conducted their 30th Annual Spring Nationals auto show and swap meet at the Grandstand race track and infield.

15 - Executive Committee approved the April 30, 2000 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Mar. 31, 2000		\$ 50,652
Add: Cash Deposits	\$ 896,253	
Less: Payroll Ending Apr. 12	(168,135)	
Payroll Ending Apr. 26	(153,542)	
Cash Disbursements	(622,590)	(48,014)
Cash Balance-Apr. 30, 2000		\$ 2,638

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Mar. 31, 2000		\$ 367,340
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Add: Interest Earned	\$ 559	
Securities Purchased		
Less: Securities Redeemed	(360,000)	(359,441)
Balance-Apr. 30, 2000		\$ 7,899

#### BUILDING FUND ACTIVITY:

Balance-Mar. 31, 2000		\$2,077,396
Add: Interest Earned	\$ 5,662	
Securities Purchased		
Less: Securities Redeemed	(370,000)	(364,338)
Balance-Apr. 30, 2000		\$1,713,058

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

	1999	2000
General Fund	\$ 178,353	\$ 2,638
Petty Cash	3,000	5,000
Marketable Securities	1,638,374	7,899
Building Fund	186,839	1,713,058
Total Cash Balances	\$2,006,566	\$1,728,595

16 - Sinclair, Leach, Hoffa and Giannini met with representatives of the Minnesota High Technology Association to discuss the Wonders of Technology presentation at the 2000 fair.

17 - Sinclair, Leach, Tahti and Heffron met with representatives of the local stagehands union to discuss their role in non-fair events.

17-21 - YMCA of Greater St. Paul presented a Garage Sale at the Merchandise Mart.

19 - Pooch, Leach, Sinclair and Larson met with representatives of the Minnesota Alliance with Youth to discuss their involvement with the 2000 State Fair.

19 & 20 - Auto Dealers Fleet Services conducted a used car sale on the north parking lots. A convention of the St. Paul & Minneapolis Area Lutheran Church Synods was held at the Education Building, Arts Center, Progress Center and Baldwin Park.

23 - A comprehensive day-long training session for full-time staff, department superintendents and key fair-time staff was conducted at the Mall of America's Camp Snoopy.

25 - Hammer, Sinclair, Pooch and Jacobson met with representatives of Wells Fargo to discuss wire-less credit card technology for the 2000 fair. Sinclair, Hudalla, Melstrom and Larson met with representatives of TKDA to discuss plans for a new International Bazaar facility.

31 - Sinclair met with representatives of the Minnesota Propane Gas Association to discuss their 2000 fair exhibit. Sinclair met with Paul Morrissey of Capital Beverage Sales to review plans for the Anheuser-Busch Bud World exhibit at the 2000 fair.

#### June

2-4 - The Gem, Mineral, Fossil and Jewelry Show, presented by Great American Gem Show, was held in Empire Commons.

3 - Scout Fair 2000, presented by Indianhead Scouting/Boy Scouts of America, was conducted at the Education Building, 4-H Building, Progress Center, Bandshell, Campgrounds and blocks north of Dan Patch. Metro Transit conducted their Bus Driver & Mechanic Rodeo at the south Como parking lot.

4 - General Motors Car Club of America presented the GMCCA Car Show & Swap Meet at the Grandstand race track and infield.

5 - Hammer met with Malcolm McDonald of the Lee & Rose Warner Foundation to discuss potential projects with which the foundation might become involved.

#### Sales Committee Meeting

Libby Conference Center, State Fairgrounds, 9 a.m. Friday June 9, 2000

Members present: Joe Fox, chairman; Rich Keenan; Dennis Baker; Bob Lake; John Paulmann; Howard Recknor; Clarice Schmidt; Lyle Steltz; Chauncey Wargin; Don Simons, ex officio; Jerry Hammer, ex officio; Jim Sinclair, ex officio; Mark Birk, ex officio.

Also present: Marshall Jacobson; Brian Hudalla; Dennis Larson; Toni Hoffa; Kent Harbison.

The meeting was called to order by Chairman Fox at 9 a.m.

Mr. Birk proposed adjusting the ticket price for the Haunted House (K & M Recreation, Inc.) to \$3.50 per person, along with the issuance of two additional licenses for the 2000 State Fair under which the exposition would participate in revenues through a percentage formula. (A similar group of licenses was approved by the board at its January, 2000, business meeting.) On a motion by Mr. Steltz, seconded by Ms. Schmidt and carried, staff was given authority to adjust the Haunted House ticket price and issue two new licenses according to the following terms (Aye-8; Nay-0):

CONCESSIONAIRE	ATTRACTION	TICKET PRICE(S)	PERCENTAGE(S)
K & M Recreation, Inc.	Haunted House	\$3.50 (+.50)	27% of gross sales through \$100,000 and 30% of gross sales over \$100,000.
Ballyhoo Marketing	Great Days of the Circus	\$2.50	25% of gross revenue after \$50,000.
Experience Music Project	Electric Bus	\$5.00	20%

Mr. Sinclair presented a status report on bookings for the 2000 State Fair Mighty Midway and Kidway. Included were summaries of licenses for rides, shows, games of skill, food and merchandise concessions. Report only; no action necessary.

Mr. Sinclair brought forward a request by LeeRoy Johnson to sell his fruit concession structure and equipment, located on lot C of block 44 near the intersection of Underwood Street and Carnes Avenue. Staff recommended that the society exercise its authority to purchase the property and equipment at the appraised value of \$14,407 (\$12,000 for the structure and \$2,407 for the equipment). The recommendation was approved on a motion by Ms. Schmidt, seconded by Mr. Keenan and carried (Aye-8; Nay-0).

A request by Barbara Pearse to sell her Waffle Shop concession structure, located at lot N of block 36 on Carnes Avenue, was presented by Mr. Sinclair. Staff recommended that the society exercise its authority to purchase the structure at the appraised value of \$35,363 (\$26,000 for the structure and \$9,363 for the equipment). Staff recommendation was approved on a motion by Mr. Baker, seconded by Mr. Paulmann and carried (Aye-8; Nay-0).

On a motion by Mr. Steltz, seconded by Mr. Baker and carried, approval was granted for Gary Schmid to purchase the personal property of Beverly Acomb at its appraised value of \$72,302. The property, formerly known as the Old South Pancake House, consists of a permanent food and beverage structure (appraised at \$57,000) and restaurant equipment (appraised at \$15,302). The State Fair will serve as facilitator of the transaction (Aye-8; Nay-0).

A license was approved for Timothy Weiss to sell 3.2 beer at the Northwoods area (lots 1 and 2, block 19) during the 2000 fair on a motion by Mr. Keenan, seconded by Mr. Baker and carried (Aye-8; Nay-0).

On a motion by Ms. Schmidt, seconded by Mr. Paulmann and carried, the meeting was adjourned at 9:50 a.m.



**MEETING OF THE GOVERNING BOARD, Minnesota State Agricultural Society**  
Libby Conference Center, State Fairgrounds, 10 a.m. Friday June 9

Members present: Don Simons, president; Joe Fox, vice president; Rich Keenan, vice president; Dennis Baker; Bob Lake; John Paulmann; Howard Recknor; Clarice Schmidt; Lyle Steltz; Chauncey Wargin; Jerry Hammer, secretary.

Also present: Karen Leach; Steve Pooch; Jim Sinclair; Marshall Jacobson; Brian Hudalla; Mark Birk; Mary Mannion; Chris Tahti; Dennis Larson; Toni Hoffa; Kent Harbison.

The meeting was called to order by President Simons at 10 a.m.

The minutes of the March 17 board meeting were approved on a motion by Mr. Keenan, seconded by Mr. Fox and carried (Aye-9; Nay-0).

Society minutes in vacation covering administrative action March 17 through June 8, 2000, were approved on a motion by Mr. Baker, seconded by Mr. Keenan and carried (Aye-9; Nay-0).

Sales committee action conducted earlier in the day was approved on a motion by Mr. Steltz, seconded by Mr. Baker and carried (Aye-9; Nay-0).

The legislative auditors report for fiscal 1999 was reviewed. After discussion, the report was accepted on a motion by Mr. Recknor, seconded by Mr. Baker and carried (Aye-9; Nay-0).

Mr. Jacobson presented the May 31, 2000 financial statement as follows:

**GENERAL FUND ACTIVITY:**

Cash Balance-Apr. 30, 2000		\$ 2,638
Add: Cash Deposits	\$1,358,918	
Less: Payroll Ending May 10	(194,850)	
Payroll Ending May 24	(152,612)	
Cash Disbursements	(677,295)	
Cash Balance-May 31, 2000		\$ 336,799

**MARKETABLE SECURITIES ACTIVITY:**

Balance-Apr. 30, 2000		\$ 7,899
Add: Interest Earned	\$ 42	42
Securities Purchased		
Less: Securities Redeemed		
Balance-May 31, 2000		\$ 7,941

**BUILDING FUND ACTIVITY:**

Balance-Apr. 30, 2000		\$1,713,058
Add: Interest Earned	\$ 8,491	
Securities Purchased		
Less: Securities Redeemed	(140,000)	(131,509)
Balance-May 31, 2000		\$1,581,549

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

	1999	2000
General Fund	\$ 148,184	\$ 336,799
Petty Cash	3,000	5,000
Marketable Securities	1,643,988	7,941
Building Fund	187,479	1,581,549
Total Cash Balances	\$1,982,651	\$1,931,289

Following review, it was moved by Mr. Fox, seconded by Mr. Paulmann and carried that the statement be approved as presented (Aye-9; Nay-0).

Mr. Jacobson presented a report on the status of the Society's loan portfolio. After review and discussion, the report was approved on a motion by Mr. Steltz, seconded by Ms. Schmidt and carried (Aye-9; Nay-0).

**LOAN AMORTIZATION SCHEDULE**

	2000	2001	2002	2003	2004	2005
CAROUSEL PARK	18,093	0				
LAND (GLACIER)	23,397	7,397	0			
VISITOR PLAZA	257,266	210,143	158,855	103,034	42,272	0
	298,756	217,540	158,855	103,034	42,272	0

**LOAN PORTFOLIO**

- Origination Date, Principal Amount and Purpose: 4/7/95, \$1,100,00, Carousel Park

Term	Maturity	Rate or Margin	Current Rate	Payment Principal and Interest	Current Balance
5 years	7/30/00	7%	7.00%	\$21,838 Monthly	\$18,093

- Origination Date, Principal Amount and Purpose: 5/17/91, \$160,00, Land

Term	Maturity	Rate or Margin	Current Rate	Payment Principal and Interest	Current Balance
15 years	10/1/06	Prime - 1%	8.5%	\$5,599 Monthly	\$257,266

- Origination Date, Principal Amount and Purpose: 10/30/91, \$600,00, Visitors Plaza

Term	Maturity	Rate or Margin	Current Rate	Payment Principal and Interest	Current Balance
10 years	10/31/01	Prime	9.5%	\$8k Semi-Annual April/October (\$1,938 Monthly)	\$23,397

**Total - Principal Amount:** \$1,860,000

**Total - Payment Principal and Interest:** \$48,755 Monthly

**Current Total Balance:** \$298,756

**2000 STATE FAIR PERIOD PAYROLL**

Projected payroll schedules for the 2000 fair, prepared by department superintendents under budgetary guidelines and confirmed by appropriate senior staff, were presented by Mr. Jacobson. After discussion, the following schedules were approved on a motion by Mr. Lake, seconded by Mr. Fox and carried (Aye-9; Nay-0).

Department	1999 Projected	1999 Actual	2000 Projected
ADMISSIONS	142,630.50	147,693.80	145,765.50
AG-HORT CUSTODIAL	9,904.00	10,032.00	10,526.00
AGRI-LAND	1,092.00	1,337.00	2,044.80
BAZAAR	5,868.00	6,283.75	6,262.50
BEE AND HONEY	5,617.50	5,611.13	5,915.00
BEEF CATTLE	2,436.25	2,644.98	2,840.00
CAMP GROUNDS	28,989.00	33,701.40	34,674.50
CARE AND ASSISTANCE	1,916.25	1,819.19	1,825.00
CHRISTMAS TREES	3,410.00	3,766.75	4,001.25
COLISEUM	9,620.00	5,766.69	6,390.00
COMMERCIAL SPACE CHECKER	3,060.00	2,179.50	4,140.00
COMPETITION	594.00	594.00	627.00
CONCESSIONS AUDITOR	3,292.50	3,719.00	4,360.00
CREATIVE ACTIVITIES	44,627.50	42,294.40	45,862.50
CREATIVE ACTIVITIES ANNEX	4,204.50	4,659.80	5,090.00
CROSSROADS BUILDING	13,634.50	14,951.00	17,273.25
CUP WAREHOUSE	2,225.00	2,426.31	3,120.50
DAIRY CATTLE	3,399.00	3,066.63	3,292.50

DAIRY PRODUCTS	600.00	600.00	600.00
DOG TRIALS	539.00	640.75	660.00
EDUCATION	16,843.25	17,264.79	18,077.05
EMPIRE COMMONS	5,306.90	4,253.89	4,428.60
F.F.A.	13,411.25	14,119.25	14,262.50
FARM CROPS	10,975.00	7,547.97	9,880.00
FINANCE	6,045.00	6,137.69	6,320.00
FINE ARTS	17,082.00	19,332.25	20,580.00
FLOWERS	4,826.23	4,434.26	4,387.50
FORAGE	5,328.00	7,434.76	7,660.00
FREE ENTERTAINMENT	45,885.25	47,350.51	41,773.00
FRUIT AND WINE	5,835.00	6,090.60	6,437.25
GATE TICKET SALES	137,365.00	139,795.44	141,012.50
GOAT	2,010.00	1,782.01	2,147.50
GRANDSTAND ARTIST SALES	2,360.00	2,224.00	2,392.50
GRANDSTAND AUTO RACE	1,371.00	1,186.00	1,201.00
GRANDSTAND PRODUCTION	35,088.00	35,352.75	36,145.00
GRANDSTAND STAGE CREW	60,000.00	58,343.98	64,000.00
GUEST SERVICES	11,258.55	8,343.92	10,416.43
HERITAGE EXHIBITS	7,000.00	6,238.00	6,250.00
HERITAGE SQUARE	5,882.65	5,825.13	6,312.25
HOME IMPROVEMENT	2,261.00	2,319.13	2,397.50
HORSE	28,922.50	27,457.90	28,932.50
INFORMATION SERVICES	18,319.50	17,456.13	17,706.80
LLAMA	901.75	749.20	852.50
MACHINERY HILL	2,623.50	2,905.88	2,972.50
MARKETING	7,881.75	7,267.31	6,177.00
MASCOT	5,300.00	3,940.00	5,000.00
MEATS	3,135.00	2,730.00	2,830.00
MERCHANDISE MART	3,144.00	3,314.00	3,064.00
MIDWAY OPERATIONS	42,985.15	62,557.65	70,000.40
MIDWAY TICKET SALES	72,835.00	47,527.28	44,215.00
MILKING PARLOR	20,537.50	22,276.61	22,550.00
MODERN LIVING	2,305.60	2,253.10	2,506.50
NATURAL RESOURCES	936.00	945.75	1,008.00
OFFICERS COTTAGE	1,721.25	1,798.65	1,876.00
OPERATORS	7,448.50	7,501.26	7,953.00
PARK AND RIDE	71,051.10	68,392.58	72,350.50
PARKING	112,724.00	121,892.12	124,624.00
PERCENT CHECK IN OPERATOR	2,575.00	2,836.38	2,950.00
POULTRY	4,811.30	6,051.70	6,190.50
PUBLIC SAFETY	238,135.00	246,295.25	279,266.00
PUBLIC SAFETY-SUB STATION	96,240.00	103,078.98	109,654.75
SANITATION	161,037.50	150,346.04	179,920.00
SENIOR CITIZENS	5,566.25	5,646.13	6,430.00
SHEEP	2,987.50	3,105.01	3,105.00
STATE FAIR STORE	12,561.25	10,420.21	.00
SWINE	4,000.00	4,000.00	4,500.00
TICKET AUDIT	5,922.50	6,012.00	6,098.00
TICKET OFFICE COLISEUM	4,430.00	3,445.76	4,074.50
TICKET OFFICE GRANDSTAND	11,386.25	10,719.51	10,636.25
TICKET TAKERS	59,837.25	63,736.51	67,783.89
TRANSPORTATION	4,362.50	5,008.38	5,229.50
UTILITIES	9,646.00	9,458.00	9,867.00
VARIED INDUSTRIES	14,014.75	13,009.75	17,364.75
VEGETABLE	3,530.88	3,862.38	3,905.00
4-H REGULAR	44,863.99	52,067.14	53,007.50
4-H UNIVERSITY	74,297.50	72,532.29	74,130.00
<b>FINAL TOTALS</b>	<b>1,846,771.12</b>	<b>1,861,761.25</b>	<b>1,970,082.22</b>

Mr. Hammer submitted the following full-time staff job classifications and salary range schedule, last reviewed in January 1998:

**OPERATING CLASSIFICATION (Title: Assistant)**

Existing weekly salary range: \$310 to \$696  
Proposed weekly salary range: \$360 to \$716

**INTERMEDIATE & PROFESSIONAL CLASSIFICATION (Title: Supervisor)**

Existing weekly salary range: \$420 to \$818  
Proposed weekly salary range: \$440 to \$852

**MIDDLE MANAGEMENT CLASSIFICATION\* (Title: Coordinator)**

Existing weekly salary range: \$640 to \$1,184  
No change recommended

**EXECUTIVE CLASSIFICATION\* (Titles: Deputy Director, Director, Assistant Manager)**

Existing weekly salary range: \$850 to \$1,722  
No change recommended

\* Exempt from overtime

After discussion, it was moved by Mr. Baker, seconded by Mr. Wargin and carried to approve the proposed salary schedule and authorize the secretary to make staff salary adjustments within the ranges provided (Aye-9; Nay-0).

On a motion by Mr. Keenan, seconded by Mr. Recknor and carried, fair-period invitations were approved for the following functions: Minnesota Federation of County Fairs luncheon, Friday Aug. 25; Hall of Fame and Life Member luncheon, Sunday Aug. 27; Minnesota Livestock Breeders Association breakfast, Thursday Aug. 31; and media, mayors and business leaders picnic, Thursday Aug. 31 (Aye-9; Nay-0).

Staff was authorized to provide appropriate reimbursement for legitimate storage damage claims made for the 1999-2000 vehicle storage season on a motion by Mr. Fox, seconded by Mr. Keenan and carried (Aye-9; Nay-0).

The following contracts for Grandstand, free stage, Coliseum and other fair-period entertainment were presented by Mr. Tahti and reviewed:

CONTRACTOR	DATES	TERMS	VENUE
Audio Visions	8/24-9/4	\$24,000	Grandstand
Grandstand Sound			
Theatrical Media Services	8/24-9/3	\$23,400	Grandstand
Grandstand Lighting			
Free Style Productions	8/24-9/3	\$52,725	Grandstand
Grandstand Video			
Americana Fireworks	8/24-9/4	\$32,000	Grandstand
Display Company			
Warling Catering	8/24-9/4	\$7,000 plus \$6.75- \$7.75/hr. for support personnel	Grandstand
ASIA, Inc.	8/24-9/4	\$14.25/hour	Grandstand
Grandstand security			

PESO, Inc. Grandstand ushering	8/24-9/4	\$13.00/hour	Grandstand	Martin Zellar	9/3-9/4	\$15,000	Bandshell Tonight
ASL Interpreting Services	8/24-9/2	\$800/evening - Upon customer request	Grandstand	The New Riverside Ramblers	8/24-8/27	\$4,500	Bazaar
Def Lepp, Inc. f/s/o Def Leppard	8/24	\$125,000 plus 85% over \$175,000	Grandstand	Starstruck Productions f/s/o Roots Rock Society	8/24-8/27	\$7,000	Bazaar
REO Speedwagon, Inc. f/s/o REO Speedwagon	8/25	\$40,000 plus 37.5%	Grandstand	Bike 'n' Betty Productions f/s/o De'Anna Motivational Hypnotist	8/24-8/27	\$4,000	Bazaar
TMB Productions, LLC f/s/o Styx	8/25	\$40,000 plus 37.5% over \$130,000	Grandstand	Grupo Primera	8/28-8/31	\$5,000	Bazaar
The Clarks, Inc. f/s/o The Clark Family Experience	8/26	\$7,500	Grandstand	Puke & Snot	8/28-8/31	\$8,000	Bazaar
LeRonic Touring Corporation f/s/o LeAnn Rimes	8/26	\$125,000 plus 80% over \$182,500	Grandstand	Brainwaves	8/28-8/31	\$4,800	Bazaar
Tonic Sol Fa	8/27	\$3,500	Grandstand	The Vibro Champs	9/1-9/4	\$4,000	Bazaar
Ear Booker Enterprises f/s/o "Weird Al" Yankovic	8/27	\$40,000 plus 80% over \$93,500	Grandstand	Gaelic Storm	9/1-9/4	\$10,000	Bazaar
Three Wishes Productions, Inc. f/s/o Christina Aguilera	8/28	\$125,000 plus 75% over \$175,000	Grandstand	Brave New Workshop	9/1-9/4	\$4,000	Bazaar
Sawyer Brown, Inc. f/s/o Sawyer Brown	8/29	\$42,000 plus 75% over \$127,500 except for money from \$165,000 to \$170,000. (See below)	Grandstand	Sean Emery	8/24-9/4	\$9,000	Children's Theater
K.C. & the Sunshine Band, Inc. f/s/o K.C. & the Sunshine Band	8/29	\$35,000 plus 100% of money from \$165,000 to \$170,000.	Grandstand	Twin Cities Improv f/s/o Katie's Cabaret	8/24-8/29	\$3,600	Children's Theater
Tonic	8/30	\$15,000	Grandstand	James Wedgwood Pratt	8/24-8/29	\$4,500	Children's Theater
Sosome Touring, Inc. f/s/o Goo Goo Dolls	8/30	\$75,000 plus 85% over \$140,000	Grandstand	Andrew LaCasse f/s/o Kit & Kaboodle	8/24-8/29	\$3,300	Children's Theater
Roy Clark Productions, Inc. f/s/o Roy Clark	8/31	\$25,000 plus 40% over \$90,000	Grandstand	Jim Alberti Hobbs f/s/o The Alberti Flea Circus	8/30-9/4	\$4,500	Children's Theater
Glen Campbell Enterprises, Ltd. f/s/o Glen Campbell	8/31	\$25,000 plus 40% over \$90,000	Grandstand	Terry Davolt dba T. Texas Terry	8/30-9/4	\$4,500	Children's Theater
Yellow Rose Productions, Inc. f/s/o Bill Engvall	8/31	\$33,750 plus 20% over \$185,000	Grandstand	Paul Adams Productions f/s/o Professor Gizmo's Fun & Science Show	8/30-9/4	\$8,100	Children's Theater
Max Laffs, Inc. f/s/o Jeff Foxworthy	8/31	\$101,250 plus 55% over \$185,000	Grandstand	Sandi Pendergast f/s/o Jimi "Prime Time" Smith	8/24-8/25	\$2,000	The Garden
Semisonic Inc. f/s/o Semisonic	9/1	\$60,000 plus 60% over \$135,500	Grandstand	Quillan Roe f/s/o Accident Clearinghouse	8/26-8/27	\$1,400	The Garden
Train Music LLC f/s/o Train	9/1	\$25,000 plus 20% over \$135,500	Grandstand	Jeff Vee f/s/o The Vees	8/28-8/29	\$2,000	The Garden
Song & Dance Too, Inc. f/s/o Kansas	9/2	\$20,000	Grandstand	Ron Haddock f/s/o Ringer	8/30-8/31	\$2,000	The Garden
Outta the Hole Touring, Inc. f/s/o Lynyrd Skynyrd	9/2	\$100,000 plus 80% over \$170,000	Grandstand	Ric Hollister f/s/o Jack Knife & The Sharps	9/1-9/2	\$2,000	The Garden
American Speed Association	9/4	\$166,400	Grandstand	Cevin Creed f/s/o The Naked Cowboys	9/3-9/4	\$2,000	The Garden
Allied Audio Services Free Entertainment Sound & Lights	8/24-9/4	\$53,216.63 plus \$20/hour for Talent Show Auditions	Free Entertainment	Bruce Bradley	8/24-8/27	\$2,600	Heritage Square
Lamont Cranston	8/24-8/27	\$6,000	Baldwin Park	Barbary Coast Productions	8/24-8/27	\$4,800	Heritage Square
Hillbilly Voodoo Dolls	8/24-8/27	\$4,000	Baldwin Park	The Bullas	8/24-8/27	\$10,000	Heritage Square
Jane Miller Wiklander Janie Miller	8/24-8/27	\$6,000	Baldwin Park	Joni Harms	8/28-8/31	\$10,000	Heritage Square
Sabor Tropical	8/28-8/31	\$10,000	Baldwin Park	Cliff Brunzell	8/28-8/31	\$8,000	Heritage Square
Daryl Lipska f/s/o Lip Service	8/28-8/31	\$6,500	Baldwin Park	Kevin Morris	9/1-9/4	\$6,000	Heritage Square
The Fantastic Convertibles	8/28-8/31	\$4,400	Baldwin Park	Medicine Show Music Co. f/s/o The Medicine Show	9/1-9/4	\$5,000	Heritage Square
Four Shadow	9/1-9/4	\$5,000	Baldwin Park	George Maca f/s/o Six Fat Dutchmen	9/1-9/4	\$4,400	Heritage Square
Hot Head Sing Band f/s/o The HotHead Fiasco	9/1-9/4	\$6,000	Baldwin Park	Gopher State Garden Tractor	8/30	\$700	Garden Tractor Pull
Soul Tight Enterprises f/s/o Soul Tight Committee	9/1-9/4	\$6,000	Baldwin Park	Roger Abrahamson	8/24-9/4	\$2,000	Wood Turner
Minnesota State Fiddler's Association	9/3-9/4	\$3,175	Baldwin Park	Lumberjack Sports International f/s/o Ironjack Forest Sports Tour	8/24-9/4	\$20,000	North Woods
Haber Corp f/s/o Allecia Elliott	8/24-8/27	\$16,000	Bandshell	Gary Hain f/s/o The Traveling Fish Tank	8/24-9/4	\$11,700	North Woods
Charlie Robison	8/24-8/27	\$10,000	Bandshell	Tri-State Judging Association	8/24-9/3	\$3,905	Parade
Don Walser	8/24-8/27	\$12,000	Bandshell	James Busta f/s/o The Jim Busta Band	8/24-8/25	\$1,000	Ramberg
John Hiatt Productions f/s/o John Hiatt & The Goners	8/24-8/25	\$30,000	Bandshell Tonight	Jim Horazdovsky f/s/o The James Gang	8/24-8/25	\$598	Ramberg
John Anderson Inc. f/s/o John Anderson	8/26-8/27	\$25,000	Bandshell Tonight	Bob Bancroft f/s/o The Metor Men's Singers	8/24-8/25	\$500	Ramberg
The Fabulous Thunderbirds, Inc. f/s/o The Fabulous Thunderbirds	8/28-8/29	\$20,000	Bandshell Tonight	Dick Kimmel & Co.	8/26-8/27	\$1,100	Ramberg
Beth & April Stevens	8/28-8/31	\$12,000	Bandshell	Reuben Ristrom f/s/o Bourbon Street Boys	8/26-8/27	\$1,300	Ramberg
JK, Inc. f/s/o Jerry Kilgore	8/28-8/31	\$14,000	Bandshell	Susan Edwards f/s/o Tina & Lena	8/26-8/27	\$1,300	Ramberg
Michael Blue Productions, LLC f/s/o The Dweebs	8/28-8/31	\$7,000	Bandshell	Marv Nissel f/s/o Marv Nissel Band	8/28-8/29	\$1,100	Ramberg
Larry Harlow	8/30-8/31	\$30,000	Bandshell Tonight	Victor Tedesco f/s/o Vic Tedesco & The Traces	8/28-8/29	\$1,200	Ramberg
Mouthing Off Live f/s/o Cowboy Mouth	9/1-9/2	\$20,000	Bandshell Tonight	Bob Shaw f/s/o Pig's Eye Jass Band	8/28-8/29	\$1,050	Ramberg
William Golicki f/s/o Texas the Band	9/1-9/4	\$12,000	Bandshell	John Jordan	8/30-8/31	\$850	Ramberg
Keith Urban	9/1-9/4	\$14,000	Bandshell	Joseph Weismann f/s/o The Jaztronauts	8/30-8/31	\$1,000	Ramberg
Craig Morgan	9/1-9/4	\$14,000	Bandshell	Figs, Ltd. f/s/o The Mouldy Figs	8/30-8/31	\$1,200	Ramberg
				John Barrett f/s/o The Fairlanes	9/1-9/2	\$900	Ramberg
				Steve Benson	9/1-9/2	\$595	Ramberg
				Elderlearning Wireless Players			
				Anthony Balluff Fidgety Feet	9/1-9/2	\$960	Ramberg
				Karen Radford f/s/o Timbre Junction	9/3-9/4	\$500	Ramberg



John Wilkes f/s/o Swing Beat Big Band	9/3-9/4	\$1,000	Ramberg
Elk River German Band	9/3-9/4	\$750	Ramberg
Bill Robison	8/24-9/4	\$6,000	Roving Act
Bob Hill dba Hillbilly Bob	8/24-8/29	\$3,900	Roving Act
John Allgaier f/s/o BC Characters	8/30-9/4	\$5,700	Roving Act
Tom Chepokas f/s/o T.C. & Company	7/20-30 & 8/24-9/3	\$6,250 plus \$75 per 1/2 hour overtime. Plus \$56 per 2 hour audition and \$6 per 1/2 hour overtime.	Talent Contest

#### Competition Contracts

Sweeney Corporation	8/22-9/4	\$26,500	Veterinarian
W.J. Mackey	8/22-9/4	\$12,000	Veterinarian
Diane Olds Rossi f/s/o Wonderful World of Dancing Horses	8/24-9/4	\$25,000	Horse Show
Barnes PRCA Rodeo	8/30-9/1	\$31,725 \$9,000 plus admission reimbursement	Rodeo Prize Money
On The Farm Game Show	8/24-9/4	\$9,600 plus expenses	Agri-Land
Steve Hermann f/s/o Trailing the Farm	8/24-9/4	\$2,640	Agri-Land
Barn Tours	8/24-9/4	\$20,160 plus expenses	Barns
Steve Searles f/s/o The Minnesota Ayrshire Breeders	8/24-9/4	\$4,800	Cattle

After discussion, the contracts were approved on a motion by Mr. Keenan, seconded by Mr. Lake and carried (Aye-9; Nay-0).

Ms. Leach presented a report on the State Fair's sponsorship program for the 2000 fair as follows:

#### 2000 State Fair Sponsorship Program

##### Cash Sponsors

Attraction	Sponsor	Fee
Adventure Park	<i>Seeking New Sponsor</i>	
Auto Race (title sponsor)	Miller Brewing Co.	36,000
Auto Race (presenting sponsor)	Auto Value Parts Stores	20,000
Auto Race (presenting sponsor)	Jani-King International	20,000
Baldwin Park	Cal Spas	26,250
Bandshell	Grain Belt Premium (MN Brewing)	40,000
Barn Tours	Various Producers Associations	8,250
Bazaar Leinenkugel's	(Miller Brewing Co.)	25,000
Century Farms	Minnesota Farm Bureau Federation	1,500
Children's Theater	Target Guest Card	15,000
Coliseum	GM Mastercard	10,000
Daily Schedule	M.A. Gedney Co.	7,000
Herdsmen	Hi-Lex	825
Info Booths	Aerial Communications	10,000
Milk Run	American Dairy Association	3,000
North Woods	<i>Seeking New Sponsor</i>	
Pet Center	Ralston Purina	15,000
Rodeo	Dodge Trucks	2,120
Ramberg Stage	Blue Cross Blue Shield of Minnesota	10,000
Trams	Minnesota Propane Gas Association	5,000
Trams	Chippewa Water	5,000
<b>Total</b>		<b>\$259,945</b>

##### Non-Cash Sponsors

- **Care & Assistance**-Knox Lumber provides staff, materials and general assistance.
- **Milk Run**-WCCO Radio will provide promotion.

Print	Value
City Pages	6,000
Good Age	10,000

<b>Radio &amp; TV</b>	<b>450,000</b>
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##### Miscellaneous

Coca Cola/Wall of Speed Promotion	550,000
<b>TOTAL</b>	<b>1,275,945</b>

Information only; no action required.

On a motion by Ms. Schmidt, seconded by Mr. Keenan, business and staff memberships in the following organizations were approved (Aye-9; Nay-0):

Organization	Amount
Alpaca & Llama Show Association	\$50.00
American Dairy Goat Association	156.00
American Horse Shows Association - Competition Dues	600.00
American Horse Shows Association - Membership	40.00
American Miniature Horse Association	50.00
American Paint Horse Association	25.00
American Payroll Association	25.00
American Quarter Horse Association - Membership	20.00
Better Business Bureau of Minnesota	295.00
Canadian Association of Fairs & Expositions	350.00
Country Music Association	100.00
Executive Women International	247.00
Greater Minneapolis Chamber of Commerce	425.00
Greater Minneapolis Convention & Visitors Association	197.50
International Arabian Horse Association	200.00
International Association of Amusement Parks & Attractions	267.00
International Association of Assembly Managers	425.00
International Association of Fairs & Expositions	900.00
International Conference of Building Officials	85.00
International Entertainment Buyers Association	100.00
INTIX	195.00
Midway Chamber of Commerce	160.00
Mid-West Fairs Associations	250.00

Minnesota Agri-Growth Council	400.00
Minnesota Broadcasters Association	200.00
Minnesota Chapter, Natl Institute of Govt Purchasing	100.00
Minnesota Chiefs of Police Association	75.00
Minnesota Commercial Flower Growers Association	50.00
Minnesota Cultural Diversity Center	125.00
Minnesota Employees Recreation & Services Council	325.00
Minnesota Federation of County Fairs	75.00
Minnesota Festivals & Events Association	150.00
Minnesota Hunter & Jumper Association	100.00
Minnesota Ice Arena Managers Association	150.00
Minnesota Nurserymen Association	94.00
Minnesota Paint Horse Association	50.00
Minnesota Quarter Horse Association	40.00
Minnesota Safety Council	205.00
Minnesota Society of Association Executives	175.00
Minnesota State Horticultural Society	100.00
Minnesota Waste Wise	50.00
National Association of Amusement Ride Safety Officials	35.00
National Association of Purchasing Management-Twin Cities	225.00
National Independent Concessionaires Association	100.00
North American Livestock Show & Rodeo Managers Association	100.00
Outdoor Amusement Business Association	50.00
Public Relations Society of America	315.00
Rocky Mountain Association of Fairs	300.00
Roseville Lions	280.00
Roseville Rotary Club	380.00
Rotary Club of St. Paul	295.00
Society for Human Resource Management	235.00
St. Anthony Park Association	35.00
St. Paul Area Chamber of Commerce	680.00
St. Paul Convention & Visitors Bureau	480.00
St. Paul Festival & Heritage Foundation	150.00
St. Paul Human Resources Association	50.00
Suburban Area Chamber of Commerce	530.00
Tri-State Horseman's Association	55.00
Western Fairs Association	790.00
<b>Total</b>	<b>\$12,711.50</b>

Mr. Hammer reported on the status of the society's legislative initiative, authorized at the March 17, 2000 board meeting. A statutory amendment allowing the society to permit liquor service at selected non-fair events was passed as part of the state's omnibus liquor bill. The other three elements of the society's initiative, namely authority to create a foundation and amending peace officer and society membership requirements, will be pursued during the 2001 legislative session. Information only; no action required.

Mr. Hammer presented details of the availability of two pieces of property - both manufacturing and warehouse operations - adjacent to the State Fairgrounds on the south side of Como Avenue. Staff was instructed to make no offer for purchase of either facility in the range of the asking prices, but was given the authority to continue investigation of purchase if feasible on a motion by Mr. Baker, seconded by Mr. Steltz and carried (Aye-9; Nay-0).

Mr. Pooch offered a report on the progress of Beef Expo 2000, set for Oct. 19-22 at the fairgrounds. Information only; no action required.

Meeting adjourned at 11:30 a.m.

#### MINUTES IN VACATION - June 9 to July 20, 2000

##### June

9 - Sinclair, Larson and Jacobson met with representatives of Creative Resources to discuss their operation of the State Fair Store at the Visitors Plaza during the 2000 State Fair.

9-11 - The Minnesota Arabian Horse Association presented the Arabian Horse Show at the Coliseum, Horse Barn and Judging Arena.

10 - The Antique Spectacular and Flea Market, sponsored by Prime Promotions, was presented at the Grandstand, East Room and Race Track Infield.

11 - The Archdiocese of St. Paul and Minneapolis utilized the south Como parking lot as a park and ride lot to shuttle attendees to the "Taste of the Diocese" festival at Como Park.

12-15 - The 4-H Youth Leadership Extravaganza was conducted at the 4-H Building and at Baldwin Park.

13 - Staff members attended a presentation by Medtox titled "Confused About Drugs in the Workplace," sponsored by the Midway Chamber of Commerce and the Midway Job Service Employer Committee.

14 - Mannion, Hudalla and Cerney met with representatives from SmarteCarte Inc. to discuss storage locker operations.

16-18 - The Minnesota Street Rod Association's Back to the '50s auto show utilized the entire fairgrounds, six exhibit buildings and public parking areas.

20 - Pooch met with Mary Olson and Florian Lederman of the Minnesota Veterinary Medical Association to discuss plans for an animal birthing display at the 2001 State Fair.

21 - Mannion and Cerney met with Karl Dunivent from Knox Lumber Company to discuss a fair time I.D. bracelet program.

21-25 - The Tanbark Saddle Club's Cavalcade of Roses horse show was held at the Coliseum, Horse Barn and Judging Arena; U. S. Vice President Al Gore attended the show on the evening of the 21st.

26 - Pooch attended a preview tour of the Minnesota Zoo's farm exhibit. Huber and Johnson met with Ludlow Advertising to discuss an employee recruitment plan.

22 - July 1 - Rivertown Trading conducted a consumer sale at Empire Commons.

23 - Hammer, Leach, Sinclair, Pooch, Hudalla, Tahti and Fischler met with staff of TKDA to discuss initial plans for Grandstand renovation.

23-24 - The St. Paul Association of Evangelicals conducted a garage sale at the Crossroads Chapel.

24 - The Heart of the City Church Picnic was held at Baldwin Park.

27 - A breakfast meeting for Rebecca Yanish for U. S. Senate volunteers was held at the Progress Center.

28 - July 2 - The North Star Morgan Americana Horse Show, presented by the North Central Morgan Association, was held at the Coliseum, Horse Barn and Judging Arena.

##### July

1-2 - The Twin Cities Hmong Festival, conducted at St. Paul's McMurray Athletic Fields, utilized the fairgrounds' south Como lots as a park & ride facility.

5 - Sinclair and Juettner met with Eric Stoller of the Hamline-Midway Coalition to discuss State Fair support for decorative enhancements along Snelling Avenue between University Avenue and the fairgrounds.

7-8 - The Used Book Fair, conducted by the Midwest Book Hunters, was held at Empire Commons.

7-9 - The Car Craft Nationals Car Show was presented by e-map U.S.A. at the Grandstand, race track, infield and area north of Dan Patch Avenue.

10 - Sinclair, Larson and Jacobson met with representatives of Creative Resources to finalize plans for their operation of the State Fair Store during the 2000 exposition.

11 - Johnson attended a Job Service Employer Committee meeting.

11-13 - Cinemax SummerScreen Film Fest was presented on block 30.

12-14 - The Allied Fireside Conference was held at the Progress Center.

14 - Hammer attended the Ramsey County Fair in Maplewood, Minn.

14-16 - A computer show and sale, presented by Blue Star Marketing, was held at the Education Building.

15-16 - Prime Promotions' Antique Spectacular Show & Flea Market was held at the Grandstand, East Room, infield and race track.

18 - Leach, Sinclair and McGough met with Jake Leinenkugel and Bob Pacyga to discuss sponsorship opportunities for Leinenkugel and Miller Beer products at the International Bazaar.

#### Meeting of the Sales Committee, Minnesota State Agricultural Society

Libby Conference Center, State Fairgrounds, 10 a.m. Thursday July 20, 2000

Members present: Joe Fox, chairman; Rich Keenan; Dennis Baker; John Paulmann; Howard Recknor; Clarice Schmidt; Lyle Steltz; Chauncey Wargin; Don Simons, ex officio; Jerry Hammer, ex officio; Jim Sinclair, ex officio; Mark Birk, ex officio.

Also present: Karen Leach; Steve Pooch; Marshall Jacobson; Brian Hudalla; Mary Mannion; Chris Tahti; Dennis Larson; Toni Hoffa; Carol Doyle; Kent Harbison; Greg Huwe.

Absent: Bob Lake.

The meeting was called to order by Chairman Fox at 10 a.m.

Blake Hinton of A-One Pools & Spas appeared before the committee to request review of the sales division staff decision not to issue A-One Pools & Spas a license granting exhibit operation privileges at the 2000 State Fair. Staff decision, made in November 1999, was based on evidence indicating that A-One Pools & Spas had sub-let their space, in violation of State Fair rules, to other spa companies during past fairs.

Mr. Hinton was informed that a chronological summary of events and documentation leading to the staff decision, as well as all correspondence between State Fair staff and Mr. Hinton dating to 1998, were previously circulated to committee members. Following a period of questions and answers that included a staff report by Mr. Sinclair, it was moved by Mr. Keenan, seconded by Ms. Schmidt and carried that staff decision not to issue a concession license to A-One Pools & Spas for the 2000 State Fair be upheld (Aye-7; Nay-0).

On a motion by Mr. Paulmann, seconded by Mr. Steltz and carried, staff was given authority to issue a percentage attraction license for the 2000 State Fair as indicated below (Aye-7; Nay-0):

Concessionaire	Attraction	Ticket price	Percentage
Fun Adventures, Inc.	Skyscraper	\$25 per rider	20%

On a motion by Mr. Paulmann, seconded by Mr. Baker and carried, the meeting was adjourned at 10:30 a.m.

#### MEETING OF THE GOVERNING BOARD, Minnesota State Agricultural Society

Libby Conference Center, State Fairgrounds, Thursday, July 20, 2000

Members present: Don Simons, president; Joe Fox, vice president; Rick Keenan, vice president; Dennis Baker; John Paulmann; Howard Recknor; Clarice Schmidt; Lyle Steltz; Chauncey Wargin; Jerry Hammer, secretary.

Also present: Karen Leach; Steve Pooch; Jim Sinclair; Marshall Jacobson; Brian Hudalla; Mark Birk; Mary Mannion; Chris Tahti; Dennis Larson; Toni Hoffa; Gail Anderson; Adam Heffron; Brigid McGough; Kent Harbison; Greg Huwe.

Absent: Bob Lake.

The meeting was called to order by President Simons at 10:40 a.m.

The minutes of the June 9 board meeting were approved on a motion by Mr. Keenan, seconded by Mr. Fox and carried (Aye-8; Nay-0).

Society minutes in vacation covering administrative action June 9 through July 19, 2000, were approved on a motion by Mr. Fox, seconded by Mr. Recknor and carried (Aye-8; Nay-0).

Sales committee action conducted earlier in the day was approved on a motion by Mr. Steltz, seconded by Mr. Wargin and carried (Aye-8; Nay-0).

Mr. Jacobson presented the June 30, 2000 financial statement as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-May 31,2000		\$ 336,799
Add: Cash Deposits	\$1,626,201	
Less: Payroll Ending June 7	(185,006)	
Payroll Ending June 21	(193,227)	
Cash Disbursements	(1,563,846)	(315,878)
Cash Balance-June 30, 2000		\$ 20,921

#### MARKETABLE SECURITIES ACTIVITY:

Balance-May 31, 2000		\$ 7,941
Add: Interest Earned		
Securities Purchased		
Less: Securities Redeemed		
Balance-June 30, 2000		\$7,941

#### BUILDING FUND ACTIVITY:

Balance-May 31,2000		\$1,581,549
Add: Interest Earned		
Securities Purchased		
Less: Securities Redeemed	(1,010,000)	(1,010,000)
Balance-June 30, 2000		\$571,549

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

	1999	2000
General Fund	\$787,987	\$ 20,921
Petty Cash	3,200	5,200
Marketable Securities	1,066,298	7,941
Building Fund	187,754	571,549
Total Cash Balances	\$2,045,239	\$605,611

Following review, it was moved by Ms. Schmidt, seconded by Mr. Steltz and carried that the statement be approved as presented (Aye-8; Nay-0).

Mr. Hammer and Mr. Hudalla offered a report on the status of the former Youth Camp structure and timetable for demolition prior to the 2000 State Fair. Information only; no action required.

Ms. Anderson presented a report on box office operations and ticket sales to date for the 2000 State Fair. Information only; no action required.

Ms. Leach provided background on the 2000 State Fair marketing campaign including advertising and media plans. Information only; no action required.

Ms. McGough offered information on the State Fair's sponsorship program for the upcoming exposition. Information only; no action required.

Mr. Heffron offered a review of the non-fair special events held to date in 2000. Information only; no action required.

Mr. Birk and Mr. Larson presented a report on new food concessions, new attractions and commercial exhibits licensed for the upcoming fair. Information only; no action required.

Mr. Pooch provided information on the 2000 State Fair's competitive programs and the upcoming Beef Expo, scheduled for October. Information only; no action required.

The meeting was adjourned at 11:50 a.m. on a motion by Mr. Keenan, seconded by Mr. Baker and carried (Aye-8; Nay-0).

#### MINUTES IN VACATION, July 20 through Aug. 23, 2000

##### July

20 - Auditions for the 2000 State Fair Amateur Talent Contest began at the Bandshell and continued through July 30; more than 500 acts registered for the tryouts. Johnson participated in a job fair at the Boys & Girls Club of the Twin Cities East Side in St. Paul.

21 - Staff met with Dean Johnson of TKDA to examine preliminary designs for a new Bazaar structure.

23 - The Archdiocese of St. Paul and Minneapolis conducted a 150th anniversary celebration at the Grandstand. Giannini gave a presentation at Christ the King Lutheran Church in New Brighton.

##### August

2 - Johnson, Huber and Mannion met with Ludlow Advertising regarding employee recruiting. Several staff members met with City of St. Paul representatives regarding storm sewer assessment charges.

3 - Sinclair and Juettner met with Bruce Olson of Northland Buildings to discuss the Bazaar structure.

4 - Grans, Hudalla, Pooch, Elmer and Dick Anderson met with representatives of Metro Transit to finalize transportation arrangements for the 2000 State Fair.

8 - A pre-fair meeting of all State Fair full-time staff was conducted at the Libby Conference Center. Sinclair and Birk met with John Morrison of the Experience Music Project to review logistics of EMP's Electric Bus presentation at the 2000 State Fair. Giannini gave a presentation to the Minneapolis South Rotary Club.

9 - An orientation session for Knox Care & Assistance Center volunteers was conducted at the Center.

10 - Mr. Jacobson presented the July 31, 2000 financial statement as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-June 30, 2000		\$ 20,921
Add: Cash Deposits	\$1,715,538	
Less: Payroll Ending July 5	(285,282)	
Payroll Ending July 19	(196,851)	
Cash Disbursements	(631,614)	601,791
Cash Balance-July 31, 2000		\$ 622,712

#### MARKETABLE SECURITIES ACTIVITY:

Balance-June 30, 2000		\$ 7,941
Add: Interest Earned	92	92
Securities Purchased		
Less: Securities Redeemed		
Balance-July 31, 2000		\$ 8,033

#### BUILDING FUND ACTIVITY:

Balance-June 30, 2000		\$ 571,549
Add: Interest Earned	11,321	11,321
Securities Purchased		
Less: Securities Redeemed		
Balance-July 31, 2000		\$ 572,870

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

	1999	2000
General Fund	\$ 554,875	\$ 622,712
Petty Cash	10,525	11,131
Marketable Securities	992,845	8,033
Building Fund	188,893	582,870
Total Cash Balances	\$1,747,138	\$1,224,746

11 - Giannini gave a presentation at the RosePointe senior center in Roseville.

14 - Set-up of the Mighty Midway and Kidway began. Sinclair and Juettner met with representatives of Lester Buildings, Wick Buildings and Morton Buildings to discuss the Bazaar structure.

16 - The State Fair Campgrounds opened. An orientation session was conducted for American Sign Language interpreters.

17 - Pooch, Hudalla, Fischler and Dean Johnson of TKDA met with the State Fire Marshal to review building and safety programs. Grans and Hammer attended an orientation session for employee shuttle bus drivers.

18 - Hammer visited the Steele County Free Fair in Owatonna.

19 - An orientation session was conducted for employees serving in information booths and the guest services department.

21 - A preview of the Minnesota High Technology Association's Wonders of Technology exhibit was presented in the Progress Center.

22 - A special artists' preview of the 1999 State Fair Fine Arts Exhibition was conducted at the Arts Center.

23 - A preview of the University of Minnesota's State Fair exhibit was held at the Crossroads. The Minnesota 4-H Foundation conducted a donor appreciation event at the 4-H Building. The Princess Kay of the Milky Way coronation, sponsored by the American Dairy Association of Minnesota, was conducted at the Bandshell. Preliminary horse show events were presented at the Coliseum. Employee parking and shuttle services began, and the Como Avenue camper parking lot opened.

24 - The 2000 Minnesota State Fair opened to the public at 6 a.m. The official opening ceremony, conducted by President Simons, was held at 10:45 a.m. at the Bandshell.

#### MEETING OF THE GOVERNING BOARD, Minnesota State Agricultural Society

Officers Quarters, State Fairgrounds, 4:30 p.m. Wednesday Aug. 23, 2000

Members present: Don Simons, president; Joe Fox, vice president; Rich Keenan, vice president; Dennis Baker; Bob Lake; John Paulmann; Howard Recknor; Clarice Schmidt; Lyle Steltz; Chauncey Wargin; Jerry Hammer, secretary.

The meeting was called to order by President Simons at 4:32 p.m.

Mr. Hammer provided background on the proposed addition of Minnesota State Agricultural Society Rule 1.22 Background Investigations.

Mr. Keenan moved and Mr. Recknor seconded that the meeting be classified as an emergency session (Aye-9; Nay-0).

After discussion, it was moved by Mr. Baker, seconded by Mr. Fox and carried that the following be adopted (Aye-9; Nay-0):

Be it resolved that pursuant to Minn. Stat. 37.16, the Board of the Minnesota State Agricultural Society hereby adopts a new Rule to be included in the Rules of the Society governing the State Fair as Rule 1.22 and reading as follows:

## 1.22 Background Investigations

The State Fair Police Department shall conduct criminal history/background investigations on prospective employees and applicants for employment by the Fair in positions that involve dealing with vulnerable adults and/or children, police officers, security staff, care and assistance staff and volunteers, courtesy runners/transportation workers, employee lot attendants, full-time staff, those who indicate on an employment application that they have been convicted of a crime and similar positions for which the Chief of the State Fair Police determines such investigations are appropriate. Applicants for these positions shall provide such information as the Chief deems necessary to complete the investigation. No such investigation shall be conducted using the state Criminal Justice Data Communication Network (CJDN) and no information obtained from the CJDN shall be disseminated unless the applicant presents an Informed Consent/Waiver form meeting the requirements of Minn. Stat. 13.05, subd. 4(d).

The meeting was adjourned at 4:38 p.m. on a motion by Mr. Lake, seconded by Mr. Paulmann and carried (Aye-9; Nay-0).

## MEETING OF THE GOVERNING BOARD, Minnesota State Agricultural Society Officers Quarters, State Fairgrounds, 10 a.m. Friday Aug. 25, 2000

Members present: Don Simons, president; Joe Fox, vice president; Rich Keenan, vice president; Dennis Baker; Bob Lake; John Paulmann; Howard Recknor; Clarice Schmidt; Lyle Steltz; Chauncey Wargin; Jerry Hammer, secretary.

Also present: Kent Harbison.

President Simons called the meeting to order at 10 a.m.

The minutes of the July 20 and Aug. 23 board and sales committee meetings were approved on a motion by Mr. Fox, seconded by Mr. Steltz and carried (Aye-9; Nay-0).

Society minutes in vacation covering the period July 20 through Aug. 24, and the administrative action taken during that time, were approved on a motion by Mr. Baker, seconded by Mr. Paulmann, and carried (Aye-9; Nay-0).

Mr. Hammer presented the July 31, 2000, financial statement as follows:

### GENERAL FUND ACTIVITY:

Cash Balance-June 30, 2000		\$ 20,921
Add: Cash Deposits	\$1,715,538	
Less: Payroll Ending July 5	(285,282)	
Payroll Ending July 19	(196,851)	
Cash Disbursements	(631,614)	601,791
Cash Balance-July 31, 2000		\$ 622,712

### MARKETABLE SECURITIES ACTIVITY:

Balance-June 30, 2000		\$ 7,941
Add: Interest Earned	92	92
Securities Purchased		
Less: Securities Redeemed		
Balance-July 31, 2000		\$ 8,033

### BUILDING FUND ACTIVITY:

Balance-June 30, 2000		\$ 571,549
Add: Interest Earned	11,321	11,321
Securities Purchased		
Less: Securities Redeemed		
Balance-July 31, 2000		\$ 582,870

### CASH BALANCES FOR MONTH ENDING JULY 31:

	1999	2000
General Fund	\$ 554,875	\$ 622,712
Petty Cash	10,525	11,131
Marketable Securities	992,845	8,033
Building Fund	188,893	582,870
Total Cash Balances	\$1,747,138	\$1,224,746

After review, it was moved by Mr. Keenan, seconded by Ms. Schmidt and carried that the financial statement of July 31, 2000, be approved (Aye-9; Nay-0).

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

A list of entertainment contracts, not available for consideration at the June 2 and July 20 board meetings, was submitted by secretary. The following contracts were approved on a motion by Mr. Baker, seconded by Mr. Recknor and carried (Aye-9; Nay-0).

CONTRACTOR	DATES	TERMS	VENUE
Jack Albinston	9/4	\$200	Auto Race
Headliner Talent Marketing	9/4	\$1,000	Auto Race
f/s/o Hot Rod Chevy			
RW Motorsports	9/4	\$15,000	Auto Race
f/s/o Kenny Wallace			
Allison Moorer	8/24-27	\$20,000	Bandshell
David Mariette	8/24-29	\$1,000	Blacksmith
Tom Latane	8/30-9/4	\$1,000	Blacksmith
Travis Tritt, Inc.	8/26	\$65,000 plus	Grandstand
f/s/o Travis Tritt		70% over \$160,000	
It's All About Attitude, LLC	8/26	\$35,000	Grandstand
f/s/o Montgomery Gentry			
Collapsis	9/1	\$500	Grandstand
Appalseed Production	8/31	\$8,000	Heritage Square
f/s/o John McCutcheon			
John & Mary Block	8/24-9/4	\$4,200	Log Cabin
Rick Recker	8/27	\$305	Milk Run
Dick Hansen	8/24-9/4	\$10,000	North Woods
f/s/o Virtual Reality Fishing			
Steve Bauer	8/24-9/4	\$2,400	Old Iron
Minnesota Valley Antique	8/24-27	\$1,500	Old Iron
Power Association			
Richard Ott	8/28-31	\$100	Old Iron
Norm Volers	8/28-31	\$200	Old Iron
Derold McDonough	9/1-4	\$200	Old Iron
Dee Scott	9/1-4	\$100	Old Iron
Ken Scott	9/1-4	\$100	Old Iron

Keith Scott	9/1-4	\$100	Old Iron
James Birk	8/28-9/4	\$800	Old Iron
Peter Nohner	8/28-31	\$200	Old Iron
John & Mary Block	8/24-9/4	\$3,400	Parade
Top Chops Brassline	9/4	\$800	Parade
Twin Cities Metro Pipe	9/2-4	\$1,500	Parade
Chopstix	9/4	\$800	Parade
Brian Boru Irish Pipe Band	8/26	\$750	Parade
Tuxedo Team	8/24-9/4	\$1,600	Parade
University of Minnesota	8/27	\$1,000	Parade
Marching Band			
Dallas Schendel	8/24-9/4	\$1,200	Parade
Sky High Guys	8/30-31	\$750	Parade
Joe Juranitch	8/28	\$350	Parade
f/s/o Ragnar			
Grantsburg Polka Band	9/3	\$200	Parade
Pig's Eye Jass Band	8/29	\$450	Parade
Minnesota Veterinary	8/24-9/4	\$6,000	Pet Center
Medical Association			
Minnesota Purebred Dog	8/24-9/4	\$5,500	Pet Center
Dog Breeders Association			
Erin Callahan	8/24-9/3	\$450	Talent Contest
Holly Stiles	9/3	\$50	Talent Contest
Jillian Marie LeVasseur	9/3	\$50	Talent Contest
Competition Contracts			
Nowthen Historical Power	8/24-9/4	\$1,200	Agri-Land
Association			
Delete: LeAnn Rimes			
Clark Family Experience			
Alecia Elliott			

Hammer offered a report on the State Fair's 2000 sponsorship and promotional partnerships program. Included are cash sponsorships of \$443,000 and another \$1 million in in-kind promotions, goods and services with a variety of corporate, retail and media partners. Information only; no action required.

Hammer presented the list of recipients of the 2000 Ben C. Hallberg Rural Youth Scholarships. Award winners are Marisa Arens, Fulda; Elsa Arnold, Caledonia; Justin Davis, Glenville; Nathan Diers, Waverly; Amy Gieske, Sauk Centre; Jeremiah Grass, Owatonna; Ryan Griffin, Rochester; Dana Hesser; Amanda Hoopman, Vermillion; Jeffrey Nelson, Albert Lea; Kelli Olson, Detroit Lakes; Cindy Piehl, North Branch; Kristie Ploehn, Alpha; Teresa Resch, Lakefield; Robert Schaller, Maynard; Kristal Schaeffer, Grand Meadow; Timothy Schroeder, Courtland; Patrick Skiba, North Branch; Timothy Tigges, New York Mills; Rhonda Wulf, Hancock. After review, the list of scholarship winners was approved on a motion by Mr. Baker, seconded by Mr. Fox and carried (Aye-9; Nay-0).

The meeting was adjourned on a motion by Mr. Steltz, seconded by Ms. Schmidt and carried (Aye-9; Nay-0).

### LIFE MEMBER ADVISORY COMMITTEE MEETING

Administration Building, State Fairgrounds, 1:30 p.m. Sunday Aug. 27, 2000

Members present: Vern Prokosch; Howard Morris; Willis Lilliquist; Harveydale Maruska; Leo Keskinen; Dick Reinhardt; Sulo Ojakangas; Jerry Franke; Eileen Roehke; Evelyn Hagen; Bill Korff; Jerry Hammer, ex officio.

Also present: State Fair Hall of Famer Mike Heffron.

After discussion, it was moved by Mr. Lilliquist, seconded by Mr. Reinhardt and carried that retired long-time operations director Ken Wenzel be nominated to honorary life membership in the Society (Aye-10; Nay-0).

On a motion by Mr. Franke, seconded by Mr. Ojakangas and carried (Aye-10; Nay-0), the meeting was adjourned at 1 p.m.

### MEETING OF THE GOVERNING BOARD, Minnesota State Agricultural Society

Officers Quarters, State Fairgrounds, 10 a.m. Sunday Sept. 3, 2000

Members present: Don Simons, president; Joe Fox, vice president; Richard Keenan, vice president; Clarice Schmidt; John Paulmann; Lyle Steltz; Dennis Baker; Bob Lake; Chauncey Wargin; Howard Recknor; Jerry Hammer, secretary.

Meeting was called to order at 10 a.m. by Mr. Simons.

The minutes of the Aug. 25, 2000, board meeting were approved on a motion by Mr. Fox, seconded by Mr. Keenan and carried (Aye-9; Nay-0).

The report and recommendations of the Life Member Advisory Committee filed with the secretary on Aug. 27, 2000, were discussed. On a motion by Ms. Schmidt, seconded by Mr. Paulmann and carried, the committee's report was accepted, and as a result, the name of Ken Wenzel will be submitted to the Society's 2001 annual meeting as the nominee for honorary life membership in the society (Aye-9; Nay-0).

The board authorized an annual contribution of \$ 2,000 to the State Fair employee's club to provide partial funding for employee club functions and coffee (or other beverages) used by employees and visitors during normal office hours on a motion by Mr. Keenan, seconded by Mr. Steltz and carried.

On a motion by Mr. Keenan, seconded by Mr. Lake and carried, a change in ticket price from \$5 to \$3 was approved, retroactive to Sept. 1, on a motion by Mr. Keenan, seconded by Mr. Lake and carried (Aye-9; Nay-0).

It was moved by Mr. Baker, seconded by Mr. Lake and carried, that members of the board and certain staff members designated by the secretary be authorized to attend the International Association of Fairs & Expositions international convention Nov. 26 - 30 in Las Vegas, Nev. (Aye-9; Nay-0).

Upon a motion by Mr. Recknor, seconded by Mr. Keenan and carried, the dates for the 2001 State Fair were set for Thursday Aug. 23 through Labor Day, Monday, Sept. 3 (Aye-9; Nay-0).

An agenda date of Thursday Nov. 9 was tentatively set for the next meeting of the board.

Secretary offered brief reports on the status of commercial space issues, a re-cap of 2000 Grandstand concerts and a review of operational functions. Information only; no action required.

Ms. Schmidt introduced and Mr. Lake seconded a motion to extend the board's thanks and appreciation to the State Fair staff, and to all who contributed to the success of the 2000 Great Minnesota Get-Together (Aye - 9; Nay - 0).

Mr. Simons declared the meeting adjourned at 11 a.m.



# **MINUTES IN VACATION, Aug. 24 through Nov. 8, 2000**

## **August**

Visitors to the 2000 Minnesota State Fair included Skip Wagner of the State Fair of Oklahoma in Oklahoma City; Frank Franich and Carl Hogan of the Western Washington Fair in Puyallup; a delegation from the Georgia National Fair in Perry; Gene Cassidy of the Eastern States Exposition in Springfield, Mass.; Errol McKoy, David Nixon and several directors of the board from the State Fair of Texas in Dallas; and Mindy Patterson of the Tulsa State Fair, Tulsa Okla.

25 - The Minnesota Federation of County Fairs board conducted a meeting at the Administration Building conference room; following the meeting, the federation board was hosted to a noon luncheon by the society's board of managers at the Officers Cottage.

27 - State Fair Hall of Famers and Honorary Life Members of the Society attended a luncheon at the Libby Conference Center, followed by a tour of the fairgrounds. After the tour, a meeting of the Life Member Advisory Committee was conducted at the Administration Building.

28 - Eight long-time participants in the State Fair were recognized at the 50 Year Award ceremony, emceed by board member Lake at Heritage Square; recipients included staff members Marty Rossini, John Derham, Ralph Kunert, Jim Murray and Charles Studiner, Jr. As part of Academic Excellence Day, a statewide group of more than 5,000 grade school and high school students were honored for scholastic achievement by the Minnesota Academic Excellence Foundation. Hammer, Sinclair, Heffron and members of the board attended a Roseville Rotary Club lunch meeting, hosted by the State Fair in the Grandstand infield.

31 - The Minnesota Livestock Breeders Association board attended a breakfast meeting with the society board and staff to discuss State Fair livestock programs. Later that day, a statewide group of seniors were recognized at a ceremony for Outstanding Senior Citizens, conducted at the Bandshell.

## **September**

3 - Eighteen State Fair employees were recognized for outstanding performance at a special ceremony conducted in the Grandstand. Five members of this group (Jacquie Bergman, gate ticket sales; Jake Bozony, Modern Living Building; Rex Ingram, milking parlor; Marie Jensen, telephones; and Bill Skar, sanitation) were presented with One Goal Plus awards for consistently providing excellent customer service.

4 - The 2000 Minnesota State Fair ended at 9 p.m. with an aerial fireworks show. A total of 1,682,650 people attended the exposition - the third-highest attendance total in State Fair history.

6 - Mannion and Huber attended an insurance training program sponsored by the State Department of Employee Relations.

7 - Hammer met with Chuck Meikle of the North Dakota State Fair board.

8 - Sinclair and Birk met with Roger Pauley, attorney for Arrow Enterprises Inc., to discuss processes and procedures related to the possible sale of the Sky Ride.

12 - Johnson attended a meeting of the state's Job Security Employers Committee.

14-17 - The Fall Arabian Horse Show was presented in the Coliseum and livestock area

16 - Cemstone conducted a truck rodeo on the south Como parking lot.

18 - Cerney, Johnson, Mannion and Huber attended a training program sponsored by the St. Paul Convention and Visitors Bureau. Sinclair met with representatives of Auction Masters to discuss an auction of surplus State Fair equipment. Sinclair, Jacobson and Larson met with representatives of Creative Resources to review their operation of the State Fair Store during the 2000 exposition.

20 - The State Fair's Access Advisory Committee and members of the staff met to review the 2000 fair and related accessibility issues. NAPA Auto Parts presented a show for their local dealers at the Progress Center. Mr. Jacobson presented the August 31, 2000 financial statement as follows:

## **GENERAL FUND ACTIVITY:**

Cash Balance-July 31, 2000		\$ 622,712
Add: Cash Deposits	\$10,378,210	
Less: Payroll Ending Aug. 2	(243,951)	
Payroll Ending Aug. 16	(236,178)	
Payroll Ending Aug. 30	(348,300)	
Cash Disbursements	(4,184,930)	5,364,851
Cash Balance-Aug. 31, 2000		\$5,987,563

## **MARKETABLE SECURITIES ACTIVITY:**

Balance-July 31, 2000		\$ 8,033
Add: Interest Earned	\$ 42	42
Securities Purchased		
Less: Securities Redeemed		
Balance-Aug. 31, 2000		\$ 8,075

## **BUILDING FUND ACTIVITY:**

Balance-July 31, 2000		\$ 582,870
Add: Interest Earned	\$ 3,049	3,049
Securities Purchased		
Less: Securities Redeemed		
Balance-Aug. 31, 2000		\$ 585,919

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

	1999	2000
General Fund	\$5,653,510	\$5,987,563
Petty Cash	10,525	11,731
Marketable Securities	996,543	8,075
Building Fund	189,596	585,919
Total Cash Balances	\$6,850,174	\$6,593,288

21 - Senior staff met with a group representing communities of color regarding State Fair marketing, employment opportunities and participation. Siegel and Huber attended a program on employee benefits sponsored by the State Department of Employee Relations.

22 & 23 - SCCU Used Car Sale, sponsored by Auto Dealers Fleet Services, was held on the north parking lots.

22-24 - Country Folk Art Shows Inc. presented an arts and crafts show at the Progress Center.

22-25 - Western Saddle Clubs Horse Show was presented at the Coliseum and livestock facilities.

23 - The Special Olympics State Cycling Meet was held at the Grandstand race track.

25 - Jacobson, Sinclair and Heffron met with representatives of Wells Fargo Merchant Card Services to discuss credit card operations at Midway and Kidway ticket booths.

27 - The 2000 Metro Children's Water Festival, presented by the Washington County Department of Public Health and Environment, was conducted at the 4-H Building, Baldwin Park, Agri-Land and portions of Machinery Hill.

28-29 - Birk and Larson visited the Eastern States Exposition in Springfield, Mass.

28-Oct. 1 - The Minnesota State 4-H Horse Show was held at the Coliseum and livestock complex.

30-Oct. 1 - The Minnesota Arts Council presented the Fiber Metal Art Show at the Fine Arts Center. A Swapmeet and Antique Auto Show, conducted by Capital City Chapter A.A.C.A., was held at the Grandstand race track and infield.

30 - The Twin Cities Model Railroad Club presented a model railroad show at the Education Building. The Junior League of St. Paul held a garage sale at Empire Commons. St. Paul neighborhood Districts 10 and 12 conducted a neighborhood clean-up on the north parking lots.

## **October**

3 - Sinclair and Birk met with representatives of Shenehon Company to discuss an appraisal of the Sky Ride on behalf of the owners.

2 & 3 - Huber attended the state Society for Human Resource Management conference, held in St. Cloud.

3 & 4 - Praxair conducted a customer show and product seminar at Agri-Land.

3-9 - The Minnesota Harvest Horse Show was held at the Coliseum and horse show facilities.

6-8 - A woodworking show, presented by the Devine Marketing Group, was held at the Education Building, Creative Activities Annex and Children's Theater.

7 & 8 - The Antique Spectacular and Flea Market, presented by Prime Promotions, was held at the Grandstand, East Room, race track and infield.

10 - An auction of surplus State Fair materials and equipment was conducted at the Modern Living Building. Barnett, Hanson, Johnson and Welle met with the principal of St. Anthony Park Elementary School regarding a student mentoring program for the current school year.

11 - A meeting of all full-time staff was conducted at Libby Conference Center. Hanson and Johnson attended a diversity conference hosted by Minnesota State Colleges and Universities Equal Opportunity and Diversity Division.

11-22 - Wilson's Leather Clothing Sale was held at Empire Commons

12 & 13 - Johnson attended the Job Security Employers Committee fall conference in Nisswa, Minn.

13 - Sinclair and Heffron met with Dan Ward to discuss his year-round concession operation at the Coliseum.

13-15 - The Super Computer Sale was presented by Blue Star Marketing at the Grandstand.

14 & 15 - The St. Paul Military Relic and Collectors Show LLC held a military relics show at the Progress Center.

15 - The Roadsters Swap Meet, presented by Twin Cities Roadsters, was held at the north parking lots.

16 - Pooch, Hudalla, Grans, Elmer and Dick Anderson met with representatives of Metro Transit to review 2000 State Fair bus service, and begin planning for the 2001 exposition. Mr. Jacobson presented the September 30, 2000 financial statement as follows:

## **GENERAL FUND ACTIVITY:**

Cash Balance-Aug. 31, 2000		\$5,987,563
Add: Cash Deposits	\$9,748,557	
Less: Payroll Ending Sep. 8	(463,166)	
Payroll Ending Sep. 22	(155,266)	
Fair period payroll Sep. 8	(1,956,857)	
Cash Disbursements	(10,708,599)	(3,535,331)
Cash Balance-Sep. 30, 2000		\$2,452,232

## **MARKETABLE SECURITIES ACTIVITY:**

Balance-Aug. 31, 2000		\$ 8,075
Add: Interest Earned	\$ 9,010	
Securities Purchased	5,000,000	
Less: Securities Redeemed	(3,590,000)	\$1,419,010
Balance-Sep. 30, 2000		\$1,427,085

## **BUILDING FUND ACTIVITY:**

Balance-Aug. 31, 2000		\$ 585,919
Add: Interest Earned	\$ 13,129	
Securities Purchased	3,590,000	3,603,129
Less: Securities Redeemed		
Balance-Sep. 30, 2000		\$4,189,048

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

	1999	2000
General Fund	\$ 586,300	\$2,452,232
Petty Cash	3,000	5,000
Marketable Securities	6,030,363	1,427,085
Building Fund	190,301	4,189,048
Total Cash Balances	\$6,809,964	\$8,073,365

19 - Participants in the Education Minnesota Conference utilized the south Como parking lot as a shuttle stop for their conference in downtown St. Paul.

20-22 - The Minnesota Beef Expo was presented in the Coliseum and Cattle Barn.

23 - Dungan, Franzeen-LeFebvre, Johnson, Krieger, Leach, Nathe, Nemitz, Roland, Schaeppi, Weinhold and Welle met with faculty of St. Anthony Park Elementary School to discuss serving as student mentors during the current school year. Sinclair, Pooch, Hudalla and Grans met with representatives of the University of Minnesota to finalize details of extending the State Fair - U of M transitway agreement.

24 - The first of two day-long planning sessions were conducted by members of the senior staff.

27 - Sinclair, Hudalla, Birk, Fischer and Melstrom met with representatives of TKDA to initiate planning for Food Show Building remodeling.

28 - The Twin Cities Arts and Crafts Show and Sale, conducted by Johnson/Smith/Kankle/Quintal, was held at the Progress Center.

30 - Birk, Larson, Hoffa and Sinclair met with Mike Gionotti and other representatives of the Minnesota Department of Health to review their operations at the 2000 State Fair and discuss plans for 2001.

## **November**

2 - Pooch met with representatives of the Minnesota Saddlebred Series to discuss their possible involvement in the 2001 State Fair's horse show. Johnson and Cerney previewed a Theatre At Work presentation on workplace violence, presented in Coon Rapids.

6 - Huber attended a conference conducted by the Association for Worksite Health Promotion.

## **MEETINGS OF THE SALES, PLANNING & FINANCE COMMITTEES**

## **AND MEETING OF THE BOARD OF MANAGERS**

Libby Conference Center, State Fairgrounds, Wednesday Nov. 8, 2000

## **MEETING OF THE SALES COMMITTEE, 9 a.m.**

Members present: Joe Fox, chairman; Dennis Baker; Bob Lake; John Paulmann; Howard Recknor; Clarice Schmidt; Lyle Steltz; Chauncey Wargin; Don Simons, ex officio; Jerry Hammer, ex officio; Jim Sinclair, ex officio; Mark Birk, ex officio.

Also present: Marshall Jacobson; Brian Hudalla; Chris Tahti; Dennis Larson; Adam Heffron; Kent Harbison.

Absent: Rich Keenan.

Chairman Fox called the meeting to order at 9 a.m.

Mr. Birk presented a comprehensive written report of sales division revenue from the 2000 State Fair. After discussion, it was moved by Ms. Schmidt, seconded by Mr. Steltz and carried that the report be accepted (Aye-7; Nay-0).

A series of comparative reports pertaining to food and beverage concession revenue and non-food concession revenue for 1999 and 2000; midway revenues from 1983 through 1994; and revenues from various facets of Mighty Midway and Kidway operation from 1995 through 2000 were presented by Mr. Birk. Information only; no action required.

On a motion by Mr. Baker, seconded by Mr. Lake and carried, approval was given for the transfer of personal property (structure and fitments) from Eco Water Systems, Inc., situated on lot 30, block 31 at 1352 Cooper St. to Eco Team Properties, LLC for the independently appraised price of \$20,000 (Aye-7; Nay-0).

On a motion by Mr. Lake, seconded by Mr. Paulmann and carried, the meeting was adjourned at 9:25 a.m.

#### ■ CONCESSION/EXHIBIT REVENUE SUMMARY

	1999	2000	COMPARISON
<b>Concessions</b>			
Indoor & Outdoor Space	\$ 698,993.92	\$ 640,370.32	(\$58,623.60)
<b>Percentage/ Participation Attractions</b>			
Antique Auto Show	\$ 3,264.51		479.43
Carousel	16,332.96	17,343.10	1,010.14
Ejection Seat	28,458.21	24,086.38	(4,371.83)
Giant Slide	80,162.11	82,183.10	2,020.99
Haunted House	99,688.73	105,430.99	5,742.26
Old Mill	23,642.61	24,512.44	869.83
River Raft Ride	7,348.00	6,572.30	(775.70)
The Rock - climbing wall	9,460.09	10,601.88	1,141.79
Sky Coaster	14,913.62	12,711.24	(2,202.38)
Skyscraper	32,042.25	31,225.35	(816.90)
Skyride	74,723.94	76,598.06	1,874.12
Space Tower	31,352.82	27,519.95	(3,832.87)
Trampoline Thing	<u>12,184.04</u>	<u>433,573.89</u>	<u>435,342.81</u>
			<u>630.04</u>
			1,768.92
<b>Midway - Kidway</b>			
Rides and Shows	1,166,866.77	1,152,494.93	(14,371.84)
Games	461,662.76	495,148.09	33,485.33
Food and Beverage	62,597.65	54,542.68	(8,054.97)
Arcade	7,502.41	8,897.13	1,394.72
Commissary	<u>(46.74)</u>	<u>1,698,582.85</u>	<u>1,791.82</u>
			14,245.06
<b>Grandstand Concessions</b>			
Food	6,876.80	9,095.96	2,219.16
3.2 Beer	25,315.94	37,481.00	12,165.06
Artist Merchandise	<u>18,300.00</u>	<u>50,492.74</u>	<u>22,212.40</u>
			36,596.62
<b>Non-food &amp; Beverage Concession Percentage</b>			
	<u>229,223.64</u>	<u>229,223.64</u>	<u>230,112.50</u>
			230,112.50
			<u>886.86</u>
<b>Food and Beverage Concession Percentage</b>			
	<u>1,320,821.13</u>	<u>1,320,821.13</u>	<u>1,451,544.97</u>
			1,451,544.97
			130,723.84
<b>3.2 Beer &amp; Food</b>			
Andy's Grill		28,265.47	3,208.10
Andrus Concession Inc.	25,057.37		
Ball Park Cafe	39,690.82	36,521.99	(3,168.83)
Chicago Dogs	19,555.46	12,584.14	(6,971.32)
Tres-C, Inc. Cafe Caribe	65,560.65	65,599.46	38.81
Coasters	42,019.77	60,669.63	18,649.86
(John Giere in 99)			
Crocker's Spaghetti Village	12,472.68	12,988.84	516.16
Frontier Bar - Werners	34,264.69	29,870.68	(4,394.01)
Giggle's Campfire Grill		22,681.64	22,681.64
H.M.H. of St. Paul, Inc.	37,516.35	38,257.42	741.07
Kirschner's Beer Stube	16,255.47	18,049.31	1,823.84
Midway Men's Club	13,321.57	13,278.72	(42.85)
Rajin Cajun	24,755.82	16,857.71	(7,898.11)
Tejas	28,248.80	19,763.25	(8,485.55)
Ward Food Services	<u>11,931.77</u>	<u>370,621.22</u>	<u>12,433.40</u>
			387,821.66
			<u>501.63</u>
			17,200.44
<b>Sundry</b>			
Cancelled but Active Licenses	1,008.25	3,638.16	2,629.91
Concession/Exhibit Lists	294.00	511.00	217.00
Entertainer	17,287.57	12,441.46	(4,846.11)
Merchandise Sales			
Purveyor/ Commissary Permits	43,250.00	44,000.00	750.00
Miscellaneous	1,085.62	3,745.78	2,660.16
Novelties (Desplenter)	67,880.06	67,515.00	(365.06)
Programs (official) - Auto Race	<u>14,454.00</u>	<u>132,259.50</u>	<u>1,235.20</u>
			133,086.60
			<u>(218.80)</u>
			2,600.75
<b>EXHIBITS</b>			
All sites	207,709.00		232,174.00
			(5,739.00)
<b>INSTITUTIONAL</b>			
All sites	<u>44,090.00</u>		<u>46,270.00</u>
			2,180.00
<b>GRAND TOTALS</b>			
	<u>\$5,186,367.89</u>	<u>\$5,356,640.13</u>	<u>170,272.24</u>

#### ■ FOOD & BEVERAGE PERCENTAGE REPORT

	Current Year				Last Year	
Sales Date	Food \$	Beverage \$	Tax	Net of Gross	Percentage	Net of Gross
8-23	23,119.75	3,958.00	1,652.63	25,425.12	2,542.51	24,927.70
8-24	825,776.84	234,686.24	64,723.16	995,739.92	99,574.13	1,047,584.71
8-25	1,042,371.49	284,439.88	80,979.19	1,245,832.18	124,583.31	1,225,663.24
8-26	1,302,324.39	391,487.25	103,378.22	1,590,433.42	159,043.42	1,641,610.52
						164,161.10

8-27	1,280,833.24	321,874.87	97,817.92	1,504,890.19	150,489.17	1,701,915.41	170,191.74
8-28	1,004,671.00	263,452.17	77,397.20	1,190,725.97	119,072.66	1,138,167.54	113,816.88
8-29	921,481.92	230,631.60	70,316.76	1,081,796.76	108,179.85	963,141.19	96,315.20
8-30	804,430.78	208,465.19	61,819.93	951,076.04	95,107.70	744,822.56	74,482.27
8-31	867,638.67	197,643.51	65,017.26	1,000,264.92	100,026.64	733,061.48	73,306.32
9-1	1,254,725.59	324,261.32	91,426.50	1,406,560.41	140,656.22	907,427.75	90,742.88
9-2	1,508,310.35	314,638.08	111,259.74	1,711,688.69	171,169.03	1,485,600.75	148,560.17
9-3	1,238,592.50	269,393.70	92,036.72	1,415,949.48	141,595.12	1,787,091.65	178,709.25
9-4	1,090,274.37	244,018.18	81,435.67	1,252,856.88	125,285.82	1,225,321.65	122,532.37
9-5	2,668.38	48.00	165.79	2,550.59	255.06	1,769.95	177.00
Totals	13,167,219.27	3,207,997.99	999,426.69	15,375,790.57	1,537,580.64	14,628,106.10	1,462,812.94
3.2 Beer	-0	2,305,176.32	140,691.51	2,164,484.81	347,978.69	1,954,474.66	312,227.33
Grand Totals	<u>13,167,219.27</u>	<u>5,513,174.31</u>	<u>1,140,118.20</u>	<u>17,540,275.38</u>	<u>1,885,559.33</u>	<u>16,582,580.76</u>	<u>1,775,040.27</u>

#### All Food, Beverage & 3.2 Beer

	2000	1999	Difference	% Up or Down
	18,680,393.58	17,660,448.13	1,019,945.45	5.8%

#### Non-Food & Beverage Percentage Report

Current Year				Last Year	
Sales Date	Gross Sale	Tax	Net of Gross	Percentage	Net of Gross
8-24	146,541.99	4,750.52	141,791.47	21,145.60	133,796.43
8-25	150,863.84	4,268.41	146,595.43	20,623.70	154,076.67
8-26	211,106.91	6,162.63	204,944.28	29,771.01	212,142.50
8-27	190,657.59	5,104.90	185,552.69	27,325.70	214,945.57
8-28	150,529.03	4,138.87	146,390.16	21,368.33	144,517.44
8-29	135,306.30	4,468.66	130,837.64	19,165.85	128,201.73
8-30	120,016.80	3,253.64	116,763.16	17,081.57	101,594.95
8-31	145,350.23	4,117.24	141,232.99	19,929.63	87,280.24
9-01	200,966.87	5,639.28	195,327.59	28,302.00	123,261.63
9-02	223,990.14	6,794.23	217,195.91	31,096.26	203,157.96
9-03	172,468.85	5,705.28	166,763.57	24,599.53	222,542.77
9-04	153,350.93	4,951.92	148,399.01	21,772.76	136,061.17
9-05	5,535.18	359.77	5,175.41	776.31	
Totals	2,006,684.66	59,715.35	1,946,969.31	282,958.25	1,861,579.06
					267,748.71

#### MINNESOTA STATE FAIR CARNIVAL REVENUE/AMUSEMENT RIDES 1983 - 1994

Year	Rank	Total Gross	Advance	Fairs Percentage	Attendance	Per Cap
1983	12	\$1,143,510		\$370,031	1,347,884	\$8.55
1984	11	1,380,367		450,034	1,446,450	.95
1985	10	1,462,861		481,796	1,496,014	.98
1986	9	1,680,873	\$11,058	609,434	1,565,349	1.07
1987	7	1,772,088	18,036	666,824	1,612,178	1.10
1988	6	1,808,701	23,730	677,844	1,621,279	1.12
1989	8	1,700,811	37,344	635,178	1,551,361	1.10
1990	5	1,886,981	51,896	718,026	1,528,688	1.23
1991	2	1,938,969	78,578	738,238	1,488,810	1.30
1992	4	1,902,736	84,672	708,296	1,550,603	1.23
1993	1	2,031,646	105,408	764,530	1,601,325	1.27
1994	3	1,904,490	145,936	698,645	1,561,903	1.22

#### MIGHTY MIDWAY/KIDWAY REVENUE/RIDES & GAMES

1995	6	\$4,424,566	\$206,296	\$1,399,669	1,673,312	\$2.64
1996	5	4,441,519	242,816	1,442,941	1,673,976	2.65
1997	2	5,042,133	292,656	1,619,292	1,683,454	3.00
1998	4	4,785,014	302,456	1,565,827	1,689,034	2.83
1999	1	5,086,963	359,384	1,628,528	1,674,450	3.04
2000	3	4,981,664	280,224	1,647,643	1,682,625	2.96

#### MINNESOTA STATE FAIR MIGHTY MIDWAY/KIDWAY FINANCIAL SUMMARY 1995-2000

Attraction	1995 Gross Sales	1996 Gross Sales	1997 Gross Sales	1998 Gross Sales	1999 Gross Sales	2000 Gross Sales
Rides & Shows QTY	\$2,526,807 1995 = 67	\$2,467,265 1996 = 68	\$2,742,431 1997 = 68	\$2,564,620 1998 = 65	\$2,852,095 1999=67	\$2,721,976 2000 = 68
Skill Games QTY	1,897,959 1995 = 60	1,974,254 1996 = 61	2,299,702 1997 = 62	2,220,394 1998 = 60	\$2,234,868 1999=50	2,396,967 2000=51
Arcade QTY	42,909 1995 = 1	43,261 1996 = 1	45,209 1997 = 1	35,132 1998 = 1	\$42,656 1999=50	\$47,368 2000=51
Merchandise Sales QTY	34,833 1995 = 2	38,157 1996 = 2	32,925 1997 = 2	50,597 1998 = 1	-	-
Food/Beverage QTY	492,414 1995 = 13	502,994 1996 = 12	576,462 1997 = 12	583,606 1998 = 12	666,664 1999 =12	585,436 2000 =12
Commissary QTY	11,676 1995 = 1	17,105 1996 = 1	15,657 1997 = 1	21,268 1998 = 1	14,626 1999 =1	10,771 2000 =1
Totals	\$5,006,398	\$5,043,036	\$5,712,386	\$5,475,617	5,810,909	5,762,518
Differences		+36,638	+669,350	-236,769	+335,292	-48,391
Attraction	1995 MSF Revenue	1996 MSF Revenue	1997 MSF Revenue	1998 MSF Revenue	1999 MSF Revenue	2000 MSF Revenue
Rides & Shows QTY	\$1,078,887 1995 = 67	\$1,072,189 1996 = 68	\$1,187,423 1997 = 68	\$1,148,851 1998 = 65	\$1,166,866 1999=67	1,152,494 2000 = 68
Skill Games QTY	320,782 1995 = 60	370,752 1996 = 61	431,869 1997 = 62	416,975 1998 = 60	\$461,662 1999 = 50	495,148 2000 = 51
Arcade QTY	8,024 1995 = 1	8,120 1996 = 1	8,490 1997 = 1	6,582 1998 = 1	7,502	8,897
Merchandise Sales QTY	7,975 1995 = 2	8,318 1996 = 2	6,852 1997 = 2	10,352 1998 = 2	-	-
Food/Beverage Concessions QTY	46,565 1995 = 13	47,780 1996 = 12	54,128 1997 = 12	54,799 1998 = 12	62,579 1999 =12	54,543 2000 =12
Commissary QTY	1,159 1995 = 1	1,711 1996 = 1	1,566 1997 = 1	1,868 1998 = 1	(47) 1999 = 1	1,745 2000 = 1
Totals	\$1,463,392**	\$1,508,870**	\$1,690,328**	\$1,639,427	1,698,562	1,712,827
Differences		+45,478	+181,458	-50,901	+59,135	+14,265

<b>Totals</b>	\$1,463,392**	\$1,508,870**	\$1,690,328**	\$1,639,427	1,698,562	1,712,827
<b>Differences</b>		+45,478	+181,458	-50,901	+59,135	+14,265

\*\* Plus, sales tax revenue to building fund: 1995 - \$270,044; 1996 - \$271,079; 1997 - \$307,736; 1998 - \$292,043; 1999-310,473; 2000 - \$312,423

A report on the status of commercial concession space in the Crossroads Building formerly occupied by the Brede Beer Garden was presented by Mr. Sinclair. Information only; no action required.

On a motion by Mr. Simons, seconded by Mr. Keenan and carried, the meeting was adjourned at 10:07 a.m. (Aye-6; Nay-0).

#### MEETING OF THE PLANNING COMMITTEE, 9:30 a.m.

Members present: Clarice Schmidt, acting chairman; Bob Lake; Howard Recknor; Lyle Steltz; Chauncey Wargin; Don Simons, ex officio; Jerry Hammer, ex officio.

Also present: Marshall Jacobson; Brian Hudalla; Chris Tahti; Dennis Larson; Adam Heffron; Kent Harbison.

Absent: Rich Keenan.

Chairman Schmidt called the meeting to order at 9:30 a.m.

Mr. Hudalla presented a list of items totaling \$1,042,300, to be considered for inclusion in the Society's improvements and maintenance budgets for fiscal 2001; the budget items are standard projects necessary to annual operation of the State Fair, and will be included in the complete improvements and maintenance budgets to be reviewed by the board in January.

Following discussion, it was moved by Mr. Lake, seconded by Mr. Recknor and carried that a committee recommendation be made for full board approval. Included in the motion was staff authority to adjust, shift, add or cancel specific line items as appropriate to accommodate changes that may occur during the course of the budget year (Aye-4; Nay-0).

Mr. Hudalla presented plans for replacing the Horse Barn roof, including a detailed project estimate totaling \$ 2,070,000. After review and discussion, it was moved by Mr. Steltz, seconded by Mr. Wargin and carried that a committee recommendation be made for board approval, with work to begin on the project as soon as possible (Aye-4; Nay-0).

A summary of all items recommended for full board approval follows:

#### Improvements

A. Structure Improvements	
Life Safety	50,000
Horse Barn Roof	2,070,000
B. Land Improvements	15,000
C. Personal Property	2,500
Total Improvements	2,137,500

#### Maintenance

E. Structure Maintenance	170,500
F. Land Maintenance	239,000
G. Personal Property Maintenance	177,800
H. Vehicle Maintenance	236,000
I. Electric Plant Maintenance	151,500
Total Maintenance	974,800
	3,112,300

The meeting was adjourned at 9:45 a.m. on a motion by Mr. Paulmann, seconded by Mr. Recknor and carried (Aye-4; Nay-0).

#### MEETING OF THE FINANCE COMMITTEE, 9:45 a.m.

Members present: Clarice Schmidt, chairman; Dennis Baker; Joe Fox; John Paulmann; Howard Recknor; Lyle Steltz; Don Simons, ex officio; Hammer, ex officio; Jacobson, ex officio.

Chairman Schmidt called the meeting to order at 9:45 a.m.

The committee reviewed current finances of the society relative to undertaking the projects recommended by the planning committee. After discussion, it was moved Mr. Baker, seconded by Mr. Paulmann and carried that the committee recommend full board approval of the projects as presented (Aye-5; Nay-0).

The meeting was adjourned at 9:58 a.m. on a motion by Mr. Fox, seconded by Mr. Baker and carried (Aye-4; Nay-0).

#### MEETING OF THE GOVERNING BOARD, 10:05 a.m.

Members present: Don Simons, president; Joe Fox, vice president; Dennis Baker; Bob Lake; John Paulmann; Howard Recknor; Clarice Schmidt; Lyle Steltz; Chauncey Wargin; Jerry Hammer, secretary.

Also present: Karen Leach; Jim Sinclair; Marshall Jacobson; Mark Birk; Brian Hudalla; Chris Tahti; Cheryl Huber; Dennis Larson; Adam Heffron; Marie Franzen LeFebvre; Jill Nathe; Kent Harbison.

Absent: Rich Keenan, vice president.

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

On a motion by Mr. Steltz, seconded by Mr. Baker and carried, the minutes of the board meeting conducted Sept. 3, 2000, were approved as submitted (Aye-8; Nay-0).

Minutes in vacation covering the period Aug. 24 through Nov. 7, 2000, and the administrative action noted, were approved on a motion by Mr. Fox, seconded by Ms. Schmidt and carried (Aye-8; Nay-0).

The action taken by the sales, planning and finance committees earlier that morning was approved on a motion by Mr. Baker, seconded by Mr. Lake and carried (Aye-8; Nay-0).

Mr. Jacobson presented the Oct. 31, 2000, financial statement as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Sept. 30, 2000		\$2,452,232
Add: Cash Deposits	\$1,475,928	
Less: Payroll Ending Oct. 11	(199,522)	
Payroll Ending Oct. 25	(170,173)	
Cash Disbursements	(3,201,189)	(2,094,956)
Cash Balance-Oct. 31, 2000		\$ 357,276

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Sept. 30, 2000		\$1,427,085
Add: Interest Earned	\$ 11,234	
Securities Purchased	1,000,000	1,011,234
Less: Securities Redeemed		
Balance-Oct. 31, 2000		\$2,438,319

#### BUILDING FUND ACTIVITY:

Balance-Sept. 30, 2000		\$4,189,048
Add: Interest Earned	\$ 22,600	22,600
Securities Purchased		
Less: Securities Redeemed		
Balance-Oct. 31, 2000		\$4,211,648

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

	1999	2000
General Fund	\$ 122,209	\$ 357,276
Petty Cash	4,500	6,200
Marketable Securities	3,134,486	2,438,319
Building Fund	2,035,396	4,211,648
Total Cash Balances	\$5,296,591	\$7,013,443

It was moved by Mr. Wargin, seconded by Mr. Paulmann and carried that the financial statement be approved as submitted (Aye-8; Nay-0).

The following Grandstand, Coliseum, midway and gate tickets were transferred to non-pay status on a motion by Mr. Steltz, seconded by Mr. Baker and carried (Aye-8; Nay-0).

#### NON-PAY REPORT

##### Departmental

Access Services	118	\$5.00	\$590.00
Administration	60	5.00	300.00
	20	8.00	160.00
AgriLand	257	5.00	1,285.00
Auto Race	600	5.00	3,000.00
Box Office	9	5.00	45.00
Cattle	619	5.00	3,095.00
Competition	120	5.00	600.00
Creative Activities	370	5.00	1,850.00
Education	183	5.00	915.00
FFA	299	5.00	1,495.00
Fine Arts	30	5.00	150.00
4-H	17,884	5.00	89,420.00
Flowers	10	5.00	50.00
Free Entertainment	10,388	5.00	51,940.00
Fruits	232	5.00	1,160.00
Grandstand Production	2,021	5.00	10,105.00
Guest Services	98	5.00	490.00
Horse	773	5.00	3,865.00
Marketing	832	5.00	4,160.00
	56	8.00	448.00
Meats	6	5.00	30.00
Midway Ticket Sales	1,051	5.00	5,255.00
Operations	26	5.00	130.00
Park & Ride	1,461	5.00	7,305.00
Public Safety	4,395	5.00	21,975.00
Sales	532	5.00	2,660.00
Sanitation	500	5.00	2,500.00
Seniors	110	5.00	550.00
Sheep	21	5.00	105.00
Transportation	3	5.00	15.00

INSTITUTIONAL-ORGANIZATIONS: 21,854 5.00 109,270.00

INSTITUTIONAL-PROMOTION: 5,000 5.00 25,000.00  
TOTAL 69,938 \$349,918.00

Gate 69,862 5.00 \$349,310.00

Carnival Ride 76 8.00 608.00

TOTAL 69,938 \$349,918.00

#### Grandstand

8-24	Def Leppard	8:00 p.m.	75	@ \$22.00 Contract Provision
8-25	REO Speedwagon & Styx	8:00 p.m.	210	@ \$20.00 Contract Provision
8-26	Travis Tritt & Montgomery Gentry	7:30 p.m.	65	@ \$18.00 Contract Provision
8-27	"Weird Al" Yankovich	7:30 p.m.	42	@ \$15.00 Contract Provision
8-28	Christina Aguilera	8:00 p.m.	62	@ \$20.00 Contract Provision
8-29	Sawyer Brown & K.C. & Sunshine Band	8:00 p.m.	61	@ \$15.00 Contract Provision
8-30	Goo Goo Dolls	7:30 p.m.	82	@ \$20.00 Contract Provision
8-31	Roy Clark & Glen Campbell	1:00 p.m.	22	@ \$18.00 Contract Provision
8-31	Jeff Foxworthy & Bill Engvall	8:00 p.m.	60	@ \$22.00 Contract Provision
9-01	Semisonic & Train	7:30 p.m.	127	@ \$17.00 Contract Provision
9-02	Lynyrd Skynyrd & Kansas	7:30 p.m.	60	@ \$22.00 Contract Provision
9-04	Miller 300	12:30 p.m.	300	@ \$17.00 Contract Provision

#### Coliseum

8-24	English Horse Show	12:30 p.m.	32 @ \$7.50 Judges, Trophy Donors, Departmental
8-24	English Horse Show	6:30 p.m.	32 @ \$7.50 Judges, Trophy Donors, Departmental
8-25	English Horse Show	1:00 p.m.	32 @ \$7.50 Judges, Trophy Donors, Departmental
8-25	English Horse Show	6:30 p.m.	32 @ \$7.50 Judges, Trophy Donors, Departmental
8-26	English Horse Show	6:30 p.m.	32 @ \$7.50 Judges, Trophy Donors, Departmental
8-27	English Horse Show	12:30 p.m.	27 @ \$7.50 Trophy Donors, Departmental
8-27	English Horse Show	6:30 p.m.	27 @ \$7.50 Trophy Donors, Departmental
8-28	English Horse Show	12:30 p.m.	27 @ \$7.50 Trophy Donors, Departmental
8-28	English Horse Show	6:30 p.m.	27 @ \$7.50 Trophy Donors, Departmental
8-29	English Horse Show	6:30 p.m.	27 @ \$7.50 Trophy Donors, Departmental
8-30	Rodeo	7:00 p.m.	18 @ \$7.50 Announcer, Departmental
8-31	Rodeo	1:00 p.m.	18 @ \$7.50 Announcer, Departmental
8-31	Rodeo	7:00 p.m.	18 @ \$7.50 Announcer, Departmental
9-01	Rodeo	7:00 p.m.	18 @ \$7.50 Announcer, Departmental
9-01	Western Stock Show	12:30 p.m.	27 @ \$7.50 Trophy Donors, Departmental
9-02	Western Stock Show	6:30 p.m.	27 @ \$7.50 Trophy Donors, Departmental
9-03	Western Horse Show	12:30 p.m.	27 @ \$7.50 Trophy Donors, Departmental
9-03	Western Horse Show	6:30 p.m.	27 @ \$7.50 Trophy Donors, Departmental
9-04	Western Horse Show	12:30 p.m.	27 @ \$7.50 Trophy Donors, Departmental

Mr. Jacobson presented a report of activity in the society's building fund for 2000. After review, the following report was accepted on a motion by Mr. Fox, seconded by Mr. Wargin and carried (Aye-8; Nay-0).



**MINNESOTA STATE FAIR BUILDING FUND REPORT – YEAR ENDING 10/31/00**

Date (10-31)	Required deposits of sales tax and matching funds	Actual deposits and interest	Board approved fund releases	Fund balance
1988	\$	\$ 199,527*	\$ -0-	\$ 199,527
1989	706,000	722,731	(733,000)	189,528
1990	750,000	765,787	(438,000)	517,045
1991	890,000	919,008	(350,000)	1,086,053
1992	830,000	872,931	(450,000)	1,508,984
1993	1,000,000	1,033,346	(650,000)	1,892,330
1994	1,032,000	1,043,209	(1,570,000)	1,365,539
1995	1,612,000	1,665,636	(1,625,000)	1,406,175
1996	1,600,000	843,519	(898,000)	1,351,694
1997	1,830,000	2,687,358	(2,040,250)	1,998,802
1998	1,780,000	1,880,362	(1,967,265)	1,911,899
1999	1,844,000	1,910,351	(2,439,305)	1,382,945
2000	2,070,000	2,176,252	0	3,559,197
	\$15,944,000	\$16,720,017	\$(13,160,820)	\$3,559,197

Fund balance required by statute \$2,783,180

Differential \$ 776,017

\*Deposit to open fund; not required by law.

A report listing payrolls totaling \$1,962,571 for 77 fair-time departments were presented by Mr. Jacobson. Following discussion, the report was accepted on a motion by Mr. Baker, seconded by Mr. Wargin and carried (Aye-8; Nay-0).

The following report of entries in agricultural, creative and educational contests at the 2000 State Fair was presented by Ms. Nathe. Information only; no action required.

**EXHIBITORS & ENTRIES BY DEPARTMENT**

	No. of Exhibitors		No. of Entries	
	1999	2000	1999	2000
<b>FFA</b>				
Dairy Cattle	240	160	546	553
Beef Cattle	175	160	240	288
Sheep	165	150	786	754
Swine		160	716	692
Farm Crops	550	440	940	524
Total:	1130	1070	3228	2811
<b>4-H</b>				
Dairy Cattle			413	
Beef Cattle			581	
Sheep			313	
Swine			302	
Dairy Goats			64	
Poultry			184	
Rabbits			299	
Horticulture			220	
Crops			88	
Total:			2464	2500 (est.)
<b>AGRICULTURE</b>				
Bee & Honey	160	150	923	860
Crop Art	70	80	126	145
Scarecrow	35	18	40	19
Farm Crops	250	128	349	262
Maple Syrup	24	21	37	33
Butter & Cheese	40	34	40	34
Total:	579	431	1515	1353
<b>HORTICULTURE</b>				
Flowers	75	75	611	687
Fruit & Wine	105	105	523	431
Vegetables & Potatoes	115	125	1769	1607
Christmas Trees	30	20	182	163
Total:	325	325	3085	2888
<b>CREATIVE ACTIVITIES</b>				
Needlecraft			1146	1074
Garment Making			264	322
Work of Senior Citizens			303	315
Baked Products			1695	1710
Canned & Preserved Foods			1323	983
Handcrafts			864	820
Special Exhibits			60	82
Total:	1900	1800	5655	5306
<b>EDUCATION</b>				
Individual Exhibits			1832	1723
Industrial Technology			571	585
Agricultural Mechanics			134	158
Total:			2537	2466
<b>FINE ARTS</b>				
	Entered Works		Accepted Works	
	1492	1641	332	324
	No. of Exhibitors		No. of Entries	
	1999	2000	1999	2000
<b>OPEN LIVESTOCK</b>				
Dairy Cattle	240	250	1118	1157
Beef Cattle	175	185	660	722
Sheep	165	175	923	949

Swine	65	75	553	617
Dairy Goats	70	70	734	765
Llamas	50	40	181	164
Poultry (incl. rabbits, pigeons)	95	95	2900	3300
Stock Dogs	25	20	29	25
Horses (English)	245	215		
Horses (Draft)	60	60		
Horses (Western)	200	200		
Horses (Saddleclub)	110	100		
Total:	1500	1485	8268	8869

Horses total: 1170  
for both years

**PREMIUM FUND**

Department	Premiums	Budget
Bee Culture	\$ 4,204.00	\$ 4,500.00
Beef Expo	8,340.00	
Cattle	102,300.20	100,000.00
Christmas Trees	3,275.00	2,200.00
Creative Activities	13,555.00	14,000.00
Dairy Products	985.00	1,000.00
Dog Trials	1,070.00	1,100.00
Education	9,012.50	10,500.00
Farm Crops	15,685.00	17,000.00
Fine Arts	10,000.00	10,000.00
Flowers	2,463.00	2,600.00
4-H Auction	103,500.00	85,000.00
4-H Club	62,247.76	65,000.00
Fruit	1,526.00	2,000.00
FFA	56,043.00	57,000.00
Goat	11,229.00	11,000.00
Horse	76,942.50	83,000.00
Llama	4,610.00	4,600.00
Poultry	12,023.00	12,000.00
Rural Youth Scholarship	20,000.00	20,000.00
Bulk Milk Sales	9,736.13	14,000.00
Market Animal Sales	95,927.22	100,000.00
Sheep	26,619.00	26,000.00
Swine	20,974.00	22,000.00
Talent Contest	8,620.00	9,000.00
Vegetables	4,415.00	4,500.00
<b>Total:</b>	<b>\$685,302.31</b>	<b>\$678,000.00</b>

On a motion by Mr. Baker, second by Mr. Recknor and carried, staff was authorized to enter into contracts with acts and attractions for the 2001 State Fair (Aye-8; Nay-0).

Mr. Lake moved, Mr. Fox seconded and the motion carried to adopt the following advertising policy for 2001: "The State Fair's basic advertising outlets shall be selected daily and weekly newspapers in Minnesota, selected radio and television stations in Minnesota and selected newspapers and broadcast outlets in surrounding states." Included in the motion was approval of an agreement with the Bolin Agency for advertising services in 2001 (Aye-8; Nay-0).

The following schedule of rental rates for interim events in 2001 was presented for consideration. After discussion, the following rate schedule was approved on a motion by Mr. Recknor, seconded by Mr. Fox and carried (Aye-8; Nay-0).

I. Facilities	2000	2001
Arts Center – 18,000 sq. ft.	\$1,225	\$1,100
Agri-Land – 5,000 sq. ft.	500	same
Baldwin Park	500	same
with stage	750	same
Bandshell – seats 2,500 (benches not included)	775	same
Cattle Barn – 117,450 sq. ft., 1,044 tie rings		
*Livestock/Equine rate	525	550
Commercial rate	1,000	1,500
Coliseum – seats 5,250, 32,400 sq. ft. arena, 10,500 sq. ft. of concourse area		
Livestock/Equine rate	1,225	1,325
Commercial rate	1,860	2,000
Coverall (warm up area south of Coliseum)		
*Livestock/Equine rate	n/c	n/c
Commercial rate	500	same
Education Bldg. – 33,000 sq. ft.	1,030	1,200
with Annex – 12,000 sq. ft.	1,395	1,600
with theater – 320 seats	1,225	1,400
entire complex	1,445	1,800
Empire Commons – 22,000 sq. ft.	870	875
Grandstand		
first floor – 54,000 sq. ft.	2,490	2,350
second floor – 39,000 sq. ft.	1,975	1,750
first & second floors – 93,000 sq. ft.	4,205	4,100
East Room Annex – 13,728 sq. ft.	625	550
Race Track & Infield	990	1,000
Race Track only	395	400
Home Improvement – 11,200 sq. ft.	580	500
Horse Barn		
*Livestock/Equine Rate		
entire barn (514 stalls, 105 tie stalls, 16 pony)	380	same
south half (300 stalls)	265	same
Commercial rate		
entire barn	1,005	1,000
south half	870	875
*Horse Barn Annex – (84 tie stalls)	160	175
*Judging Arena – 8,000 sq. ft. w/168 tie stalls		
Arena only	n/c	n/c
Arena w/tie stalls	235	250
Merchandise Mart – 11,200 sq. ft.	775	700
Midway Parking Lot – 185' x 1/4 mile	800	1,000
Modern Living – 9,840 sq. ft.	510	500

Progress Center – 26,600 sq. ft.	945	1,100
Sheep & Poultry Barn – 53,900 sq. ft., 230 stalls		
*Livestock/Equine rate		
entire building	310	325
half of building	235	250
Commercial rate		
entire building	930	1,000
half of building	700	750
Swine Barn – 81,000 sq. ft. w/230 stalls		
*Livestock/Equine rate	310	325
Commercial rate	1,000	same
4-H Building		
first floor (30,000 sq. ft.)	855	1,000
second & third floors	700	same
second or third floors	480	same
first, second & third floors	1,225	1,500
Dorms: depreciation per person	1	same
Ground Lease with third party facility	120	125
Outside Restrooms	120	125

Rates include a 16% assessment for capital improvements.

\*Rental rate based on renting facility in conjunction with Coliseum and for stalling purposes only.

Facility rental rates are based on basic rent for use of buildings only. All additional services provided to an event, and costs incurred by the fair as a result of an event, are charged to the event. Listed below are the current rates for various expenses.

II. Equipment:	2000	2001
A. 8' x 30" banquet table		
1-3 event days	\$	\$5.00/event
4 or more event days		7.50/event
B. Folding chairs		
1-3 event days		.50/event
4 or more event days		.75/event
C. Riser section		\$50/day
D. Clear Coms (Coliseum only)		\$15/unit
E. Dumptruck	55/hr	same
F. Forklift	55/hr	same
G. Skid steer loader	55/hr	same
H. Snow plow	80/hr	same
I. Tractor	80/hr	same
J. Trash Truck	15/hr	\$25/hr
K. Truck	15/hr	same
L. Water Truck	40/hr	same
M. Ticket booths	75/day	same
N. Post pounder		\$125/day

Vehicles based on a one-hour minimum. Rates do not include operator's labor.

III. Labor Rates:	2000	2001
On-duty for events	\$25/labor hr	same
Setup & Tear down	18/labor hr	\$18.50/labor hr
Clean up	14.50/labor hr	15/labor hr
Matron/Porter	11/labor hr	11.50/labor hr
Police Officers	18/labor hr	22/labor hr
Parkers	10.50/labor hr	11/labor hr
Skilled Labor:		
Electrician	58/labor hr	60/labor hr
Carpenter	62/labor hr	65/labor hr
Plumber	70/labor hr	65/labor hr

The hourly rates quoted above for skilled labor (electricians, carpenters and plumbers) are based on a Monday through Friday, 8 a.m. - 4:30 p.m. schedule. Other times shall be charged at prevailing over-time rates.

IV. Rubbish:	2000	2001
Regular rubbish removal	\$8.25/yard	same
30 yard rolloff	\$330-350	same
Pallets	\$5/each	same
Tires	\$7/each	same
Manure:		
Composting	\$3.50-6/yard	same
Transportation of manure	\$86-175/30 yd transport	same

All rubbish rates are subject to change without any advance notice.

V. Electric	2000	2001
Electric consumption charge	\$.06/kWh	same
Basic charge: (cost based on transformer being used)		

VI. Parking:	2000	2001
	Free	same

#### VII. Phone lines:

Phone lines are available at cost of \$200 for the first line and \$160 for each additional line. Long-distance charges shall apply and will be billed accordingly. Activated, non-commercial phone lines in the livestock complex are charged at \$50 per phone line.

#### VIII. Camping – 375+ campsites

\$500 minimum per day, or \$15 per camper, whichever is greater.

#### VIX. Vehicle, boat and RV rental space available during winter months.

The following policy for alcohol service at selected private non-fair events was presented:

##### I. Service requirements

- Service of alcoholic beverages on the State Fairgrounds will be allowed at private events in a contained area.
  - Private event defined as: participants allowed entrance to an event via a verbal or written invitation and the event or activity shall not be open to the general public or advertised as such.
  - Contained area defined as: a building, tent or confined area on the State

Fairgrounds. Alcohol may not be served in an uncontrolled area such as the Horse Barn or an open block on the grounds.

##### B. Both cash and host bar service will be allowed.

- Open containers where participants mix their own individual alcoholic beverages are prohibited. Event hosts and caterers shall not permit, tolerate, encourage or participate in drinking games.
- No alcohol may be served during the final 30 minutes of an event and food must be served during any event where alcohol is served.
- Alcohol may be served only during the days and times as established by the Society.
- Society, County and State laws pertaining to alcohol service must be followed by the event host and serving caterer (e.g. minors may not be served, no one served who is intoxicated, etc.)

##### II. Police presence requirements

- The Minnesota State Fair Chief of Police will assign the appropriate number of licensed peace officers to be on hand during an event where alcoholic beverages are served. The fair's chief of police will determine the appropriate number of officers based on the number of potential attendees, nature and location of the event.

##### III. Caterer licensing and insurance requirements

- Alcoholic beverages will be served only by a State Fair approved catering company that meets the following requirements:

- Licensed by the Minnesota State Fair Events Department after successful completion of a Catering Registration form.
- Have an acceptable statement of experience serving alcohol to the public and a written alcohol management policy.
- Properly licensed to serve alcoholic beverages in Ramsey County.
- Provide proof of Society required insurance coverage for Liquor Liability, Workers Compensation, Automobile Liability, General Liability and Professional Liability/Miscellaneous Liability Insurance to State of Minnesota minimum requirements. Current requirements follow:
  - Liquor Liability:
    - Minimum Limits of Liability: \$1,000,000 per occurrence – bodily injury and property damage, \$2,000,000 annual aggregate Minnesota State Fair named as an additional insured.
  - Workers' Compensation Insurance:
    - Statutory compensation coverage
    - Coverage B – employers liability with limits of not less than: \$100,000 bodily injury per disease per employee, \$500,000 bodily injury per disease per aggregate, \$100,000 bodily injury per accident
  - Automobile Liability Insurance:
    - Minimum limits of liability: \$1,000,000 per occurrence – bodily injury and property damage combined single limits per occurrence.
    - Coverage's: owned automobile, if any, non-owned automobile, hired automobile, Minnesota State Fair named as an additional insured
  - General Liability Insurance:
    - Minimum limits of liability: \$1,000,000 per occurrence, \$2,000,000 annual aggregate
    - Coverage's: Bodily injury, property damage, personal injury, blanket contractual, Minnesota State Fair named as additional insured
  - Professional Liability/Miscellaneous Liability Insurance: Coverage for negligent acts, errors or omissions arising out of the performance of professional services included in the contract: coverage shall continue for a minimum of five (5) years.
    - Minimum limit of liability of \$1,000,000 per occurrence
    - Deductible not to exceed \$5,000 (if excess, submit certified financial statement)
- Pay a privilege to the Minnesota State Fair in the amount of 20% of gross sales (minus any applicable sales tax).

##### IV. State Fair Insurance Requirements:

- Minnesota State Agricultural Society is required to carry Host Liquor Liability Coverage Insurance. Currently we have such coverage through the Division of Risk Management with the State of Minnesota, Department of Administration.

After discussion, it was moved by Mr. Fox, seconded by Steltz and carried that the policy be adopted as presented (Aye-8; Nay-0).

On a motion by Mr. Baker, seconded by Mr. Steltz and carried, the two staff persons currently required to occupy custodial residences (Fischler and Wimmer) will be allowed gratis storage of personal vehicles and other household materials on the fairgrounds (Aye-8; Nay-0).

Mr. Hammer presented a report on the status of the society's legislative initiative, first discussed by the board at the March 2000 business meeting. Information only; no action required.

Ms. Franzen LeFebvre reported on results of the recently-concluded Beef Expo. Information only; no action required.

Mr. Sinclair offered a summary of an auction of surplus State Fair equipment conducted earlier in the fall. Information only; no action required.

Ms. Huber presented an update on planning for the joint annual meetings of the society, Minnesota Federation of County Fairs and Midwest Showmans Association scheduled for January 2001. Information only; no action required.

On a motion by Mr. Lake, seconded by Mr. Baker and carried, the board directed Mr. Hammer to contact the Minnesota Federation of County Fair's board of directors regarding their legislative lobbying efforts (Aye-8; Nay-0).

Meeting adjourned at 11:15 a.m. on a motion by Mr. Lake, seconded by Mr. Fox and carried (Aye-8; Nay-0).

#### MINUTES IN VACATION, Nov. 8 to Jan. 11, 2001

##### November

8 - Johnson attended a meeting of the St. Paul Human Resource Association.

9 - Birk and Hoffa met with Marilyn MacAlpine of the Minnesota Turkey Growers Association.

10-12 - Hammer attended and addressed the meeting of the Maryland Association of Agricultural Fairs and Expositions in Hagerstown, Md.

11-12 - The North American Cycle Courier Championship took place on various Machinery

Hill roadways.

13 - State Fair Safety Committee members Ahibom, Lyle Anderson, Barnett, Hayne, Huber, Johnson, Klingenberg, Larson, Pittelko, Tahti; Welle and Wimmer met with Kathy Barreth of the Minnesota Department of Employee Relations, Safety and Industrial Hygiene at Libby Conference Center.

15 Pooch, Hudalla, Grans, Sinclair and Pittelko met with Bob Baker and Scott Anderson of the University of Minnesota to finalize extension of the transitway agreement. Birk met with representatives of the Greater Association of Evangelicals regarding their exhibit.

21 - Senior staff took part in a planning session to discuss facilities.

27-30 - Hammer, Leach, Pooch, Sinclair, Jacobson, Hudalla, Birk, Tahti and McGough along with board members Simons, Fox, Baker, Lake, Paulmann, Recknor, Schmidt and Steltz attended the annual convention and trade show of the International Association of Fairs & Expositions, conducted in Las Vegas, Nev.

## December

1 - Huber and Johnson attended the 17th Annual Minnesota Human Rights Day Conference at RiverCentre in St. Paul.

5 - Hudalla, Pittelko, Sigstad and Fischler met with representatives of Qwest communications to discuss the fair's fiber optic system.

7 - Sinclair and Birk met with representatives of the Sky Ride ownership to review an appraisal of the structures and equipment.

13 - Hoffa, Sinclair and Birk met with representatives of the Minnesota High Technology Association to discuss changes to the Wonders of Technology exhibit for the 2001 fair. Johnson attended a meeting of the St. Paul Human Resource Association.

14 - A holiday luncheon for current State Fair staff was presented by the fair's employee club. Huber met with representatives of the Minnesota Federation of County Fairs, Midwest Showman's Association and Radisson Hotel South to discuss January's upcoming annual meeting.

15 - Hammer, Leach, Pooch, Sinclair, Jacobson met with society president Simons and society vice presidents Fox and Keenan to discuss specifics of establishing a State Fair foundation.

18 - Hammer met with Falcon Heights Mayor Sue Gehrz, City Administrator Heather Worthington and University of Minnesota officials Clint Hewitt and Jan Morlock regarding the University's study on recreational athletics facilities.

20 - Birk met with Gary and Martha Olson of Sweet Martha's Cookies and Neil O'Leary of the Chocolate Chip Cookie Company to discuss their operations for the 2001 fair.

21 - Senior staff met to prepare operating budgets for the 2001 fiscal year. Hudalla, Fischler, Melstrom and retired operations director Ken Wenzel met with representatives of the St. Paul Building Trades Council to discuss mutual issues.

## January

2 - Senior staff, along with Fischler, Melstrom and Clasemann, met to prioritize improvements and maintenance projects for 2001 budget consideration by the board.

4 - Legislative auditor staff Jeanine Leifeld and Susan Kachelmeyer conducted an audit entrance conference with Hammer, Jacobson and Kinnunen and Siegel; field work was scheduled to begin later in January.

5-6 - Sinclair attended and addressed the annual meeting of the Virginia Association of Fairs at Williamsburg, Va.

8 - Pooch, Hudalla, Fischler and Melstrom met with representatives of Collins Electric to discuss a contract for 2001 electrical service.

## ANNUAL MEETING

### MINNESOTA STATE AGRICULTURAL SOCIETY

Radisson South Hotel, Bloomington

January 12 - 13 - 14, 2001

### ANNUAL MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Radisson South Hotel, Bloomington, January 12 - 13 - 14, 2001

The 142nd annual meeting of the Minnesota State Agricultural Society opened Friday Jan. 12 at the Radisson South Hotel in Bloomington.

The resolutions committee met at 9:30 a.m. Saturday Jan. 13. Delegates named to the committee were Vince Peterson, Waseca County; Wendy Nickel, Faribault County; Jake Nelson, Washington County; Bob Reistad, Ramsey County; Rich Keenan, Hennepin County; Dennis Beise, Wright County; Steve Storck, Stevens County; Charlie Burns, St. Louis (Hibbing) County; Robert Nelson, Polk County.

The credentials committee met at 10:15 a.m. Saturday Jan. 13. Committee members were Flora Burfeind, Goodhue (Zumbrot) County; Joy Cohrs, Sibley County; Debbie Engblom, Isanti County; Joe Fox, Ramsey County; Rich Keenan, Hennepin County; Butch Lerum, Stearns County; Mayo Johnson, Douglas County; Ron Oleheiser, Itasca County; Lloyd Alm, Clay County.

At 1:40 p.m. Saturday Jan. 13, delegates from the second and eighth regional districts met in caucus to certify nominees for election to the Society's board of managers during the society's general business session on Sunday. Selected were: second district, John Paulmann of Gaylord; and eighth district, Chauncey Wargin of Hermantown.

Members of the Society met for breakfast at 8 a.m. Sunday Jan. 14, and at 8:30 a.m. convened in general session. President Don Simons introduced the head table and called on Secretary Hammer. Following a short video presentation on the 2000 State Fair, Hammer offered his report:

The music for the video was recorded live at the Minnesota Public Radio Booth by a local performer named Vern Sutton. Actually, he was just one of a dozen or so musicians who performed at MPR on opening day, and those recordings were assembled onto a CD of State Fair songs that's available through MPR.

The song lyrics are funny and quirky and all that, but I think the author hits the nail on the head, and there is a lot of truth in what he says. Especially the line about getting there early or you won't get a seat. We know there is an ongoing bench shortage. The old line we use is that we could issue a bench to everybody as they came through the gate and there still wouldn't be enough. But we're working on it. The recurring theme that keeps coming back in the song is that the State Fair brings us together, all of us as one really big family celebrating what's best about us. Our best agriculture, our best art and our best industry, and what's best about us as people. All of us as Minnesotans. The fair reaffirms this every year, and in a very positive sense.

As an event, the State Fair is about as firmly established as it can possibly be. It's as much a part of Minnesota culture as our weather and our lakes and our mosquitoes and hot dish. Joe Soucheray, the columnist for the St. Paul Pioneer Press and radio host here in the Twin Cities on KSTP, said there are two things that every real Minnesotan knows: where Mille Lacs is and the dates of the State Fair. Another media person, a writer for the Minneapolis Star Tribune, was a first-time visitor to the fair this year, says that the fair is a Norman Rockwell painting that hums "America the Beautiful." She says, and these are her words, "The flow of energy exudes innocence and happiness." Tell that to Art Blakey, our chief of police, at 10:30 on a Saturday night. But it's true. The fair is good. It's what's best about us all.

As an institution, the fair is older than the state itself. The first ag society was a territorial society, founded in 1854, four years before Minnesota was a state. It was here long before we were and it will be here long after we're gone. So it means, then, that our role as a society is that of stewardship - of caretakers of this great institution. It's our obligation, in the time that we have, to do the best that we possibly can to provide for fair visitors now and in the future. The event itself is thriving, and while it's certainly challenging to present a great fair every year, that's not the biggest challenge that we will

face. The biggest challenge for the ag society in the next decade or two will be our facilities.

Let's talk about the fairgrounds for a few minutes. Our fairgrounds have been the envy of many for a long time, and rightly so. The design is unique, a great amount of foresight and love went into the every part of the grounds. Over the years, and right up through the present, the society has invested every dime it possibly could into maintaining and improving the facilities. I'm sure you are all aware that the state doesn't contribute anything to take care of the place. Although the fairgrounds are state property, no tax money of any kind has been used. The State Fair - the Ag Society - does it all out of its own pocket. I believe that we've done a good job, but taking good care of what's there is no longer enough. We need to turn it up a notch. We have to do the right thing. The right thing is seldom the easy thing. Nothing really worth doing is ever easy.

Look what we're competing with now. Look how people's standards are changing, and how their expectations are rising. In the Twin Cities alone, the public facilities are growing more and more impressive. The new hockey arena in downtown St. Paul, which is publicly financed, opened a few months back, and it's beautiful. The people who run the Twin Cities' other publicly-financed arena, the Target Center in Minneapolis, got a serious case of arena envy. The Target Center people said they need 34 million dollars in improvements because they don't want to be a 1990s arena - they want to be a 2000 arena like the one in St. Paul. Thirty-four million dollars because they're so '90s. Hey, so are we. In some cases, 1890s. Our Grandstand was built in 1909 - five years before World War I. The Wright Brothers were barely off the ground. The Titanic hadn't sunk yet. It wasn't even built. People rode to the fair in horseless carriages. You can see where this is heading.

We're not pro sports facilities and we don't pretend to be and thank God for that. The State Fair is the State Fair, and we're proud of our heritage, and we're proud of our grounds and we're proud of who we are and the great history that oozes from everywhere. People don't expect the same thing from their fair that they do from a pro sports arena, and they shouldn't, but it's still a fact that standards are rising. And we need to rise, too, and meet the challenge.

Our event is as fresh and as vital as ever, and we're going to step things up with our facilities, too. Here's what's on tap in the coming years. . . Our Grandstand may be old, but it's sound. We've had it inspected stem to stern and it's in good shape. If we take care of it, it will last another hundred years, and we intend to do just that. We plan on totally renovating the building - inside and out. We're starting preliminary structural work already this year.

Also coming soon is a new international Bazaar facility. It was built in 1970 as the Mexican Village and it was only intended to last five or six years. Here we are 31 years later and still using it. It's ready to be replaced. While we're at it, Heritage Square could use a once-over, too.

Another project on the near horizon is a transit hub - a bus center - to serve the hundreds of thousands of people who ride buses to the fair. Right now, we basically drop them in a parking lot and herd them across the street. We do the best we can with what we have, but our guests deserve better, and we'll give them better.

Agri-Land is due for a major expansion. It started modestly four fairs back and it's stayed modest. It's time for Agri-Land to grow.

And building roofs, and bathrooms. Boy do we need those. We're replacing the Horse Barn roof this year. That's a big one that's needed work for quite some time. But there are more, lots more to do.

Along with these big projects are the usual hundreds of maintenance and improvements needed to take care of 320 acres and 70-some buildings, and all the utilities and infrastructure that go with it. That's a lot of work, and it's going to be mighty spendy, but we don't plan on doing it all at once. And we can't do all this work with just the revenue earned from our operations. So to help us take the next step, the State Fair's board has authorized preliminary work on the creation of the Minnesota State Fair Foundation. The foundation will serve as the fund-raising arm of the society. The mission will be to raise funds to do three things - preserve the tremendous heritage of the State Fair, to help build our future and to maintain and expand our educational programs. We're not reinventing the wheel, here. Many institutions work very successfully through foundations. The Minnesota Zoo has a good one, many arts organizations work through foundations, and several big fairs around the country have all been able to accomplish much through foundations. It's our aim to do the same thing. We are currently working to obtain legislative authority to create a foundation during the current session, and we will shortly begin working on the nuts and bolts. I can't really give you any more details because we don't have them yet, but I plan to report to you next year at this time that the foundation is up and running and a reality. It'll take time to get going, and nobody is counting on the foundation as the sole solution to our challenges. It won't be. What it will be is an important part of what we already do. This is a golden opportunity to do something that's good for the State Fair that can contribute far into the future long after we're gone. That's what stewardship is about.

So far, I've looked ahead, but it would be wrong if I didn't also look back a little at the 2000 State Fair. I won't review the numbers or any of that business in the handout that our marketing folks did such a fine job of putting together, but I will say that financially we're in the best shape we've ever been, and that's good because we need it to get started on those big projects. I also, throughout the year, had reaffirmed, time and time again, the dedication, the pride, the real sense of ownership that our entire staff shows day in and day out, during the middle of the fair and in the middle of January. And that's what makes us tick. Let me give you just one quick example.

We had a little rain. The second Saturday of the fair was our largest day of the year with more than 200,000 people attending. Under any conditions, it's tough cleaning up after that many people and getting the fairgrounds ready for another day. At the end of this day, however, it was complicated by rain. Lots of it. From the last of the fireworks at 10:35 p.m. and for the next hour and a half, it poured nearly four inches. We were under water. Everything turned to soup. That night and through the morning, our facilities crew and sanitation people did an unbelievable job of getting the fairgrounds back together. We had building superintendents come back in the middle of the night to do whatever they could to help. At 6 a.m., the grounds were ready for another day, and they looked great. You know what a drowning man who's been rescued looks like when he's pulled into a boat? How about someone who's just stepped out of the shower? They're both all wet, but they have a distinctly different attitude. Well, the fairgrounds were like the latter. Instead of the place looking like it had just been pumped out, which it should have, it looked like it had been scrubbed clean. Our sanitation and facilities crew did an astounding job. I was amazed at the time and I am just as amazed today.

We have a number of employee recognition programs, and the most important fair-time award is the One Goal Plus Award, presented this year to five people who consistently went above and beyond the call in providing exceptional customer service. One of this year's winners is here with us today and I'd like to ask him to come on up. Jake Bozony has been involved with the fair since 1949 and he now serves as our Modern Living and Bazaar building superintendents. Congratulations, Jake, and thanks for your hard work. Please give him a nice hand. Another man who deserves recognition is Melvin Sprengler from Plato. Please stand, Mel. Mel's family has exhibited cattle at the fair for 60 years, and Mel has been involved as one of our best show judges for many years. Yesterday, he was named to the Minnesota Livestock Breeders Hall of Fame. Congratulations, Mel.

Without our remarkable staff - full-timers, part-timers, fair-timers, nearly 4,000 of them in all - without our staff, we really have nothing. So please, every one here today who's a part of our family of staff, please stand. On behalf of the two and a half million people who use the fairgrounds every year, thank you! Please, give them a nice hand.

Thanks also to our dedicated board for their leadership and support. Thanks to our family of concessionaires and exhibitors whose high standards are matched only by our own. Thanks also to all of those who compete at the fair - they're the heart and soul of what we're about. Thanks to everyone who works so hard to make the fair a reality.

On a personal note, thank you all for the opportunity to serve. God bless you all.

Hammer's report was accepted by the membership.

Credentials committee chairman Ron Oleheiser of Grand Rapids presented the following committee report, which was adopted by the membership:

All credentials have been found to be in order with the following exceptions: Minnesota Brown Swiss



Breeders did not file with the Secretary of State by 12/20/00 and did not submit an original credential form.

The committee approved a motion to allow signature stamps and faxed credentials.

The report of the resolutions committee was presented by committee chairman Vince Peterson of Waseca. The following resolutions were adopted by the membership.

1. Resolved, that the Minnesota State Agricultural Society express gratitude to all who contributed to the Great Minnesota Get-Together of 2000, including all members of the full-time and fair-time staff, the board of managers, exhibitors, entertainers, sponsors, media, purveyors, contractors, advertisers, youth and school groups, implement dealers, manufacturers and members of 4-H and FFA.
2. Resolved, that we express our appreciation to the 1,682,625 visitors to the Minnesota State Fair 2000 and acknowledge that our existence is dependent upon the happiness and welfare of those who wish to be entertained and educated through an unparalleled forum of knowledge, ideas and unique experiences. Let it be further resolved, that we continue to serve our patrons by offering exceptional values and outstanding customer service while showcasing Minnesota's finest agriculture, art and industry.
3. Resolved, that the society will maintain its fundamental mission to promote Minnesota agriculture and industry by vigorously seeking new and diverse methods of presentation. We further resolve to preserve agriculture and its related industries as the cornerstone of the exposition.
4. Resolved, that we acknowledge with great regret the loss of members of the society in the last year including: Waino Kortemaki, FFA Barnyard Superintendent, 1981 recipient of the 50-Year Award and 1996 Lifetime Membership recipient; and John Ady, State Fair staff night watchman. We extend our sympathy to the family and friends of these fine and admirable gentlemen.
5. Resolved, that the affiliations between the society, the International Association of Fairs and Expositions, the Minnesota Federation of County Fairs and the Midwest Showman's Association are valuable in furthering the fair industry in this state and nationally and that the society will continue its strong relationships with these and other organizations dedicated to professional improvement.
6. Resolved, that the society extends its thanks and sincere appreciation to all who contributed to the success of its 142nd annual meeting.

The Society then proceeded to conduct elections as follows:

Don Simons of Grand Rapids, president, one-year term; Joseph Fox of Maplewood, fourth district vice president, two-year term; John Paulmann of Gaylord, second regional district, three-year term; Chauncey Wargin of Hermantown, eighth regional district, three-year term; Kenneth R. Wenzel of Roseville, honorary life member.

There being no further business before the body, the 142nd annual meeting of the Minnesota State Agricultural Society was adjourned.