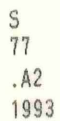


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1993—CELEBRATING 100 YEARS OF THE FERRIS WHEEL

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The Minnesota State Agricultural Society is charged with the conduct of the annual State Fair as well as control and management of the State Fairgrounds. As required by statute, a preliminary report on fiscal 1993 was submitted to the governor on Dec. 30, 1993. Following the society's annual business meeting and the examination of its books and accounts by the legislative auditor, the following complete annual report has been printed and distributed.

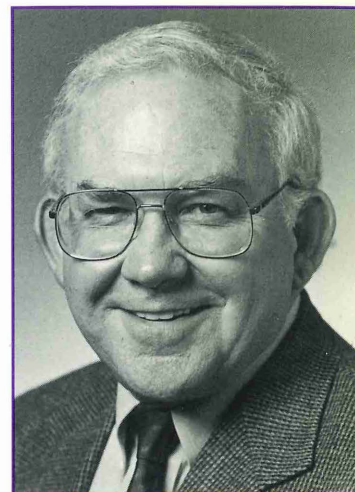
REPORT OF MIKE HEFFRON EXECUTIVE VICE PRESIDENT

The rhythmic tattoo of rain across the prairie—at first welcome, later an irritation and finally a signal of misfortune—caused apprehension throughout the exposition fraternity during the spring and summer of 1993, especially down the length of the Mississippi River basin.

In many areas of Minnesota crops failed, while others would not fail having never been put in the sodden ground. Farm acreage covered by water turned to flooding on main street and economic distress turned to personal loss.

To the south, the flood crest pounded its way through Iowa and Missouri exacting its toll in small communities and metropolitan areas alike. Agribusiness and the family farm took a near-fatal blow during the summer of 1993.

Meanwhile back at the fairgrounds, another chapter in the struggle for survival in Minnesota was being played out. Major, long-line farm implement manufacturers, beset by weak markets and limited resources, began to retreat from their high profile at the Minnesota State Fair. Ford and Case I-H pulled out of the show, while John Deere used its expansive exhibit complex to demonstrate yard and turf equipment instead of tractors and combines.



After five decades or more as the premier showcase for America's farm equipment industry, the exposition was now adjusting to a transition as that industry downsized to accommodate a declining customer base.

With these apparent deficits in hand, the board and staff swallowed hard, opened the door on the '93 State Fair and never looked back.

And as the fates would have it, looking back was not necessary. Opening day dawned clear and sunny, hot, but comfortable, and that proved the precursor for 12 days of almost perfect weather. What little bad weather we did experience arrived overnight or in the early morning hours; our public event schedule was nearly free of rain.

To add to the good news: Competition was strong with several departments establishing record entry levels; prize money went up to \$459,000. Entertainment events were well attended and well received—Grandstand concert and auto racing programs drew 168,000 fans while Coliseum horse show and rodeo contests attracted another 32,000

spectators. Outside gate attendance was over 1.6 million for only the third time in State Fair history.

Commercial exhibit and concession space was in high demand in 1993 as it has been for many years. This demand makes choices difficult, but improves quality and diversity.

Financial impact was positive and unusually strong; spending was up from the year before. Outside gate and parking generated a record \$6.1 million. The exposition's share of food and beverage sales topped out at \$1.2 million, another record amount. Gross business on the Royal American Shows Midway exceeded \$2 million for the first time meaning rental income for the fair in excess of \$925,000.

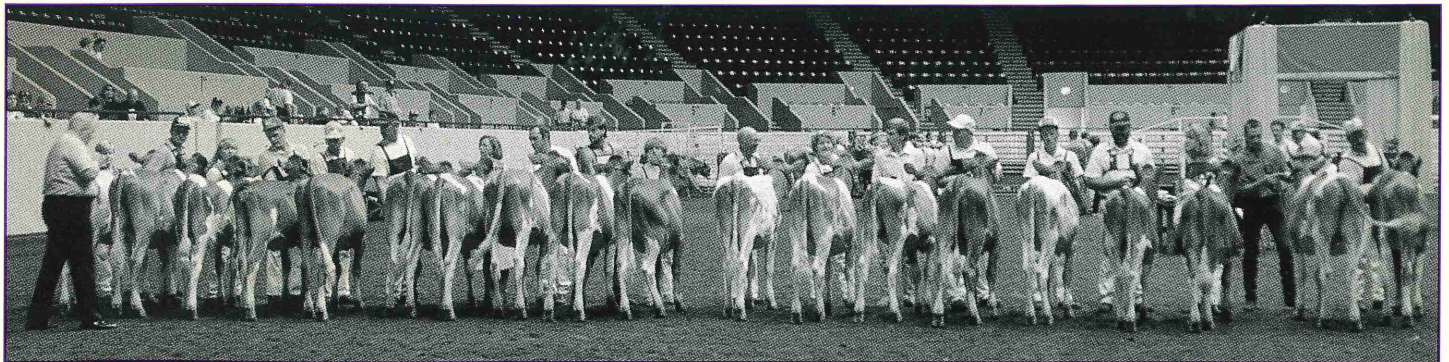


Although not directly related to the fair itself, it should be noted that efforts to increase off-season, commercial use of the exposition facilities were particularly successful in 1993; a gross of \$1.2 million produced a net of \$635,000. This income stream is an important increment in the fair's budget for physical plant maintenance.

As one might expect, State Fair production costs were higher in '93, although hardly disproportionate to the scope and quality of the presentation and the unusual demands of handling a large audience.

In the final analysis, our 1993 fair was both successful and productive. We now move ahead into 1994 with an eye towards improving the presentations, seeking out new and innovative programs, protecting our traditional values while at the same time seeking an expanded audience.

Above all we must acknowledge a changing society in a changing world. We must adjust our perspective accordingly so the mirror we hold is keenly reflective of Minnesota entering the 21st century. To that task we pledge our best efforts.



STATE FAIR OFFERED GREAT DEALS IN 1994

The fair has long been recognized as one of the Midwest's best entertainment values, and in 1993, fair patrons were presented with a huge selection of money-saving options designed to make the fair even more affordable.

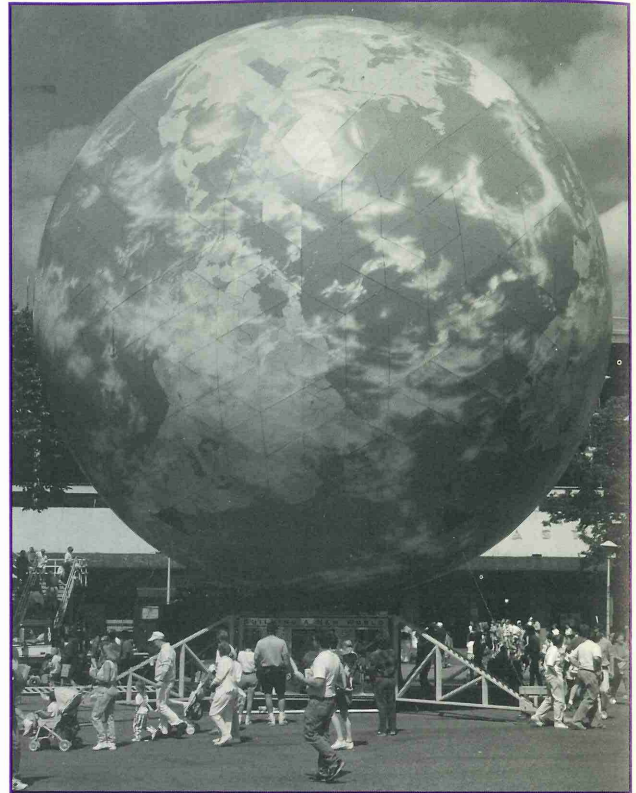
The fair opened with Family Day, when adults were admitted on a kids ticket and youngsters 12 and under were admitted free.

Seniors Days were presented Aug. 30 and Sept. 2, when people 65 and over were admitted free. Tuesday Aug. 31 was Kids Day, when youths 12 and under were admitted free.

Labor Day marked the debut of Last Chance Day, when hundreds of commercial exhibitors offered sale prices on a huge selection of food and merchandise.

Discounts on Midway rides, games, attractions and concessions were offered all day on Kids, Family and Last Chance Days, as well as on all weekday mornings from 9 a.m. to noon.

Food and beverage bargains were offered every day through the Fair Deal promotion. Over 200 food vendors participated in the program by offering reduced prices, combination meal deals and other ways to save.



1993 MINNESOTA STATE FAIR

| Date | Designation | Weather (temp., precip.) | Attendance |
|--------------------|--|-----------------------------|------------|
| Thursday, Aug. 26 | Family Day | 89-70, .10" | 76,410 |
| Friday, Aug. 27 | Fine Arts and Handicrafts Day | 77-62, .72" | 118,916* |
| Saturday, Aug. 28 | FFA Day | 75-57, none | 171,963 |
| Sunday, Aug. 29 | Milk Run Day | 74-62, none | 157,163 |
| Monday, Aug. 30 | Seniors Day and 50 Year Award Day | 72-56, .73" | 95,619 |
| Tuesday, Aug. 31 | Kids Day and Education Day | 70-49, none | 118,036* |
| Wednesday, Sept. 1 | Natural Resources Day | 74-51, none | 114,256 |
| Thursday, Sept. 2 | Seniors Recognition Day and Volunteer Recognition Day | 77-59, .03" | 112,207 |
| Friday, Sept. 3 | Veterans Day | 69-52, none | 142,843 |
| Saturday, Sept. 4 | Agriculture Day | 73-53, none | 198,124 |
| Sunday, Sept. 5 | 4-H Day | 65-44, none | 179,616 |
| Monday, Sept. 6 | Last Chance Day and Miller Genuine Draft 300 Race Day | 69-46, none | 116,172 |
| Total Attendance | | | 1,601,325 |

* Indicates record attendance

Each weekday of the fair, visitors could take advantage of more savings through "Happenings—Weekdays at the Fair" discount coupon booklets. The booklet featured 94 coupons good for discounts on food, merchandise and attractions, and sold for \$4.50 (\$4 in advance).

Outside gate admission prices in '93 were \$4.50 for adults and \$3.25 for kids ages 5 through 12 and seniors 65 and over. Kids under 5 were admitted free. Advance sale tickets were \$3 for adults and \$2.25 for youths and seniors; advance tickets were available at the State Fair and Holiday Station Stores throughout Minnesota and western

Wisconsin.

To encourage carpooling, parking in fairgrounds lots was free for vehicles with four or more passengers. Parking was \$3 for vehicles with less than four occupants.

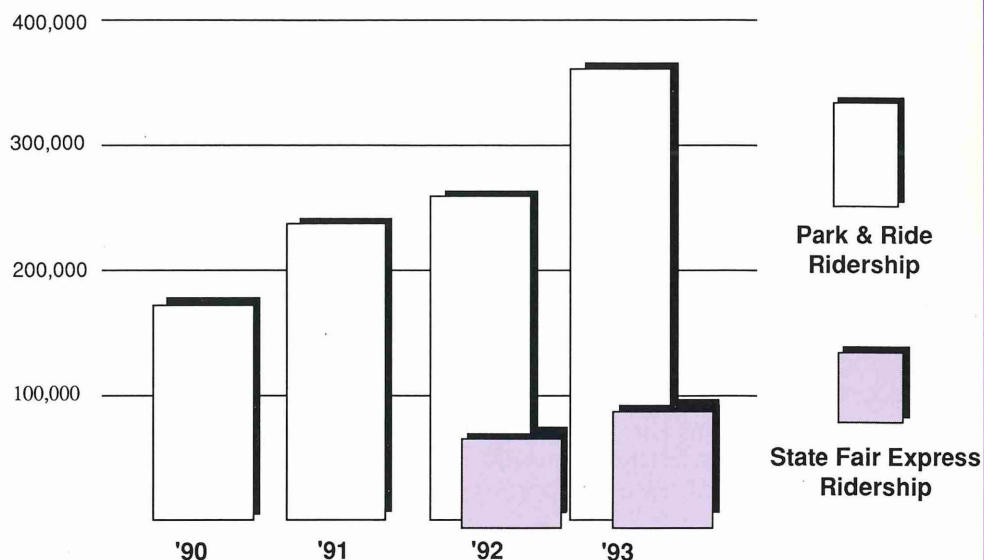
The State Fair's Park & Ride system featured free parking and free bus service to the fairgrounds from 18 nearby parking lots. A total of 366,032 people used the Park & Ride System in '93.

Riders of MTC regular route and shopping mall express buses received a \$2 discount on State Fair gate admission. This discount was also offered to riders of Metro Mobility carriers. MTC State Fair Express buses carried an additional ridership of 84,272 fair visitors in '93.

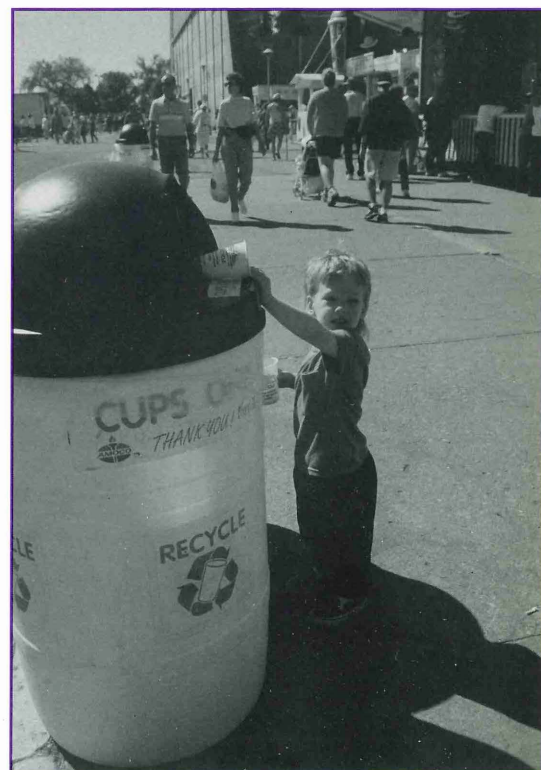
The State Fair's beverage cup recycling program, launched three years ago, enjoyed its most successful year yet in '93. Seventy-three percent of the laminated polystyrene cups used during the fair were recovered and recycled. This compares to a 63 percent recovery rate in '92 and 51 percent in '91. Typically, public events and institutions that have recycling programs recover 25 percent of recyclable materials.

The State Fair has recycled 7.1 million cups during the past three years. This total represents the majority of beverage cups used at the fair since '91 and accounts for 50 tons of recycled plastic. Plastic from State Fair cups has been used to manufacture building insulation board, video cassette cases, egg cartons and office equipment.

PARK & RIDE, STATE FAIR EXPRESS BUS RIDERS
(1990 - 1993)



PERCENTAGE RECOVERY RATE OF RECYCLABLE BEVERAGE CUPS USED AT THE STATE FAIR
(1991 - 1993)



NEW ATTRACTIONS

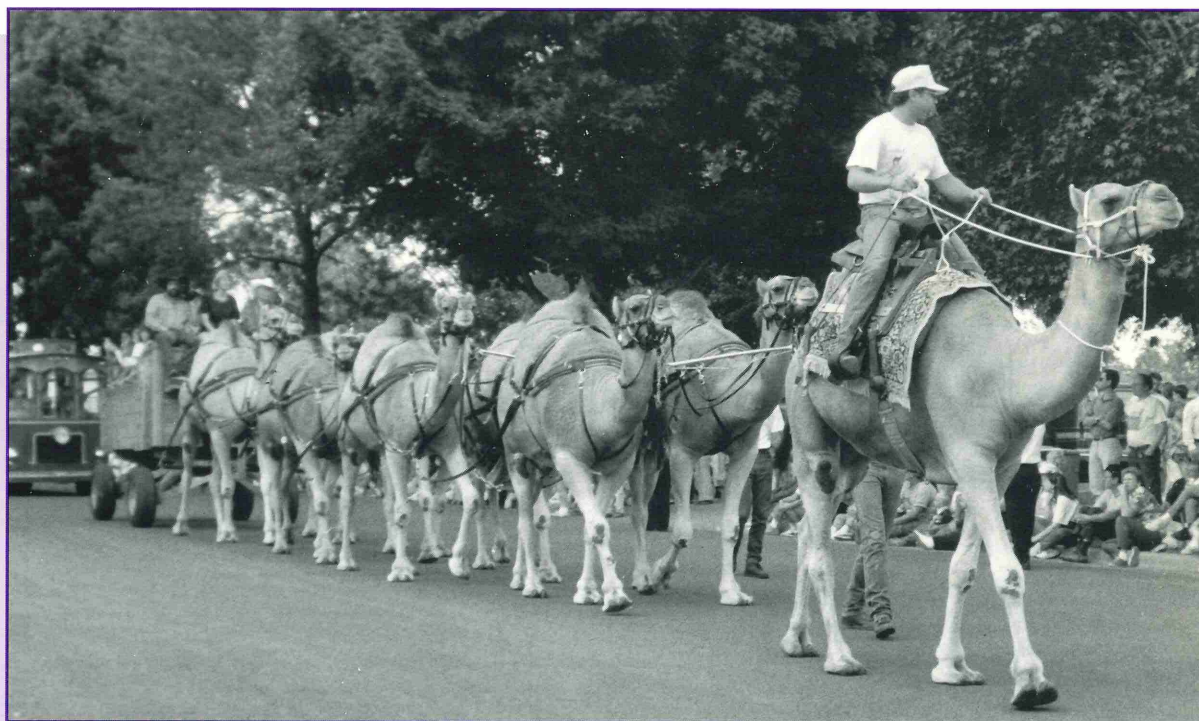
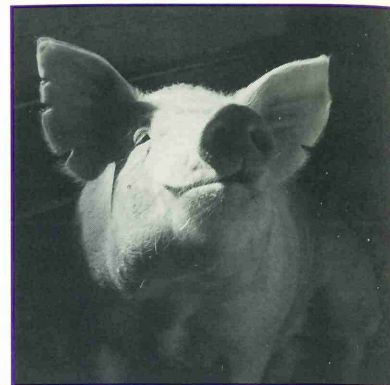
Fair visitors were treated to a variety of new attractions at the '93 exposition. Perhaps the most popular new feature of the fair was one that familiarized visitors with one of the exposition's oldest elements. Barn Tours, free guided tours of the State Fair's livestock complex, helped reacquaint city folks with agriculture and the livestock industry.

Public response to the free guided tours was terrific. Many who took the tours commented that the program did a great job explaining the finer points of hogs, hens and horses. Along the way, Barn Tourists learned dozens of facts about livestock farming, including these: Mother sows use a built-in "dinner bell" to let their young know it's chow time, chickens have ear lobes and cows' horns serve as air conditioners.

Guiding the tours were retired and semi-retired farmers as well as college students with backgrounds in agriculture.

Also new in '93 was the Bass Bin—a giant aquarium stocked with Minnesota game fish. Large crowds attended daily fishing demonstrations at the bin, and thousands of other fair visitors found the 5,000-gallon fish tank to be a fascinating attraction even without the demonstrations.

The Biggest Little Circus on Earth, a 40,000-piece miniature circus model, was displayed free of charge. Also offered free was Encyclopaedia Britannica's Century of Fashion, featuring two-dozen mannequins illustrating 100 years of American sartorial style.



Nine dromedary camels joined the State Fair's more traditional menagerie of farm animals and attracted thousands to their display area near the Coliseum. The camels also appeared in the State Fair's daily parades.

Amusement rides went high tech in '93 with the debut of the Iwerks Reactor. This 18-seat simulator theater combined sight, sound and motion to create a thrilling chase scene from the movie "Robocop III."

A new Kiddieland was established on Machinery Hill and was greeted with enthusiasm by families with young children.

Also new at the fair was a 60-foot tall giant globe, constructed by Minnesota elementary school students through the University of Minnesota's Building a New World project.



POPULAR RETURNING ATTRACTIONS

Sand and sculpture was back in '93 after a successful debut the previous year. Proex Photo Systems created a mammoth walk-through sand sculpture titled "Inside the Enchanted Castle." The huge work of art, built from 1,400 tons of sand, featured three castle towers and vignettes from seven fairy tales including Aladdin, Alice In Wonderland and the Wizard of Oz.

The sand sculpture was created by an international team of nearly 40 sculptors and laborers who worked on the enormous project for three weeks prior to the fair.

Bungee jumping also returned to the fair for a second year. New for '93 were professional bungee jumping shows. Daredevil acrobats and divers drew capacity crowds to the 110-foot-tall bungee tower for four free performances daily. Even more entertaining were the public jumps between shows, when daring fair visitors took the plunge.



GRANDSTAND

The fair's star-studded \$2 million Grandstand concert lineup attracted 150,000 enthusiastic fans. The best-attended concert was the fair's opening night sold-out show starring Clint Black and Wynonna. Wynonna earned a huge cheer from at least half the audience when she complimented her co-headliner by saying "Life's too short to work with ugly men."

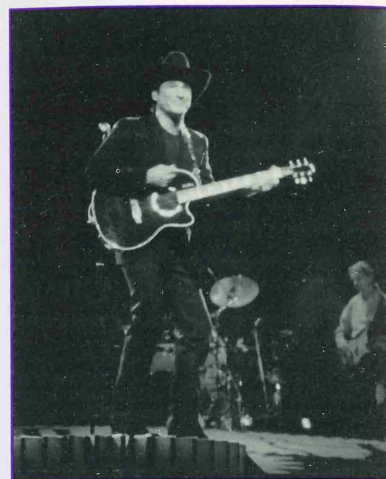
Perennial Grandstand favorite Alabama, along with hot Canadian vocalist Michelle Wright, performed to a nearly sell-out crowd on Sept. 4. During the concert, Alabama's Randy Owen invited four youngsters from the audience to sit with him on the edge of the stage while the group performed "Angels Among Us."

The Beach Boys along with America drew the third-highest ranking attendance, playing to 17,929 fans during two shows on Sept. 5. Television star John Stamos sat in with the Beach Boys as special guest drummer. In mid-song, he bounded from the stage and went out to meet the audience, where he shook hands with hundreds of fans.

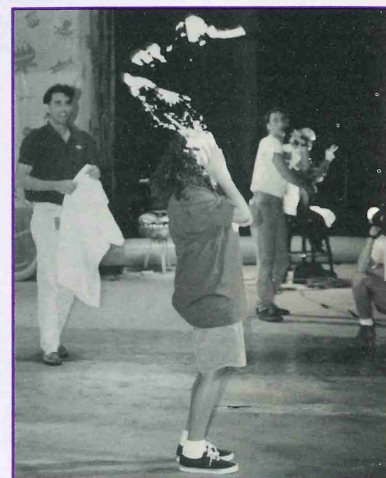
It wasn't only the concerts, however, that drew large crowds to the Grandstand. On Labor Day, more than 18,000 race fans turned out to see Johnny Benson, Jr., roar to victory in the Miller Genuine Draft 300 late model stock car race.

1993 GRANDSTAND ATTENDANCE

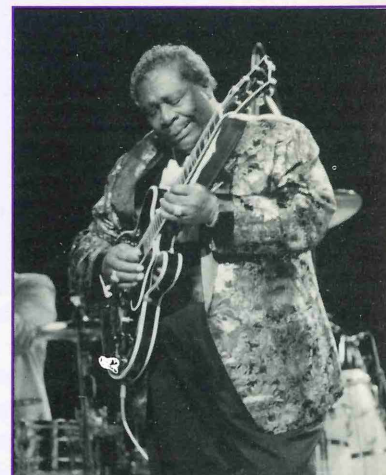
| Date | Attraction | Ticket price | Attendance |
|---------|---|--------------|----------------|
| Aug. 26 | Clint Black and Wynonna with Michael Johnson | \$15 & \$8 | 21,186 |
| Aug. 27 | Bob Dylan and Santana | \$15 & \$8 | 14,538 |
| Aug. 28 | Hank Williams Jr. and Aaron Tippin | \$12 & \$7 | 9,844 |
| Aug. 29 | Blues Music Festival '93: B.B. King, Buddy Guy, Eric Johnson | \$15 & \$8 | 11,971 |
| Aug. 30 | Barry Manilow with Kyle Vincent | \$15 & \$8 | 9,587 |
| Aug. 31 | Nickelodeon's Wild & Crazy Kids (afternoon) | \$9 | 3,380 |
| Aug. 31 | Nickelodeon's Wild & Crazy Kids (evening) | \$9 | 2,408 |
| Sept. 1 | Def Leppard with Ugly Kid Joe | \$15 & \$8 | 18,064 |
| Sept. 2 | Superstars of the Lawrence Welk Show | \$10 & \$5 | 4,153 |
| Sept. 2 | Coca-Cola Fireworks Spectacular with Keith Brion and his New Sousa Band | \$10 & \$5 | 3,938 |
| Sept. 3 | Dolly Parton with Sammy Kershaw | \$14 & \$8 | 12,101 |
| Sept. 4 | Alabama with Michelle Wright | \$15 & \$8 | 20,911 |
| Sept. 5 | The Beach Boys with America (afternoon) | \$12 & \$7 | 7,218 |
| Sept. 5 | The Beach Boys with America (evening) | \$12 & \$7 | 10,711 |
| Sept. 6 | Miller Genuine Draft 300 stock car race | \$12 & \$8 | 18,062 |
| | Total | | 168,072 |



Clint Black thrilled a sell-out audience on Aug. 26. Wynonna co-headlined the show.



Audience members participated in messy fun during two performances of Nickelodeon's Wild & Crazy Kids on Aug. 31.



Blues legend B.B. King wowed the crowd as headliner of Blues Fest '93 on Aug. 29.

FREE ENTERTAINMENT

The fair's spectacular free entertainment schedule featured over 700 performances in 1993. Nationally-known recording artists were featured at the Miller Genuine Draft Bandshell, Minnesota-based acts performed at the



Cal Spas Stage in Baldwin Park and a variety of music and comedy was featured at the Leinenkugel Stage in the Bazaar. Other shows took place at stages in Heritage Square, Children's Theater, the 4-H Building, Natural Resources Park and the Ramberg Senior Center.

Further free entertainment was provided during the fair's nightly mall parade, which in '93 was



highlighted by nine dromedary camels, eight of which formed a majestic hitch. The parade also featured the State Fair High School Marching Band competition, won by Anoka High School (Class AA) and Winona Cotter (Class A).

FREE STAGE PERFORMERS

Miller Genuine Draft Bandshell

| | |
|-----------------|--|
| Aug. 26-29 | John Michael Montgomery The Mamas & The Papas Darryl & Don Ellis |
| Aug. 30-Sept. 2 | Molly & The Heymakers Asleep At The Wheel Clinton Gregory |
| Sept. 3-6 | Gary Puckett Evangeline Matthews, Wright & King |
| Aug. 26-Sept. 6 | Ray Kornischke's State Fair Orchestra |

Leinenkugel's Leinie's Lodge in the Bazaar

| | |
|-----------------|----------------------------------|
| Aug. 26-29 | Latin Sounds Jim Barber |
| Aug. 30-Sept. 2 | Jeff Dunham The Irish Brigade |
| Sept. 3-6 | Gary Mule Deer Nubian Men |
| Aug. 26-Sept. 6 | The Comedy Hour |

Cal Spas Stage in Baldwin Park

| | |
|-----------------|--|
| Aug. 26-29 | The Rockin' Hollywoods Power The Jets |
| Aug. 30-Sept. 2 | Spirit Stoney Lonesome Minneapolis Gospel Sound |
| Sept. 3-6 | Jumbo Ya Ya The Bone Tones The Frogtown Cajun Hotshots |
| Aug. 26-Sept. 6 | Cliff Brunzell & The Golden Strings |

Heritage Square Stage

| | |
|-----------------|--|
| Aug. 26-29 | Don Edwards & Waddie Mitchell Sons of the San Joaquin |
| Aug. 30-Sept. 2 | The Chmielewski Band Bill Miller |
| Sept. 3-6 | Riders In The Sky The Medicine Show Music Company |

Children's Theater

| | |
|-----------------|---|
| Aug. 26-29 | The Gizmo Guys The Teddy Bear Band Magic With A Twist |
| Aug. 30-Sept. 2 | The Flyers Jerry Frasier James Wedgwood |
| Sept. 3-6 | Splatter Sisters Curly Lasagna-Live & Cookin' Bob Condon-The Wizard of "Ah's" |
| Aug. 26-Sept. 6 | Sean Emery |



COMMERCIAL EXHIBITS

Over 1,300 commercial exhibitors offered a staggering array of goods, services, food and amusements, utilizing 4.3 million square feet of indoor and outdoor exhibit space. Retailers, manufacturers, educational institutions, artists, politicians, news media and a wide variety of government agencies provided fair visitors with the largest and most diverse marketplace in the region.

Included in this eclectic group were 350 culinary concessionaires who combined to create the upper Midwest's largest smorgasbord. New foods introduced at the fair in 1993 included corn fritters, fried green tomatoes, blooming onions, hot apple cinnamon buns and an assortment of kosher vegetarian dishes.

Special commercial display areas included the international Bazaar, with food and merchandise from around the world. Heritage Square featured an early-American-themed arts and craft area and 80-acre Machinery Hill showcased farm and yard equipment. Royal American Shows provided fair visitors with a varied lineup of rides, shows, games and Kiddieland attractions. Other amusements included the Sky Ride, Space Tower, Ye Old Mill, Giant Slide, Haunted Mansion, Antique & Classic Car Show, River Ride and arcades.

COMPETITIVE EVENTS

Record prize money totaling \$459,000 along with hundreds of ribbons and thousands of trophies, were awarded to winning exhibitors in the State Fair's variety of agricultural and creative contests. Over 35,000 entries in a diverse group of categories were displayed at the fair, including livestock, fine arts, fruit, baked goods, crops, school projects, vegetables, crafts, bee and honey products, flowers, butter and cheese.

Competitive exhibits were found in a variety of locations around the fairgrounds including the Arts Center, 4-H, Education, Creative Activities and Agriculture and Horticulture Buildings, Ramberg Senior Center and Empire Commons. Cattle, sheep, swine, dairy goats, llamas, horses, turkeys, rabbits, chickens, pigeons and waterfowl were housed in the fair's vast livestock complex—nine buildings with six show rings and stabling for 8,000 animals.



Other contests included the 21st annual State Fair Amateur Talent Contest and the ninth annual Milk Run. Winner of the talent contest's open division was Excalibur, a barbershop quartet from the Twin Cities area. Seventeen-year-old Jennifer Larson tap danced into first place in the

teen division. Joshua Peterson, a 10-year-old from St. Paul, captured the top prize in the preteen division with a piano solo.

Winners of the five-mile Milk Run, held Aug. 29, were Jill Anderson of Duluth (women's division) and Dan Streble of Green Bay, Wisc., (men's division).

During ceremonies held at the Bandshell on Sept. 2, Sally Goblirsch of New Ulm and Matthew Little of Richfield were named Minnesota's Outstanding Senior Citizens. The recognition program, honoring a statewide group of seniors for community service, is sponsored by the Minnesota State Fair, Minnesota Board on Aging and the Minnesota Federation of County Fairs.



STAFF

The State Fair's executive vice president, Mike Heffron, implements policy set by the board of managers through a full-time staff of 50 people. This core of year-round staff handles duties such as building, grounds and vehicle maintenance along with security services and off-season events. Administrative functions include accounting, competitive events, entertainment, commercial space rental and marketing.

The success of the annual State Fair hinges largely on the efforts of a seasonal staff that grows to over 2,400 by fair time. State Fair superintendents provide direction for a variety of functions performed by part-time staff including parking, admissions, sanitation and public safety services, along with the activities of each of the exposition's competitive departments.



1993 FAIR-TIME SUPERINTENDENTS

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



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

BOARD OF MANAGERS

The State Fair is governed by the Minnesota State Agricultural Society—an agency of the state charged exclusively with the operation of the exposition and maintenance of the fairgrounds. The society is made up of delegates from the state's county fairs and various agri-business groups. Every January, these delegates meet to conduct formal society business, including the election of officers to fill alternating terms on the 10-member State Fair board of managers. Board members set policy for the administration of the fair, serve on committees dealing with specifics of the fair's operation and provide a liaison between the board and various State Fair departments. The State Fair board is made up of one representative from each of the society's nine regional districts plus a president, who serves at-large.



OFF-SEASON EVENTS

Off-season events held on the State Fairgrounds are an important source of revenue, with rental of fair facilities annually providing more than 10 percent of the fair's gross operating income.

During 1993, nearly 500,000 people attended off-season events at the State Fairgrounds. These events included commercial sales, antique and craft shows, sports events and horse and livestock shows.

Hockey and skating events at the Coliseum ice arena attracted 40,000 visitors. The Coliseum hosted 72 hockey games during the '93-'94 season and served as home ice rink for Irondale, Mahtomedi and St. Bernard's-St. Agnes high schools, Hamline University and the University of St. Thomas. In addition, a public skating and jogging program was featured weekdays from 11:30 a.m. to 1 p.m.

A total of 58 other special events attracted 453,187 people to the fairgrounds. These included commercial sales, livestock shows, antique and collector exhibits and an all-day family festival featuring popular children's TV character Barney the dinosaur along with other children's entertainment.

TOP OFF-SEASON EVENTS OF 1993

| Event | Date | Attendance |
|-----------------------------------|----------------|------------|
| Wilson's Great Big Leather Sale | Oct. 20-25 | 80,000 |
| Family Fest '93 | June 27 | 37,000 |
| Horse Expo | April 24-25 | 24,400 |
| MN Street Rods Back to the '50s | June 18-20 | 22,277 |
| Antique Spectacular & Flea Market | April 17-18 | 20,000 |
| Country Folk Art Show | May 14-16 | 20,000 |
| Antique Spectacular & Flea Market | June 12-13 | 20,000 |
| Country Folk Art Show | Sept. 24-26 | 20,000 |
| Midwest Pet Fair | April 30-May 2 | 15,000 |
| Now Sports Bike Sale | April 15-19 | 12,000 |
| Kinney Shoe Liquidation Sale | Oct. 10-17 | 12,000 |

DEMOGRAPHICS

Visitors to the State Fair come from literally all over the world, but the majority of visitors live within a 100-mile radius that centers on the Twin Cities and encompasses central and southern Minnesota and western Wisconsin.

A demographic study of fair visitors conducted in 1993 shows that all age and income groups are well represented in the State Fair's audience, with higher than normal attendance recorded among 25- to 34-year olds and 45- to 54-year olds.

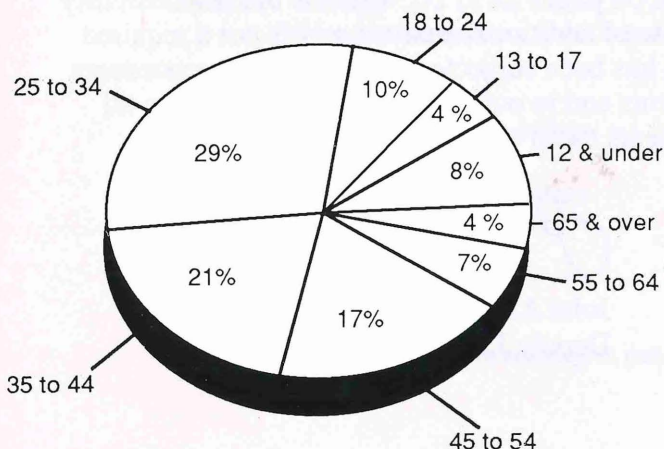
Among those interviewed for the study, frequency of attendance ranged from once every five

years to 45 visits during that time span. The average number of trips to the State Fair for people living within the exposition's primary drawing radius is once a year.

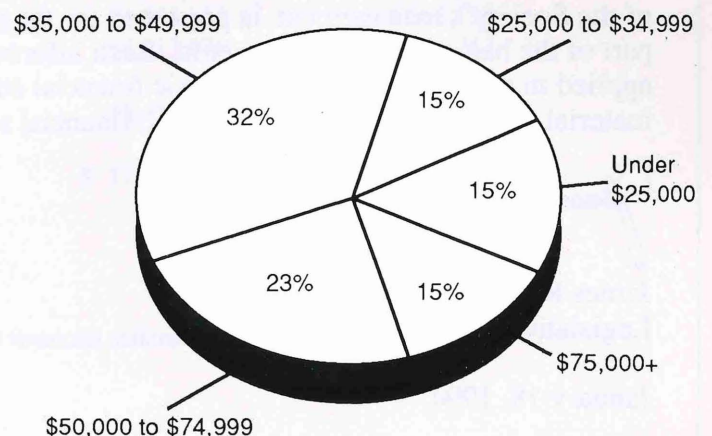
When asked to give reasons for attending the State Fair, the number one response was the great variety of food, followed closely by the fair's overall presentation as a great activity for families. Also high on the list were people-watching, free stage shows, farm animals, handicrafts, Grandstand shows and the variety of new activities presented each year.



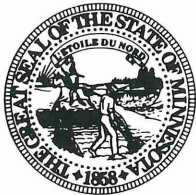
Age Distribution of Attendees



Household Income of Attendees



Base: Total Attendees



STATE OF MINNESOTA

OFFICE OF THE LEGISLATIVE AUDITOR

CENTENNIAL BUILDING, ST. PAUL, MN 55155 • 612/296-4708

JAMES R. NOBLES, LEGISLATIVE AUDITOR

Independent Auditor's Report

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

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

We have audited the accompanying balance sheets of the State Agricultural Society as of October 31, 1993 and 1992, and the related statements of income, retained earnings, and cash flows for the years then ended as presented on pages 17 to 21. These financial statements are the responsibility of the Society's management. Our responsibility is to express an opinion on these financial statements based on our audits.

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

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the State Agricultural Society as of October 31, 1993 and 1992, and the results of its operations and its cash flows for the years then ended in conformity with generally accepted accounting principles.

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

James R. Nobles
Legislative Auditor

John Asmussen, CPA
Deputy Legislative Auditor

January 18, 1994

BALANCE SHEET

| For the years ended October 31 | 1993 | 1992 |
|---|---------------|---------------|
| ASSETS | | |
| Current Assets: | | |
| Cash and cash equivalents (note 2) | \$ 3,536,357 | \$ 2,672,729 |
| Accounts receivable | 293,254 | 148,033 |
| Accrued interest receivable | 13,106 | 12,190 |
| Prepaid expenses | 59,987 | 46,094 |
| Total current assets | 3,902,704 | 2,879,046 |
| Non-current assets: | | |
| Note receivable | 184,679 | 192,634 |
| Property, structures and equipment (note 3) | 13,754,832 | 13,564,160 |
| Total assets | \$ 17,842,215 | \$ 16,635,840 |
| LIABILITIES & RETAINED EARNINGS | | |
| Current liabilities: | | |
| Accounts payable | \$ 536,364 | \$ 425,194 |
| Accrued salaries | 83,775 | 81,844 |
| Compensated absences | 296,921 | 292,646 |
| Deferred income | 139,390 | 141,965 |
| Current portion of long-term liabilities (note 4) | 217,055 | 214,025 |
| Total current liabilities | 1,273,505 | 1,155,674 |
| Long-term debt (less current portion) | 1,110,777 | 1,331,280 |
| Total liabilities | 2,384,282 | 2,486,954 |
| Retained earnings: | | |
| Designated for building fund (note 8) | 1,444,655 | 1,562,119 |
| Unrestricted | 14,013,278 | 12,586,767 |
| Total retained earnings | 15,457,933 | 14,148,886 |
| Total liabilities and retained earnings | \$ 17,842,215 | \$ 16,635,840 |

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

STATEMENT OF REVENUE, EXPENSES AND CHANGES IN RETAINED EARNINGS

| For the years ended October 31 | 1993 | 1992 |
|--------------------------------------|---------------|---------------|
| Operating revenues: | | |
| Ticket sales | \$ 8,243,226 | \$ 6,780,757 |
| Departmental | 4,283,965 | 3,870,263 |
| Other | 1,639,848 | 1,645,153 |
| Total operating revenues | 14,167,039 | 12,296,173 |
| Operating expenses: | | |
| Administrative | 1,374,258 | 1,392,465 |
| Departmental | 6,956,536 | 6,538,770 |
| Premiums | 459,426 | 439,906 |
| Other | 1,265,485 | 1,061,986 |
| Maintenance | 1,940,835 | 1,836,282 |
| Depreciation | 854,172 | 840,002 |
| Total operating expenses | 12,850,712 | 12,109,411 |
| Operating income | \$ 1,316,327 | \$ 186,762 |
| Nonoperating revenues (expenses): | | |
| Interest income | 73,249 | 81,697 |
| Interest expense | (80,529) | (99,675) |
| Loss on disposal of fixed assets | -0- | (89,712) |
| Net income | 1,309,047 | 79,072 |
| Retained earnings, beginning of year | 14,148,886 | 14,069,814 |
| Retained earnings, end of year | \$ 15,457,933 | \$ 14,148,886 |

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

STATEMENT OF CASH FLOWS

| For the years ended October 31 | 1993 | 1992 |
|--|-------------------|---------------------|
| Cash flow from operating activities: | | |
| Operating income (loss) | \$ 1,316,327 | \$ 186,762 |
| Adjustments to reconcile net increases to net cash provided by operating activities: | | |
| Depreciation | 854,172 | 840,002 |
| Changes in current assets and liabilities: | | |
| Current assets—(increase) decrease: | | |
| Accounts receivable | (145,221) | (77,080) |
| Prepays | (13,893) | (774) |
| Current liabilities—increase (decrease): | | |
| Accounts payable | 111,170 | (166,421) |
| Salaries payable | 1,931 | 9,090 |
| Compensated absences | 4,275 | 25,756 |
| Deferred revenues | (2,576) | (51,518) |
| Net cash provided by operating activities | 2,126,185 | 765,817 |
| Cash flows from capital and related financing activities: | | |
| Purchase of fixed assets | (1,044,842) | (965,904) |
| Principal paid on notes and leases | (217,474) | (224,839) |
| Interest paid on notes and leases | (80,529) | (100,787) |
| Proceeds from sale of assets | -0- | 7,336 |
| Proceeds from note receivable | 7,955 | -0- |
| Net cash used for capital investing activities | (1,334,890) | (1,284,194) |
| Cash flows from investing activities | | |
| Interest earnings | 72,333 | 80,111 |
| Increase (decrease) in cash | \$ 863,628 | \$ (438,266) |
| Cash and cash equivalents beginning of year | 2,672,729 | 3,110,995 |
| Cash and cash equivalents end of year | \$ 3,536,357 | \$ 2,672,729 |

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

FOOTNOTES

NOTE 1: SUMMARY OF ACCOUNTING POLICIES

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

NOTE 2: CASH AND CASH EQUIVALENTS

The society cash balance includes only deposits in the bank.

Minn. Stat. Section 118.01 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 1993, the combined insured amount and collateral fell short of the legal requirement on 2 days.

NOTE 3: PROPERTY, STRUCTURES, UTILITIES & EQUIPMENT

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

| | 1993 | 1992 |
|-------------------------------|---------------|---------------|
| Land | \$ 2,228,778 | \$ 2,228,778 |
| Land improvements | 1,212,481 | 1,173,742 |
| Structures and improvements | 21,835,369 | 21,074,529 |
| Electrical plant | 2,310,794 | 2,253,811 |
| Fence and guard rails | 440,879 | 393,370 |
| Gas distribution | 91,182 | 91,182 |
| Sewer system | 461,048 | 455,021 |
| Water distribution | 517,628 | 503,083 |
| Personal property | 787,946 | 773,644 |
| Total | 29,886,106 | 28,947,160 |
| Less accumulated depreciation | 16,131,274 | 15,383,000 |
| Net book value | \$ 13,754,832 | \$ 13,564,160 |

NOTE 4: CURRENT AND LONG-TERM LIABILITY ALLOCATIONS

| | 1993 | | 1992 | |
|-------------------------|-----------|--------------|-----------|-------------|
| | current | long-term | current | long-term |
| Notes payable (note 6) | \$206,375 | \$1,094,972 | \$199,155 | \$1,303,934 |
| Lease payable (note 7) | 10,680 | 15,805 | 14,870 | 27,346 |
| | \$217,055 | \$1,110,777 | \$214,025 | \$1,331,280 |
| Net increase (decrease) | \$ 3,030 | \$ (220,503) | | |

NOTE 5: RETIREMENT PLAN

Plan description

All society full-time employees must participate and are covered by defined benefit pension plans administered by the Minnesota State Retirement System (MSRS). MSRS administers the State Employees Retirement Fund (SERF) which is a cost-sharing, multiple-employer retirement plan. The Payroll for employees covered by MSRS plans for the year ended October 31, was \$1,816,463 for 1992 and \$1,816,770 for 1993. Total society payroll was \$3,552,458 for 1992 and \$3,589,105 for 1993.

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

There are two types of annuities available to members upon retirement. The Single-life annuity is a lifetime annuity that ceases on the death of a member. The Optional annuity 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.

Contributions Required and Contributions Made

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 contribu-

tion rates were 7.86 percent for 1992 and 8.93 percent for 1993. The current rates are 4.07 percent for employees and 4.20 percent for the Society for a total of 8.27 percent. The total employer contributions for the Society were \$77,595 for 1992 and \$76,835 for 1993.

Funding Status and Progress

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

The pension benefit obligations of the MSRS as of July 1, 1993 and 1992 are shown below:

| (in thousands) | SERF 1993 | SERF 1992 |
|---|--------------|--------------|
| Total pension benefit obligations | \$3,057,914 | \$2,472,278 |
| Net assets available for benefits (cost basis) | 2,846,117 | 2,576,920 |
| Unfunded (assets in excess of) pension benefit obligations | (211,797) | (104,642) |

The pension benefit obligation is a standardized measure of the actuarial present value of credited projected benefits. These valuations are as of July 1, 1993 and 1992.

Ten-Year Historical Trend Information

Ten-year historical trend information is presented in MSRS's Component Unit Financial Annual Report for the year ended June 30, 1993. This information is useful in assessing the pension plans accumulation of sufficient assets to pay pension benefits as they become due.

Related Party Investments

As of October 31, 1993, and for the fiscal year then ended, MSRS held no securities issued by the society or other related parties.

Deferred Compensation

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

NOTE 6: NOTE PAYABLE

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

NOTE 7: LEASE PAYABLE

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

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

| Class of Property | Asset Balances at October 31: | |
|-----------------------------------|-------------------------------|-----------|
| | 1993 | 1992 |
| Office Equipment | \$ 89,787 | \$ 89,787 |
| Less: Accumulated amortization | 69,267 | 59,006 |
| | 20,520 | 30,781 |

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

| Year ending October 31 | |
|--|-----------|
| 1994 | 12,482 |
| 1995 | 12,482 |
| 1996 | 5,201 |
| Total minimum lease payments | \$ 30,165 |
| Less: amount representing interest (1) | 2,820 |
| Present value of net minimum lease payments | \$ 27,345 |

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

NOTE 8: DESIGNATED FUNDS

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

SUPPORTING SCHEDULE - REVENUES AND EXPENSES

| For the years ended October 31 | 1993 | 1992 |
|--------------------------------|---------------|---------------|
| OPERATING INCOME | | |
| Ticket sales: | | |
| Coliseum | \$ 84,419 | \$ 80,172 |
| Grandstand | 1,897,022 | 1,463,960 |
| Outside gate | 5,751,868 | 4,738,662 |
| Parking | 470,115 | 469,457 |
| Trackless train | 39,802 | 28,506 |
| Total ticket sales | 8,243,226 | 6,780,757 |
| Departmental: | | |
| Auto Race | -0- | 720 |
| Box office | 161,804 | 102,713 |
| Campgrounds | 67,718 | 64,990 |
| Carnival | 929,825 | 903,853 |
| Competitive exhibits | 114,701 | 109,814 |
| Entertainment | 13,456 | 15,016 |
| Forage | 17,993 | 14,067 |
| Gift shop | 119,987 | 99,301 |
| Public safety | 14,261 | 13,361 |
| Rental services | 2,844,220 | 2,546,428 |
| Total departmental | 4,283,965 | 3,870,263 |
| Other: | | |
| Miscellaneous | 63,717 | 178,977 |
| Off-season activity | 1,194,695 | 1,114,472 |
| Sale of bulk milk | 12,570 | 14,481 |
| Sale of market animals | 62,314 | 47,866 |
| Sale of materials | 1,694 | 2,784 |
| Sponsorship | 200,304 | 190,441 |
| Telephone | 104,554 | 96,132 |
| Total other | 1,639,848 | 1,645,153 |
| Total operating income | \$ 14,167,039 | \$ 12,296,173 |

OPERATING EXPENSES

| For the years ended October 31 | 1993 | 1992 |
|--------------------------------|-----------|-----------|
| Administrative: | | |
| Annual meeting | \$ 8,065 | \$ 6,710 |
| Bad debt | 1,172 | 235 |
| Board honorarium | 10,400 | 10,400 |
| Bonds and insurance | 78,763 | 83,800 |
| Computers | 26,136 | 16,403 |
| Dues and subscriptions | 13,761 | 12,001 |
| Legal services | 15,995 | 19,106 |
| Legislative audit | 24,937 | 23,534 |
| Mailing service | 15,009 | 15,820 |
| Medical insurance | 148,877 | 137,596 |
| Planning | 78,075 | 87,358 |
| Postage | 134,150 | 104,012 |
| Printing and supplies | 72,368 | 76,007 |
| Records and archives | 2,236 | 2,866 |
| Retirement fund | 76,848 | 77,595 |
| Salaries | 198,572 | 202,304 |
| Social security | 267,274 | 267,775 |
| Staff training | 2,547 | 4,998 |
| Telephone | 67,386 | 50,615 |
| Travel expense | 51,366 | 57,113 |
| Unemployment compensation | 4,112 | 7,034 |
| Workers compensation | 76,209 | 129,183 |
| Total administrative | 1,374,258 | 1,392,465 |
| Departmental: | | |
| Admissions | 124,487 | 120,354 |
| Advertising | 548,198 | 543,874 |
| Bee culture | 6,271 | 6,317 |
| Box office | 175,674 | 169,645 |
| Campground | 28,918 | 27,037 |
| Care and assistance | 1,940 | 2,622 |
| Carnival | 20,201 | 18,409 |
| Cattle | 50,648 | 44,441 |
| Christmas trees | 3,170 | 3,118 |
| Competitive exhibits | 130,753 | 109,648 |
| Creative activities | 41,380 | 43,215 |
| Dairy products | 1,110 | 1,695 |
| Education | 20,248 | 20,890 |
| Farm crops | 10,012 | 9,568 |
| Finance | 204,795 | 226,434 |
| Fine arts | 22,700 | 23,837 |
| Flower and agriculture shows | 29,950 | 30,469 |
| Flowers | 6,175 | 5,903 |
| Forage | 10,271 | 12,219 |
| 4-H Club | 128,041 | 129,529 |
| Free entertainment | 645,236 | 651,661 |
| Fruit | 6,363 | 6,447 |
| FFA | 34,734 | 32,192 |

OPERATING EXPENSES (CONTINUED)

| For the years ended October 31 | 1993 | 1992 |
|--------------------------------|---------------|---------------|
| Gate tickets | 114,787 | 117,808 |
| Gift shops | 80,852 | 91,416 |
| Goats | 4,041 | 3,847 |
| Grandstand—concerts | 1,740,972 | 1,350,217 |
| Grandstand—race | 129,017 | 112,685 |
| Greenhouse | 117,538 | 129,148 |
| Guest and staff services | 176,945 | 169,743 |
| Heritage exhibits | 11,999 | 10,627 |
| Horses and rodeo | 121,286 | 119,636 |
| Llamas | 2,152 | 1,837 |
| Meats | 4,233 | 4,333 |
| Media and public relations | 389,237 | 419,302 |
| Park & Ride | 252,371 | 226,661 |
| Parking | 119,764 | 124,989 |
| Poultry | 10,321 | 10,694 |
| Public safety | 367,235 | 313,001 |
| Rental Services | 414,921 | 469,594 |
| Sanitation | 569,028 | 546,751 |
| Senior citizens | 31,013 | 31,573 |
| Sheep | 6,616 | 6,432 |
| Swine | 10,238 | 9,603 |
| Ticket audit | 5,178 | 4,754 |
| Vegetables | 5,008 | 4,378 |
| Youth Camp | 20,509 | 20,217 |
| Total departmental | 6,956,536 | 6,538,770 |
| Premiums: | | |
| Bee culture | 2,471 | 2,424 |
| Cattle | 82,974 | 92,187 |
| Christmas trees | 1,660 | 1,675 |
| Creative activities | 9,664 | 9,780 |
| Dairy products | 605 | 605 |
| Education | 9,968 | 9,477 |
| Farm crops | 14,102 | 12,707 |
| Fine arts | 7,550 | 7,500 |
| Flowers | 2,431 | 2,417 |
| 4-H Club | 61,441 | 61,184 |
| Fruit | 1,424 | 1,770 |
| FFA | 40,215 | 40,529 |
| Goats | 7,042 | 7,407 |
| Horses | 75,198 | 63,916 |
| Llamas | 3,390 | 3,270 |
| Poultry | 11,192 | 10,258 |
| Sale of bulk milk | 12,382 | 14,480 |
| Sale of market animals | 62,342 | 47,866 |
| Sheep | 23,959 | 21,435 |
| Swine | 20,747 | 20,436 |
| Talent contest | 5,935 | 5,930 |
| Vegetables | 2,734 | 2,653 |
| Total premiums | 459,426 | 439,906 |

OPERATING EXPENSES (CONTINUED)

| For the years ended October 31 | 1993 | 1992 |
|----------------------------------|---------------|---------------|
| Other: | | |
| Architectural and engineering | 119,357 | 12,829 |
| Building inspections | 12,824 | -0- |
| Fire and police service | 58,714 | 91,708 |
| Fuel, oil and gasoline | 30,168 | 28,131 |
| Institutional tickets | 56,720 | 74,063 |
| Miscellaneous | 80,122 | 32,374 |
| Off-season activity | 564,909 | 539,659 |
| Property tax | 9,466 | -0- |
| Signs | 15,916 | 15,778 |
| Utilities | 153,949 | 129,194 |
| Veterinarian service | 32,658 | 31,451 |
| Water and sewer | 130,682 | 106,799 |
| Total other | 1,265,485 | 1,061,986 |
| Maintenance: | | |
| Electric plant | 97,760 | 101,657 |
| Fence and fixtures | 7,366 | 15,843 |
| Gas system | 89 | 611 |
| General | 514,941 | 516,522 |
| Grading, sod, trees | 23,156 | 18,182 |
| Personal property | 135,411 | 137,900 |
| Set-up and take-down | 558,348 | 536,580 |
| Sewer system | 5,316 | 4,429 |
| Streets and sidewalks | 69,133 | 26,564 |
| Structures | 258,905 | 275,538 |
| Supplies | 38,816 | 36,254 |
| Vehicles | 130,316 | 89,327 |
| Watchmen | 68,895 | 62,908 |
| Water system | 32,383 | 13,967 |
| Total maintenance | 1,940,835 | 1,836,282 |
| Depreciation: | | |
| Electric plant | 64,758 | 63,291 |
| Fence and fixtures | 18,464 | 16,100 |
| Gas system | 764 | 764 |
| Land improvement | 32,775 | 33,909 |
| Personal property | 131,802 | 127,758 |
| Sewer system | 8,796 | 8,521 |
| Structures | 585,009 | 578,582 |
| Water system | 11,804 | 11,077 |
| Total depreciation | 854,172 | 840,002 |
| Total operating expense | \$ 12,850,712 | \$ 12,109,411 |
| Net operating income | \$ 1,316,327 | \$ 186,762 |
| NONOPERATING INCOME (EXPENSES) | | |
| Interest income | 73,249 | 81,697 |
| Interest expense | (80,529) | (99,675) |
| Loss on disposal of fixed assets | -0- | (89,712) |
| NET INCOME | \$ 1,309,047 | \$ 79,072 |



SUPPORTING SCHEDULE — CASH & CASH EQUIVALENTS

Herewith find the report of cash and cash equivalents of the Minnesota State Agricultural Society for the year ending October 31, 1993:

Beginning balance November 1, 1992

| | | |
|---------------------------|----|-----------|
| Imprest fund—cash on hand | \$ | 2,500 |
| Checking accounts | | 225,403 |
| Cash equivalents | | 2,441,564 |
| Trust fund | | 3,262 |

| | | |
|-------|--|--------------|
| Total | | \$ 2,672,729 |
|-------|--|--------------|

| | | |
|--------------------------------------|--|---------|
| Increase (Decrease) in Cash for 1993 | | 863,628 |
|--------------------------------------|--|---------|

| | | |
|--------------------------------------|--|--------------|
| Ending Cash Balance October 31, 1993 | | \$ 3,536,357 |
|--------------------------------------|--|--------------|

Detail of Year-End Cash Balance:

| | | |
|---------------------------|----|-----------|
| Imprest fund—cash on hand | \$ | 2,500 |
| Checking accounts | | 76,615 |
| Cash equivalents | | 3,453,980 |
| Trust fund | | 3,262 |

| | | |
|-------|--|-------------|
| Total | | \$3,536,357 |
|-------|--|-------------|

Respectfully submitted,
Mike Heffron
Executive Vice President

St. Paul, Minnesota

October 31, 1993



STATE OF MINNESOTA

OFFICE OF THE LEGISLATIVE AUDITOR

CENTENNIAL BUILDING, ST. PAUL, MN 55155 • 612/296-4708

JAMES R. NOBLES, LEGISLATIVE AUDITOR

Senator Phil Riveness, Chair
Legislative Audit Commission

Members of the Legislative Audit Commission

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

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

Members of the State Agricultural Society

Audit Scope

We have audited the financial statements of the State Agricultural Society (the Society) as of and for the year ended October 31, 1993, and issued our report thereon dated January 18, 1994. We have also made a study and evaluation of the internal control structure of the Society in effect at October 1993.

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

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

Management Responsibilities

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

Senator Phil Riveness, Chair
 Members of the Legislative Audit Commission
 Ms. Eileen Roehlke, President
 Mr. Michael D. Heffron, Executive Vice President
 Members of the State Agricultural Society
 Page 2

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

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

Internal Control Structure

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

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

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

Conclusions

Our study and evaluation disclosed the condition discussed in finding 1 involving the internal control structure of the State Agricultural Society. We consider this condition to be a reportable condition under the standards established by the American Institute of Certified Public Accountants. Reportable conditions involve matters coming to our attention relating to significant deficiencies in the design or operation of the internal control structure that, in our judgement, could adversely affect the entity's ability to record, process, summarize, and report financial data.

Senator Phil Riveness, Chair
Members of the Legislative Audit Commission
Ms. Eileen Roehlke, President
Mr. Michael D. Heffron, Executive Vice President
Members of the State Agricultural Society
Page 3

A material weakness is a reportable condition in which the design or operation of the specific internal control structure elements does not reduce to a relatively low level the risk that errors or irregularities in amounts that would be material in relation to the financial activities being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. We do not believe the reportable condition described above is a material weakness.

We also noted certain matters involving the internal control structure and its operation that we reported to the management of the Society in a meeting held on March 9, 1994.

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

This report is intended for the information of the Legislative Audit Commission and management of the Society. This restriction is not intended to limit the distribution of this report, which was released as a public document on March 25, 1994.

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



James R. Nobles
Legislative Auditor



John Asmussen, CPA
Deputy Legislative Auditor

End of Fieldwork: January 18, 1994

Report Signed On: March 18, 1994

Audit Participation

The following members of the Office of the Legislative Auditor prepared this report:

| | |
|----------------------|----------------------------|
| John Asmussen, CPA | Deputy Legislative Auditor |
| Jeanine Leifeld, CPA | Audit Manager |
| Sonya Hill, CPA | Auditor-in-Charge |
| Karen Klein | Auditor |
| Carl Otto, CPA | Auditor |

Exit Conference

The findings and recommendations presented in this report were discussed with the following staff of the State Agricultural Society at an exit conference held on March 9, 1994:

| | |
|-------------------|--------------------------|
| Mike Heffron | Executive Vice President |
| Marshall Jacobson | Finance Director |

Introduction

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

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

The State Agricultural Society is financially self-sufficient. The Society reported net incomes of \$1,309,047 and \$79,072 for the years ended October 31, 1993 and 1992, respectively. The primary sources of revenue are derived from ticket sales and space rentals. Significant expense classifications include departmental, maintenance, administrative, and depreciation charges. The society's annual report, which includes its audited financial statements, is available from the society offices.

Current Finding and Recommendations

1. The State Agricultural Society needs to improve controls over certain discount coupons.

The State Agricultural Society has not properly accounted for admission discount coupons. In 1992,

the Society began offering coupons worth \$2 off gate admission as a discount to bus riders. However, the Society did not sufficiently revise its procedures and forms to properly account for the new coupon process.

When reconciling gate receipts, the Society did not differentiate cash from coupons at the individual seller level. Because the gate captains did not differentiate cash from coupons on the deposit slips, the Society could not verify the exact mix of cash and coupons collected by individual sellers. Under that system, the Society would not be able to detect discrepancies between the cash totals and the coupon totals.

In addition, there is no independent verification performed between the individual seller reconciliations and the daily overall gate reconciliation. The vault treasurer receives the daily cash, tickets sold, and coupons redeemed. The treasurer should verify not only that the number of coupons received agrees in total with the gate captain's overall gate reconciliations, but also should verify coupons collected to the individual seller reconciliations. This would ensure that the overall gate reconciliations properly summarize the individual seller reconciliations.

Finally, one gate at the fair redeems most of the bus coupons. This gate collected between \$2,280 and \$6,436 in coupons per day during the fair. For 11 days out of the 12-day fair, we did not find any individual seller deposit slips attached to the reconciliation for the gate. Because of this lack of documentation, we were unable to verify that the coupons collected by the individual sellers agreed with the overall gate reconciliation.

Recommendations

- * *The State Agricultural Society should differentiate cash and coupons on the individual and gate deposit slips and the individual and gate reconciliations.*
- * *An independent person should verify coupons reported on the individual reconciliations with the coupons reported on the gate reconciliation.*

MINNESOTA STATE FAIR



March 15, 1994

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

Dear Ms. Leifeld:

Society management shares your concern for safeguarding the cash integrity of its gate operation. A clear manifestation of that concern was evident at our exit conference in the discussion pertaining to how, in the future, bus coupons would be issued and protected and also how coupon redemption would be limited.

We acknowledge that good record keeping is at the core of this control mechanism and that a better system must be put in place at the '94 fair. We will work to that end.

Thank you for your cooperation in dealing with Society fiscal matters. If I can be of assistance in the ongoing audit process, please let me know.

Sincerely,



Mike Heffron
Executive Vice President

RENTAL SERVICES COMMITTEE MEETING

St. Paul Radisson Hotel, Congress Room
Saturday, January 16, 1993 - 9:00 a.m.

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

Also present: Hammer; Rustad; Schmidt; Annexstad; Fischler; Birk; Frost.

A list of percentage attraction agreements, corresponding ticket prices and contract fee terms for the 1993 fair was presented to the committee. The subject agreements, ticket pricing schedule and contract terms, including an increase in Ye Old Mill ticket pricing from \$1.00 to \$1.25 for children and \$1.25 to \$1.50 for adults, were approved on a motion by Mr. Simons, seconded by Mr. Lund and carried (Aye-5; Nay-0):

**1993 MINNESOTA STATE FAIR
PERCENTAGE ATTRACTION, FEES AND PRICES**

| CONCESSIONAIRE | ATTRACTION | TICKET PRICE(S) | PERCENTAGE(S) |
|--|---|---|--|
| Antique Auto. Club of America Minnesota Region | Antique Auto Museum | \$1.00 | 30% |
| Arrow Enterprises, Inc. | Skyride | \$1.25 = Child-One Way \$1.75 = Child-Round Trip \$1.75 = Adult-One Way \$2.50 = Adult-Round Trip | 25% |
| Desplenter Novelties ** | Novelty Concessions | Non-ticketed activity | Guarantee of \$11,000.00 and 30% of gross sales over \$44,000.00 |
| Giant Ride, Inc. | Giant Slide | \$1.25 | 30% |
| Grandstand and Free Stage Entertainer Merchandise Sales | Entertainer Merchandise | Non-ticketed activity | 15% |
| Grandstand Food/Beverage Concessionaire | Food and Beverages (Grandstand Seating Area) | Non-ticketed activity | 30% of the first \$20,000.00 in gross sales and 32% of gross sales over \$20,000.00, plus appropriate fees for 3.2 beer sales |
| K & M Recreation, Inc. | Haunted House | \$2.00 | 27% of gross sales through \$100,000.00 and 30% of gross sales over \$100,000.00 |
| Misc. Merchandise Sales River Raft Ride, Inc. | Misc. Merchandise Sales Raft Ride | Non-ticketed activity \$2.00 | 10% |
| Royal American Shows, Inc. | Carnival (Rides & Shows) | Single Coupon = \$.40 Coupon Sheets: Fair-Time = 25 coupons for \$10.00 Advance = 25 coupons for \$8.00 | 0% of ticket sales to \$80,000.00; 10% of ticket sales from \$80,000.00 to \$150,000.00 and 25% of ticket sales over \$150,000.00 |
| Ventnor Place, Inc. | Space Tower | Children = \$1.00 Adults = \$1.75 | 33% of ticket sales up to and including \$250,000.00; 35% of ticket sales from \$250,000.00 - \$500,000.00; 38% of ticket sales from \$500,000.00 - \$750,000.00; 40% of ticket sales from \$750,000.00 - \$1,000,000.00; 43% of ticket sales from \$1,000,000.00 - \$1,250,000.00; 45% of ticket sales from \$1,250,000.00 - \$1,500,000.00; 48% of ticket sales from \$1,500,000.00 - \$1,750,000.00 and 50% of ticket sales over \$1,750,000.00 |
| Ye Old Mill Amusements, Inc. | Old Mill Canal Boat Ride | Children = \$1.25 * Adults = \$1.50 * | 25% |

* Denotes adjustment for 1993

** Denotes concession in the process of divestiture

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

On a motion by Mr. Lund, seconded by Mr. Morris and carried, 10 malt beverage concession agreements for the 1993 fair were approved (Aye-5; Nay-0):

**1993 MINNESOTA STATE FAIR
3.2 BEER CONCESSIONS**

| | | | |
|------------------------|---------|-------------------------|-------------|
| Brede Enterprise, Inc. | Blk. 35 | Bldg. 351 Crossroads | Beer Garden |
|------------------------|---------|-------------------------|-------------|

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

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

The committee was provided a list of multiple-location concession and exhibit space contracts to be issued for the 1993 fair which was approved on a motion by Mr. Simons, seconded by Mr. Prokosch and carried (Aye-5; Nay-0):

**1993 MINNESOTA STATE FAIR
MULTIPLE LOCATION CONCESSIONS/EXHIBITS**

| CONCESSION/EXHIBIT NAME | DESCRIPTION | NUMBER OF LOCATIONS |
|---------------------------------|---|------------------------|
| Larry Abdo/Gopher State Ice Co. | Pocket Pies/Ice | 2 |
| American Amusements Arcades | Coin Operated Arcade Games | 2 |
| American Dairy Association | Ice Cream, Milk and Dairy Foods | 2 |
| Mark Andrew | French Fries/S'Mores | 2 |
| Arrow Enterprises, Inc. | Skyride/Food and Beverages | 2 |
| Barberio Sales | Jewelry | 2 |
| Ben Benson | Bratwurst | 2 |
| Cenaiko Enterprises, Inc. | Chamios | 2 |
| Gary Crutchfield Concessions | Cheese on a Stick | 2 |
| William F. Danielson | Onion Rings/Pizza | 2 |
| Ekluh Products | Eye Glass Cleaner | 2 |
| Fisherman's Wharf Seafood | Fish and Beverages | 2 |
| George Funk | Leather Crafts/Coffee | 2 |
| Garibaldi's/French Quarter Del. | New Orleans Snowballs & Pralines/Jewelry | 2 |
| Giant Ride, Inc. | Giant Slide/Cheese on a Stick | 2 |
| John A. Giere | Food, Beverages and 3.2 Beer/Games | 2 |
| Holly's Hobby | Hand Crafts | 2 |
| Shirley Hudspeth | Victorian Merchandise and Foil Art/Massage Equipment | 2 |
| Tina Isaac | Snacks/Food & Beverages | 2 |
| Gregory B. Kusick | Cotton Candy | 2 |
| Kirch Enterprises Gasthaus | Bratwurst/Food and Beverage | 2 |
| Gary Larson | Popcorn, Caramel Corn and Caramel Apples | 2 |
| M & D Enterprises | Fudge | 2 |
| Major League Sports Shops | Professional Sports Team Merchandise | 2 |
| Matt Milner Sales | Novelties | 2 |
| Mini-Kabob Foods | Kabobs | 2 |
| Minn. Honey Producers | Honey, Honey Ice Cream & Candy | 2 |

| | | |
|---------------------------------|---|------|
| Lee Moss Amusements | Digger Skill Games | 2 |
| Muskar, Inc. | Fried Cheese Curds | 2 |
| 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 |
| Televac Computer Company | Personality Computers | 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 |
| World Book Educational Products | Encyclopaedias | 3 |
| Kathy Yahr | Cotton Candy | 3 |
| Hannasch, Inc. | Sno Cones | 4 |
| James Hartley | Cotton Candy | 4 |
| Hixon Glass Blowers | Blown and Spun Glass | 4 |
| Hohenwald Enterprises, Inc. | Food and Beverages | 4 |
| Eugene R. LaVaque | Sno Cones | 4 |
| Minnetonka Moccasin Company | Moccasin Footwear | 4 |
| Philip M. Sampson | Games of Skill | 4 |
| Schroder Concessions | Popcorn, Caramel Corn, Caramel Apples, Cheese Curds, Lemonade and Bratwurst | 4 |
| State Fair Penny Arcade | Coin Operated Arcade Games/ Games of Skill | 4 |
| Syndicate Sales Corp. | Vegetable Cutters, Dusters, Bowmakers, Woks and Rotary Food Processors | 4 |
| Paul S. Ward | Corn on the Cob, Hamburgers, Foot Long Hot Dogs, Barbequed Chicken and Beef | 4 |
| Desplenter Novelties | Novelties | 15 * |

* Denotes Concessionaire in the process of divestiture

Comparison reports of multiple concession and exhibit contracts issued between 1985 and 1992 and food and beverage concessions for the period 1975 through 1992 were presented to the committee for review. No action necessary:

**MINNESOTA STATE FAIR
EXHIBIT/CONCESSION CONTRACT COMPARISON
1985 - 1989 - 1990 - 1992**

| NUMBER OF INDIVIDUAL LOCATIONS | HELD BY THE FOLLOWING NUMBER OF PERSONS | | | |
|-------------------------------------|---|-------|-------|-------|
| | 1985 | 1989 | 1990 | 1992 |
| 1 | 865 | 959 | 995 | 1,024 |
| 2 | 55 | 55 | 51 | 42 |
| 3 | 24 | 17 | 20 | 23 |
| 4 | 10 | 7 | 15 | 13 |
| 5 | 4 | 10 | 4 | 0 |
| 6 | 4 | 3 | 1 | 0 |
| 7 | 3 | 0 | 0 | 0 |
| 9 | 1 | 0 | 0 | 0 |
| 17 | 0 | 0 | 0 | 1 |
| 21 | 0 | 0 | 1 | |
| 23 | 0 | 1 | | |
| 26 | 1 | | | |
| 33 | 1 | | | |
| Total Number Of Locations Available | 1,220 | 1,239 | 1,264 | 1,246 |
| Number Of Persons Holding Locations | 968 | 1,052 | 1,087 | 1,103 |

| | | | | |
|---|-----|-----|-----|-----|
| Percentage Of Persons Holding Four (4) Or Fewer Locations | 99% | 99% | 99% | 99% |
| Percentage Of Locations Held In Units Smaller Than Five (5) | 91% | 97% | 98% | 99% |
| Number Of Locations Held By Minnesota Residents | 890 | 949 | 994 | 963 |
| Percentage Of Locations Held By Minnesota Residents | 73% | 77% | 79% | 77% |

**MINNESOTA STATE FAIR
FOOD/BEVERAGE CONCESSION CONTRACT COMPARISON
1975 - 1985 - 1990 - 1992**

| NUMBER OF INDIVIDUAL LOCATIONS | HELD BY THE FOLLOWING NUMBER OF PERSONS | | | |
|---|---|------|------|------|
| | 1975 | 1985 | 1990 | 1992 |
| 1 | 95 | 147 | 188 | 180 |
| 2 | 20 | 29 | 27 | 24 |
| 3 | 4 | 15 | 14 | 18 |
| 4 | 5 | 6 | 9 | 7 |
| 5 | 3 | 2 | 2 | |
| 7 | 0 | 2 | | |
| 9 | 1 | 1 | | |
| 12 | 1 | 0 | | |
| 13 | 2 | 0 | | |
| 14 | 2 | 0 | | |
| 17 | 1 | 0 | | |
| 26 | 0 | 1 | | |
| 32 | 1 | | | |
| Total Number Of Locations Available | 306 | 333 | 330 | 310 |
| Number Of Persons Holding Locations | 135 | 203 | 240 | 229 |
| Percentage Of Persons Holding Four (4) Or Fewer Locations | 55% | 82% | 97% | 100% |
| Percentage Of Locations Held In Units Smaller Than Five (5) | 55% | 82% | 97% | 100% |
| Number Of Locations Held By Minnesota Residents | 158 | 292 | 287 | 267 |
| Percentage Of Locations Held By Minnesota Residents | 52% | 88% | 87% | 86% |

Sinclair and Frost briefly discussed revision of space rental policy and rules of which the final draft will be presented to the committee and board for review at their June meetings. No action necessary.

The meeting was adjourned at 9:30 a.m.

PLANNING COMMITTEE MEETING

St. Paul Radisson Hotel, Mayors Room
Saturday, January 16, 1993 - 12 noon

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

Also present: Schmidt; Sinclair; Birk; Armstrong; Rustad; Fischler; Hammer.

A proposed 1993 improvement and maintenance budget totaling \$1.85 million was presented by Mr. Wenzel and reviewed by the committee. Also discussed was a preliminary 1994 project list of \$3.96 million. Report was as follows:

1993 MAINTENANCE & IMPROVEMENT BUDGET SUMMARY

| | 1993 | 1994 |
|-------------------------------|---------|-----------|
| A. Structure Improvements: | 652,300 | 2,185,770 |
| B. Land Improvements: | | |
| BI. Fencing & Fixtures | 62,230 | 43,300 |
| BII. Grading, Sod & Trees | 0 | 865,000 |
| BIII. Sewer System | 4,900 | 101,100 |
| BIV. Streets & Sidewalks | 55,760 | 75,850 |
| BV. Water Distribution System | 11,750 | 6,550 |
| BVI. Gas Distribution System | 0 | 0 |
| BVII. Land Purchases | 0 | 0 |
| TOTAL Land Improvements | 134,640 | 1,091,800 |
| C. Personal Property: | | |
| CI. 5-year | 141,830 | 42,220 |
| CII. 10-year | 4,140 | 0 |
| Total Personal Property | 145,970 | 38,670 |

| | | |
|---|------------------|------------------|
| D. Electric Plant: | 67,030 | 107,060 |
| TOTAL Improvements | 999,940 | 3,465,520 |
| E. Structure Maintenance: | 323,568 | 444,615 |
| F. Land Maintenance: | | |
| FI. Fencing & Fixtures | 12,800 | 18,600 |
| FII. Grading, Sod & Trees | 27,900 | 10,000 |
| FIII. Sewer System | 10,500 | 2,500 |
| FIV. Streets & Sidewalks | 63,475 | 0 |
| FV. Water Distribution System | 23,150 | 5,500 |
| FVI. Gas Distribution System | 1,000 | 0 |
| TOTAL Land Maintenance | 138,825 | 36,600 |
| G. Personal Property Maintenance: | 168,790 | 11,275 |
| H. Vehicle Maintenance: | 122,275 | 0 |
| I. Electric Plant Maintenance: | 96,700 | 6,000 |
| TOTAL Maintenance | 850,158 | 498,490 |
| TOTAL Maintenance & Improvements | 1,850,098 | 3,964,010 |

*1993 Building Fund Assignment (\$ 647,920)

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

It was moved by Mr. Morris, seconded by Ms. Roehlke, and carried that the secretary be authorized to release the sum of \$650,000 from the building fund for direct application to structure and facility work (Aye-5; Nay-0).

Meeting adjourned.

LIFE MEMBER ADVISORY COMMITTEE MEETING

St. Paul Radisson Hotel, Mayors Room
Sunday, January 17, 1993 - 1:30 p.m.

Members present: Willis Lilliquist, chair; William Korff; Dick Reinhardt; Gale Frost; Harveydale Maruska; Deke Grussendorf; Sulo Ojakangas.

Also present: Jerry Hammer and Karen Leach.

Members were given a booklet outlining the membership, purpose, structure and guidelines of the Minnesota State Fair Hall of Fame. Members agreed to review the material, hold discussion and make recommendations on candidates when the committee next meets in August.

A motion was made and carried that staff be asked to investigate a method for speeding up the voting process when elections are brought to the floor.

A brief discussion was undertaken on the State Fair History Museum and the roles the life members could play in helping to promote and support the exhibit. It was decided that the members would be given lunch and a tour sometime this summer.

Committee commended the board of the Federation of County Fairs for the memorial services held on Saturday morning and a motion was made and carried to send a letter of commendation to the federation secretary along with a recommendation that this memorial service be continued in future years.

There being no further business, meeting was adjourned.

MEETING OF THE GOVERNING BOARD

MINNESOTA STATE AGRICULTURAL SOCIETY

St. Paul Radisson Hotel
Sunday, January 17, 1993 - 1:30 p.m.

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

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

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

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

The following resolution was offered by Mr. Morris seconded by Mr. Prokosch and carried (Aye-9; Nay-0): When acting in accordance with MN. Statute 37.05 to elect and fix the compensation of the society's secretary, the board of managers shall limit compensation to an amount not to exceed 95 percent of the salary of the governor of the State of Minnesota.

Minutes of the November 5 board and space rental committee meetings, previously mailed to the members, were approved on a motion by Mr. Lund, seconded by Mr. Morris and carried (Aye-9; Nay-0).

Secretary presented the financial statement of December 31, 1992, as follows:

GENERAL FUND ACTIVITY:

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

| | | |
|----------------------------|--|-------------|
| Cash Balance-Dec. 31, 1992 | | \$ (33,724) |
|----------------------------|--|-------------|

MARKETABLE SECURITIES ACTIVITY:

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

| | | |
|-----------------------|--|------------|
| Balance-Dec. 31, 1992 | | \$ 390,944 |
|-----------------------|--|------------|

BUILDING FUND ACTIVITY:

| | | |
|-----------------------|----------|--------------|
| Balance-Nov. 30, 1992 | | \$ 1,561,868 |
| Add: Interest Earned | \$ 4,146 | |
| Less: Service Charges | (320) | 3,826 |
| Balance-Dec. 31, 1993 | | \$ 1,565,694 |

CASH BALANCES FOR MONTH ENDING DECEMBER 31:

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

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

A resume of financial information, covering 1978 through 1992, was circulated:

MINNESOTA STATE FAIR FINANCIAL RESUME

| YR. | REVENUE | EXPENSE | OPERATING GAIN (LOSS) | RETAINED EARNINGS | DEBT |
|------|------------|------------|--------------------------|----------------------|-----------|
| 1978 | 5,000,000 | 4,866,000 | 134,000 | 940,000 | |
| 1979 | 5,482,000 | 5,242,000 | 240,000 | 532,000 | 301,000 |
| 1980 | 6,044,000 | 6,051,000 | (8,000) | 392,000 | 281,000 |
| 1981 | 6,201,000 | 6,111,000 | 90,000 | 682,000 | 261,000 |
| 1982 | 6,677,000 | 6,475,000 | 202,000 | 991,000 | 261,000 |
| 1983 | 6,969,000 | 6,959,000 | 10,000 | 933,000 | 1,218,000 |
| 1984 | 7,841,000 | 7,469,000 | 372,000 | 1,227,000 | 1,163,842 |
| 1985 | 8,088,000 | 7,443,000 | 645,000 | 1,747,000 | 1,179,000 |
| 1986 | 8,977,000 | 8,336,000 | 641,000 | 1,869,000 | 1,125,000 |
| 1987 | 9,320,000 | 9,026,000 | 294,000 | 1,602,000 | 1,016,000 |
| 1988 | 10,222,000 | 9,759,000 | 463,000 | 1,602,000 | 974,000 |
| 1989 | 11,171,000 | 10,267,000 | 904,000 | 1,307,000 | 881,000 |
| 1990 | 11,159,000 | 10,835,000 | 324,000 | 1,051,000 | 748,000 |
| 1991 | 12,827,000 | 11,754,000 | 1,073,000 | 2,112,000 | 1,770,000 |
| 1992 | 12,295,000 | 12,216,000 | 79,000 | 2,130,000 | 1,545,000 |

| YR. | NEW PLANT INVESTMENT | PLANT MAINTENANCE | PRIZE MONEY PAID OUT | SALES TAX TO BUILDING FUND* |
|------|-------------------------|----------------------|-------------------------|--------------------------------|
| 1978 | 211,00 | 336,000 | 344,000 | 125,000 |
| 1979 | 1,019,000 | 339,000 | 369,000 | 138,000 |
| 1980 | 747,000 | 351,000 | 391,000 | 150,000 |
| 1981 | 241,000 | 312,000 | 396,000 | 191,000 |
| 1982 | 275,000 | 416,000 | 361,000 | 215,000 |
| 1983 | 1,493,000 | 447,000 | 397,000 | 263,000 |
| 1984 | 530,000 | 436,000 | 317,000 | 300,000 |
| 1985 | 663,000 | 476,000 | 379,000 | 298,000 |
| 1986 | 1,017,000 | 563,000 | 400,000 | 319,000 |
| 1987 | 1,024,000 | 637,000 | 429,000 | 356,000 |
| 1988 | 1,062,000 | 634,000 | 438,000 | 379,000 |
| 1989 | 1,804,000 | 757,000 | 463,000 | 353,000* |
| 1990 | 1,222,000 | 837,000 | 443,000 | 375,000* |
| 1991 | 1,857,000 | 931,000 | 426,000 | 445,000* |
| 1992 | 966,000 | 1,063,000 | 440,000 | 415,000* |

It was moved by Mr. Annestad, seconded by Ms. Schmidt 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 fund accounts (Aye-9; Nay-0)

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

1. **General Fund** - James Frost, Karen Leach, Kenneth Wenzel or Michael Heffron (any combination of two signatures). When used for ticket or entry refund checks in amounts of less than \$100, "Frost/Heffron" signature plate is authorized. When used for checks given in exchange for cash from seconded parties (bank drafts), "Frost/Heffron" signature plate is authorized.

2. **Regular and fair-period payroll** - Michael Heffron, Kenneth Wenzel or James Frost (one signature). "Heffron" signature plate authorized for fair-period payroll.

3. **Premiums** - Michael Heffron, Kenneth Wenzel or James Frost (one signature). "Heffron" signature plate authorized for premium fund.

4. **Security transfer resolution** - James Frost or Marshall Jacobson.

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

Upon a motion by Mr. Morris, seconded by Mr. Prokosch and carried, the following standing committee assignments were made for 1993 (Aye-9; Nay-0):

FINANCE COMMITTEE — Simons, chair; Morris; Lund; Recknor; Prokosch; Schmidt; Roehlke, ex officio; Heffron, ex officio; Leach, ex officio; Frost, ex officio; Pooch, ex officio.

GOVERNMENTAL AFFAIRS COMMITTEE — Keenan chair; Schmidt; Morris; Lund; Annexstad; Prokosch; Roehlke, ex officio; Heffron, ex officio; Frost, ex officio; Hammer, ex officio.

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

OPERATIONS COMMITTEE — Annexstad, chair; Morris; Keenan; Prokosch; Steltz; Schmidt; Roehlke, ex officio; Heffron, ex officio; Pooch, ex officio; Wenzel, ex officio.

PLANNING COMMITTEE — Morris, chair; Lund; Steltz; Annexstad; Schmidt; Recknor; Roehlke, ex officio; Heffron, ex officio; Sinclair, ex officio; Frost, ex officio; Wenzel, ex officio.

PUBLIC AFFAIRS COMMITTEE — Lund, chair; Morris; Simons; Annexstad; Recknor; Keenan; Roehlke, ex officio; Heffron, ex officio; Leach, ex officio; Hammer, ex officio.

RENTAL SERVICES COMMITTEE — Prokosch, chair; Annexstad; Morris; Lund; Keenan; Simons; Roehlke, ex officio; Heffron, ex officio; Sinclair, ex officio; Wenzel, ex officio; Frost, ex officio.

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

It was moved by Mr. Annexstad, seconded by Ms. Schmidt and carried that the following be appointed department coordinators and superintendents for 1993 (Aye-9; Nay-0):

COMPETITIVE EXHIBITS DIVISION (Recknor)—Steve Pooch (director)

Assistant - Valori Trantarella

Bee Culture Department (Schmidt) - Winnie Johnson
Beef Cattle Department (Steltz) - Chuck Schwartau
Christmas Trees Department (Schmidt) - Greg Ustruck
Creative Activities Department (Keenan) - Evelyn Hagen
Crops Department (Schmidt) - Duane Smith
Dairy Cattle (Steltz) - Jim Linn
Dairy Department (Schmidt) - Cliff Markuson
Education Department (Lund) - Jim Brown
Fine Arts Department (Morris) - Brad Nuorala
Flowers Department (Schmidt) - Martha Carnes
4-H Department (Steltz) - Brad Rugg
Fruits Department (Schmidt) - Louis Quast
FFA Department (Annexstad) - Paul Day
Goats Department (Prokosch) - Kevin LeVoor
Horses Department (Recknor) - Bob Peterson
Llama Department (Keenan) - Anne Heideman
Meats Department (Simons) - Ed Butler
Milking Parlor (Steltz) - Doris Mold
Poultry Department (Lund) - Harold Thomforde
Sheep Department (Keenan) - Bill Schulke
Swine Department (Prokosch) - Jerry Hawton
Vegetables Department (Schmidt) - Curt Klint

ENTERTAINMENT DIVISION (Keenan)—Karen Leach (director)

Free Entertainment - Renee Alexander
Grandstand Production - John Mons

FINANCE DIVISION (Simons)—Jim Frost (acting director)

Accounting - Marshall Jacobson
Receipts - Mary Pittelko

Box Office - Susan Lynskey
Ticket Audit Department (Morris) - Dick Reinhardt

Business Management Group — Bob Armstrong (supervisor)

MEDIA & PUBLIC RELATIONS DIVISION (Lund)—Jerry Hammer (director)

Assistant - Susan Ritt
Heritage Exhibits Department (Recknor) - Gale Frost
Legislative-Editorial (Prokosch) -
Special Promotions - Ken Giannini

OPERATIONS DIVISION (Annexstad)—Ken Wenzel (director)

Administrative Services Group — Mary Goiffon (supervisor)
Assistant - Cheryl Huber
Guest Services — Joan Casey
Assistant - Julie Scott
Care & Assistant Department -
Senior Citizen Department (Schmidt) - Marge Krueger

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

Special Services Group —
Admissions Department (Morris) - Lyle Anderson
Forage Department (Schmidt) - Andrew Novicki
Parking Department (Simons) - Ron Vannelli
Public Safety Department (Annexstad) - Art Blakey
Fire Marshal -
Sanitation Department (Lund) - Scot Ribar
Youth Camp Department (Annexstad) - Faye Corson

PLANNING & EXTERNAL AFFAIRS DIVISION (Morris)—Jim Frost (director)

RENTAL SERVICES DIVISION (Prokosch)—Jim Sinclair (director)

Space Rental — Rochelle Rustad
Assistant - Gloria Kensler
Off-Season — Mark Birk
Coliseum and Livestock Facilities - Mark Goodrich
Midway Ticket Takers — Marty Rossini

OPERATIONS COMMITTEE MEETING

Members present: Annexstad, chair; Morris; Keenan; Prokosch; Steltz; Schmidt; Roehlke; ex, officio; Heffron, ex officio; Pooch, ex officio; Wenzel, ex officio.

It was moved by Mr. Prokosch, seconded by Mr. Keenan and carried that the following outside gate "all pay policy" be reaffirmed and extended through 1993. "Entry into the Minnesota State Fair shall be solely contingent upon the presentation and surrender of a valid ticket of admission." (Aye-5; Nay-0).

It was moved by Mr. Prokosch, seconded by Ms. Schmidt and carried to approve the following outside gate fee schedule for 1993: child admission (5 through 12)-\$3.25; adult admission (13 through 64)-\$4.50; senior admission (65 and over)-\$3.25; vehicle parking (three or fewer passengers)-\$3; vehicle parking (four or more passengers)-free; adult advance sale-\$3; child or senior advance sale-\$2.25 (Aye-5; Nay-0).

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

Committee meeting adjourned.

PUBLIC AFFAIRS COMMITTEE MEETING

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

Proposed media & public relations and advertising budgets for 1993 were introduced:

MEDIA & PUBLIC RELATIONS

| | |
|------------------------|---------|
| A. Payroll: | |
| Full-time | 120,000 |
| Summer staff | 16,000 |
| Gophers | 3,000 |
| Special exhibits labor | 3,000 |
| Misc. fair labor | 5,000 |
| | 147,000 |
| B. Printing: | |
| Two newsletters | 42,000 |
| Grandstand flyer | 15,000 |
| Daily schedules | 16,000 |
| Fair Deal schedules | 10,000 |
| Plate page | 1,500 |
| Ed-Leg material | 500 |
| Posters | 3,000 |
| Maps | 3,500 |
| Consignment posters | 500 |
| Invitations | 1,500 |

| | | |
|---|--------|---------|
| Miscellaneous | 4,000 | 97,500 |
| C. Photography: | | |
| Stills (fees, processing, prints, etc.) | 7,000 | |
| Slide presentation | 1,500 | |
| Fair-time video shoot | 1,500 | 10,000 |
| D. Editors - Legislators: | | |
| Caterer | 7,000 | |
| Tent & furniture rental | 2,500 | 9,500 |
| E. Tickets: | | |
| Promotional (radio contests, etc.) | 15,000 | |
| Media gate tickets | 12,000 | 27,000 |
| F. Office Supplies & Rentals: | | 3,000 |
| G. Awards (50 Year, Century Farms, etc.): | | 2,500 |
| H. Minnesota Newspaper Association clipping fees: | | 2,000 |
| I. Survey: | | 6,500 |
| J. Novelties: | | 2,500 |
| K. Happenings & Treatseats transfers: | | 30,000 |
| L. Vehicle Rental: | | 1,500 |
| M. Sundries: | | 8,000 |
| | | 347,000 |

ADVERTISING

| | | |
|--|---------|-----------|
| I. Agency: | | |
| Media- | | |
| Print | 180,000 | |
| Radio | 84,000 | |
| Television | 126,000 | |
| Outdoor | 13,000 | |
| Transit (bus sides) | 18,000 | 421,000 |
| Production- | | |
| Print | 35,000 | |
| Radio | 8,000 | |
| Television | 38,000 | |
| Outdoor | 4,000 | |
| Transit | 11,000 | |
| Misc. projects | 10,000 | 106,000 |
| | | 527,000 |
| II. County Fairs Promotion: | | 12,000 |
| III. Transit Cooperative Ad Program: | | 3,500 |
| IV. Institutional Grandstand Ads: | | 5,500 |
| V. Miscellaneous Special Publications: | | 6,500 |
| VI. Telephone Directories: | | 1,500 |
| | | \$556,000 |

Following discussion, advertising expenditures of \$556,000 and media & public relations expenditures of \$347,000 were approved for 1993 on a motion by Mr. Simons, seconded by Mr. Morris and carried (Aye-5; Nay-0).

Committee meeting adjourned.

RULES & PREMIUM LIST COMMITTEE MEETING

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

Following rule changes were ordered under a motion offered by Mr. Prokosch, seconded by Mr. Simons and carried (Aye-5; Nay-0):

Rules Governing The Operation And Management Of The Minnesota State Fair And The Minnesota State Fairgrounds,* governing the management and control of the Minnesota State Fairgrounds and the Minnesota State Fair.

S.F. 1.01 - Authority

These rules are promulgated pursuant to authority granted the Minnesota State Agricultural Society by Minn. Stat. 37.16. ~~Because the~~ The Minnesota State Agricultural Society is not an agency of state-wide jurisdiction, ~~these therefore rules adopted by the Minnesota State Agricultural Society have not been promulgated pursuant to Minn. Stat. Ch. 14 and will not be contained found in the Minnesota Code of Agency Rules (MCAR)~~

bound volume of Minnesota rules.

S.F. 1.02 - Definitions

- For purposes of these rules, the following definitions shall apply:
- A. Board of managers: The board of managers ~~is responsible for management and control of the Minnesota State Agricultural Society, which is responsible for the management and control of the Minnesota State Fair including the annual election of its secretary.~~
 - B. Commercial exhibitor: Any person or firm which shows goods, machinery or services for advertising purposes from an assigned ~~fairgrounds State Fairgrounds~~ location during the period of the State Fair. Institutions or individuals operating under commercial exhibit contracts are permitted to take orders, but may not accept payment for future delivery or make deliveries from their assigned premises.
 - C. Competitive exhibitor: Any person or firm which enters animals or articles for competitive exhibition at the State Fair.
 - D. Concessionaire: Any person or firm which sells, makes deliveries, ~~and/or~~ accepts deposits for future delivery on or from an assigned ~~fairgrounds State Fairgrounds~~ location during the period of the State Fair.
 - E. Delegate: That employee of the ~~State Fair Society~~ given authority by the secretary to act on the secretary's behalf in the instance specified.
 - F. Department superintendent: That delegate of the secretary who is head of a specific ~~State Fair Society~~ department.
 - G. ~~Director: That delegate of the secretary who is head of a specific Society division.~~
 - GH. Institutional exhibitor: Any institution or organization whose exhibit, in the discretion of the rental services department, qualifies as educational or as a service to the ~~State Fair and/or fair going public Society and its patrons.~~ No retail sales, order taking, deposit acceptance, contribution solicitation or product/service deliveries are allowed under the terms of this space rental agreements ~~covering institutional exhibits.~~ Space, if available, may be provided upon proper and timely application, and, if requested, upon submission of a showing of qualification.
 - HJ. Merchandise permit: The license issued by the ~~State Fair Society~~ to vendors who desire to solicit orders for ~~and/or~~ deliver articles of food and merchandise to concessionaires ~~at on~~ the State Fairgrounds. Such a permit does not authorize retail sales of any kind.
 - IJ. Minnesota State Agricultural Society (~~State Fair Society~~): The ~~Public Corporation and Department of State public corporation and department of state~~ charged with the responsibility for management and control of the State Fairgrounds and ~~the conduct of conducting the annual Minnesota State Fair and other exhibitions on the State Fairgrounds.~~
 - JK. ~~Secretary and executive vice president: The secretary of the Minnesota State Agricultural Society is also the executive vice president of the State Fair and is its chief operating officer.~~
 - KL. Space rental committee: The committee of three or more members of the board of managers, designated by the president.
 - M. ~~State Fair: An annual exhibition conducted by the Society of the products and resources of the State of Minnesota on the State Fairgrounds on dates set by the board of managers.~~
 - LN. State Fairgrounds: That certain area of land in Ramsey County, Minnesota defined and described in Minn. Stat. 37.01 and other real estate parcels as recorded with the Ramsey County Register of Deeds, including the area outside as well as inside the fenced portion thereof.

S.F. 1.03 - All pay gates

Entry ~~into the Minnesota~~ State Fair shall be solely contingent 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. Only properly identified emergency personnel, such as police, fire and ambulance, as well as properly identified ~~State Fair Society~~ service personnel, shall be exempted from this rule when engaged in legitimate emergency or service duty which requires passage through State Fairgrounds admission gates.

S.F. 1.04 - Gate controls

~~Outside Admission~~ gates and exhibit buildings of the ~~Minnesota~~ State Fair will be open to visitors on days and during operating hours as set by the board of managers. Persons not involved in the preparation of or teardown of exhibits ~~at for~~ the State Fair may be prohibited from entering the ~~fairgrounds State Fairgrounds~~ during the preparation and teardown period. ~~Outside gate~~ Gate admission fees will be charged during ~~night-time nighttime~~ (non-operating) hours with the same fee schedule in effect as during day time (operating) hours. Persons entering the ~~grounds State Fairgrounds~~ during non-operating hours, in addition to paying established gate fees, will be required to provide proof of their having business on the ~~grounds State Fairgrounds~~ during said non-operating periods. ~~Exhibitors, concessionaires and/or Space rental agreement holders and their employees, such as watchmen, etc., wishing needing to enter or remain on the grounds State Fairgrounds during the overnight period must first obtain an overnight badge from the appropriate State Fair Society department superintendent. No badge will be issued without proper identification.~~

S.F. 1.05 - Pass-out gates

A pass-out system is operated ~~by during~~ the State Fair at ~~several of its outside admission~~ gates. Persons exiting through these gates may, upon request, ~~have their hand stamped obtain proper credentials for readmittance to the State Fairgrounds without additional charge. Readmittance will be honored the same day as of issuance only.~~

S.F. 1.06 - Admission prices

The ~~State Fair~~ board of managers shall annually review and establish ~~outside~~ gate admission prices for persons and vehicles including specific fee exemptions and discounts ~~for special groups such as children, seniors, employees, exhibitors and concessionaires.~~

S.F. 1.07 - Vehicle restrictions

Maximum vehicle speed limits on the State Fairgrounds, as well as appropriate allowances and restrictions dealing with vehicle parking, delivery hours, restricted areas, tow-away zones and impound arrangements, shall be established by the secretary or delegate. The secretary or delegate shall provide for the placement of such traffic control signals, signs, and other traffic control devices on the State Fairgrounds as deemed necessary for the



safety, protection and control of the ~~fairgrounds State Fairgrounds~~ and the ~~public people~~ thereon. When any police officer or security person finds a vehicle illegally parked on the ~~fairgrounds State Fairgrounds~~, they are authorized to ~~issue a citation or~~ provide for the removal and impoundment of such vehicle, ~~or both~~. Cost of removal and storage shall be borne by the vehicle's owner.

S.F. 1.08 - Pedestrian right-of-way

When walking on or about any street, sidewalk or other area generally open to the public on the State Fairgrounds, pedestrians shall ~~have~~ at all times ~~have~~ the right-of-way as against all vehicles, other than ~~identifiable identified~~ emergency vehicles. Drivers of all vehicles, other than ~~identifiable identified~~ emergency vehicles, shall yield the right-of-way to any and all pedestrians on the ~~fairgrounds State Fairgrounds~~.

S.F. 1.09 - Two-wheeled and track-vehicles

Two-wheeled vehicles, such as bicycles, motorcycles, ~~motor scooters, etc., and motor scooters~~, will not be allowed on the ~~Minnesota State Fairgrounds~~ during the ~~period of the annual~~ State Fair unless such two-wheeled vehicles are on display in an exhibit contracted by the Society and, in such case, said two-wheeled vehicles must be kept in ~~the~~ exhibit location and may not, under any circumstances, be operated on the streets of the ~~fairgrounds State Fairgrounds~~. Track-type vehicles, including snowmobiles, may not be operated anywhere on the ~~fairgrounds State Fairgrounds~~ at any time of the year without the express authorization and approval of the secretary or delegate.

S.F. 1.10 - Bannering, picketing, interfering

No person or group of persons shall banner, picket or engage in any other activities on the State Fairgrounds before or during the State Fair which in any way interfere with a concessionaire, commercial, institutional or competitive exhibitor preparing or conducting their concession or exhibit or which interfere with the free movement of any State Fair patron.

S.F. 1.11 - Handing out materials

The sale, posting or distribution of any merchandise, products, promotional items and printed or written material except from a fixed location on the ~~fairgrounds State Fairgrounds~~ approved by the secretary or delegate shall be prohibited. ~~Those merchandise Merchandise~~ products, promotional items and printed or written materials which are authorized by the secretary or delegate for sale or distribution from a fixed location shall not be handed out to any State Fair patron unless requested by that patron.

S.F. 1.12 - Advertising vehicles

The operation or parking of any sound trucks or vehicles upon which ~~any~~ advertising signs, political or otherwise, have been affixed in any manner shall be prohibited ~~within or without the fenced off areas of anywhere on the fairgrounds State Fairgrounds~~. Nothing in this rule shall be construed as being applicable to lettered service trucks advertising a firm or its products while making necessary deliveries of merchandise or providing service to concessionaires, commercial or institutional exhibitors on the State Fairgrounds, or to the normal advertising on bumpers and windows of motor vehicles.

S.F. 1.13 - Conflict of interest

No manager, officer or employee of the ~~State Fair Society~~ shall:

- A. Enter into ~~any~~ a contract between themselves and the State Fair other than their contract of employment with the Society.
- B. Have or acquire any financial interest, whether direct or indirect, in any contract between the ~~State Fair Society~~ and any concessionaire, commercial or institutional exhibitor, performer, vendor or contractor.
- C. Engage or participate in personal business or financial transactions that conflict with ~~the interest of the Society or~~ their obligations and interests as a member of the board of managers, officer or employee of the ~~State Fair~~, or the interests of the ~~State Fair Society~~.
- D. Be entitled to any special consideration involving the storage of vehicles and materials on the State Fairgrounds or the use of ~~State Fair Society~~ buildings, machinery, or equipment, except as may be specifically approved by the board of managers.
- E. Be allowed to purchase any material for ~~themselves through their personal use~~ or ~~through~~ the name, credit or account of the ~~State Fair Society~~.

S.F. 1.14 - Use of vehicles by Society employees

All vehicles used by managers, officers or employees of the ~~State Fair Society~~ in connection with the ~~operation of the State Fair Society business~~ shall:

- A. Be the property of the manager, officer or employee, ~~in which with the State Fair shall Society to have no interest and shall be under no obligation for upkeep, fuel, oil, repairs except as authorized by the board of managers and stated in the Society bulletin covering expense reimbursement; or~~
- B. Be used by the ~~State Fair Society~~ as part of a service contract, through rental or on a courtesy basis; or
- C. Be the sole property of the ~~State Fair Society~~ to be used only on ~~State Fair Society~~ business.

No vehicle shall be rented by the ~~State Fair Society~~ from any of the said Society managers, officers or employees. ~~All expenses incurred involving the use of privately owned vehicles of managers, officers or employees while in the conduct of the State Fair business shall be claimed on official expense account blanks.~~

S.F. 1.15 - Equal employment opportunities

The following policies concerning fair and equal employment shall be followed by the ~~State Fair Society~~:

- A. It shall be the policy of the ~~State Fair Society~~ to foster the employment of all individuals with the ~~State Fair Society~~ in accordance with their fullest capacity and ability, regardless of race, color, creed, ~~religion~~, sex, age, national origin, ~~disability~~, age, marital or veteran status or status with regard to public assistance or disability, and to safeguard their right to hold employment with the ~~State Fair Society~~ without discrimination; and
- B. Every contract for or on behalf of the ~~State Fair Society~~ for materials, supplies or construction ~~and/or space rental contracts for commercial sale or exhibit purposes~~ agreements may be canceled or terminated by the ~~State Fair Society~~ when discrimination on account of race, color, creed, ~~religion~~, sex, age, national origin, ~~disability~~, age, marital or veteran status; or status with regard to public assistance or disability, exists in the hiring or employment of common or skilled

labor by the contractor pursuant to the contract for or on behalf of the ~~State Fair Society~~.

S.F. 1.16 - Acceptance of gift

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

S.F. 1.17 - Hiring of relatives

No relative of a ~~State Fair Society~~ employee or a relative of a member of the board of managers shall be given preferential treatment in being ~~promoted or being hired for employment or promoted at the State Fair~~. Where bona fide business reasons require, ~~such as security or sound cash handling policies~~, relatives may be precluded from working in the same ~~State Fair Society~~ department.

S.F. 1.18 - Dogs

No dogs or other pets ~~are~~ shall be allowed on the State Fairgrounds at any time unless restrained on a leash of less than six feet in length. Every totally or partially blind, physically handicapped or deaf person, or any person training a properly-identified dog to be a service dog, may be accompanied by a service dog on the State Fairgrounds. No other dogs or pets shall be permitted on the State Fairgrounds during the ~~period of the State Fair~~ except when part of an exhibit or demonstration authorized by the secretary or delegate or when confined within the State Fair campgrounds area. ~~State Fair Society~~ security and watch personnel are empowered to order the removal from the State Fairgrounds or ~~State Fair~~ its campgrounds any dog or pet found to be disturbing or endangering the public.

S.F. 1.19 - Roller skates, in-line skates and skateboards

Use of roller skates or ~~skateboards in-line skates~~ shall not be permitted on the State Fairgrounds ~~at any time during the State Fair~~ except as authorized in an exhibit contracted by the ~~society agreement executed by the secretary or delegate~~. Use of skateboards shall not be permitted on the State Fairgrounds at any time except as authorized in an agreement executed by the secretary or delegate.

S.F. 1.20 - Practice driving

The State Fairgrounds may not be used by any person, organization or firm to conduct lessons for or to practice driving automobiles or other motor vehicles, unless such activity is covered under ~~a contract with the society~~ an agreement executed by the secretary or delegate.

S.F. 1.21 - Use of metal detectors

The use of metal detectors or similar devices ~~for the purpose of finding items of value~~ shall be prohibited on the ~~fairgrounds State Fairgrounds~~. Furthermore, ~~any~~ Any activity of discovery, whether undertaken with or without a detection device, which results in digging, probing or otherwise disturbing the ground, shall be prohibited on the ~~fairgrounds State Fairgrounds~~. This rule shall neither limit nor prohibit activities or the use of detection devices as may be directed by the secretary or delegate in the legitimate conduct of Society work.

S.F. 2.01 - Length of space rental contracts

Space rental contracts are for the designated period of the ~~annual~~ State Fair and, unless otherwise agreed in writing, commence on the first day and expire with the close of the State Fair each year. Such contracts cannot be sold, transferred, assigned, or devised by will without the written approval of the ~~State Fair Society~~.

S.F. 2.02 - Renewal policy

In order to attract and maintain high-quality concessions and exhibits, it is the policy of the ~~Minnesota State Fair Society~~ to annually extend to the concessionaires, commercial and institutional exhibitors from the prior year's State Fair the opportunity to renew their space rental contracts for the next State Fair. However, the ~~State Fair Society~~ reserves the right to refuse to renew any space rental contract, when in the sole discretion of the ~~State Fair Society~~ management, such action is in the best interest of the State Fair and its patrons. Concession, commercial and institutional exhibit contract renewals are normally made on the basis of a renewal for the same space, purpose, products, and ownership as in the prior year. Grounds or space alterations or other changes may make it necessary to eliminate certain previously available space from one year to the next. In such instances, the ~~State Fair Society~~ reserves the right to offer substitute locations or discontinue contracts entirely. The ~~State Fair Society~~ reserves the right to not renew any space rental contract where the concessionaire, commercial or institutional exhibitor has violated any regulation of the ~~State Fair Society~~ or any state or federal law.

S.F. 2.04 - Space rental rates

General policy determinations governing the rates charged for concession, commercial and institutional exhibit space ~~at the State Fair on the State Fairgrounds~~ shall be set by the board of managers and shall be implemented by the secretary or delegate.

S.F. 2.05 - New application policy

Application forms will be available and new applications for concession, commercial and institutional exhibit space ~~at for the State Fair~~ shall be accepted by the space rental department beginning on January 1 of each year. Normally there are more applications for space than space available and the space rental department, in its review of these applications, shall exercise its best judgment in determining what is in the best interest of the ~~State Fair Society~~ and its patrons. Among the factors to be considered by the space rental department in reviewing new applications shall be the health and safety of the ~~fair going public~~ Society patrons, the extent to which the proposed product or service duplicates those of existing concessions, geographic mix and balance of products and services on the ~~fairgrounds State Fairgrounds~~, the product originality and overall quality of the proposed concession, commercial or institutional exhibit, the experience and financial stability of the applicant, and such other factors as the space rental department deems appropriate in determining the best interests of the ~~State Fair Society~~ and its patrons.

S.F. 2.06 - Space rental decisions

The following kinds of decisions of the space rental department shall be in writing and shall be approved by the secretary:

- A. A determination not to renew a concession or exhibit contract;

- B. A determination to grant a renewal with certain changes as to location, purpose, and products;
- C. A determination approving or denying a new application for a space rental contract; and
- D. A determination approving or denying the proposed sale, transfer or conveyance of any interest in a concession or exhibit ~~at the State Fair on the State Fairgrounds.~~

S.F. 2.07 - Space rental review

Any member of the public adversely affected by a decision of the space rental department shall have the right to petition the space rental committee for review of such decision. The review shall be initiated by any such person submitting a request for review in writing to the secretary within 20 days of the date of the letter of action taken by the space rental department. The secretary shall set a meeting of the committee within 45 days thereafter, at which time the committee shall review the matter with the ~~State Fair Society~~ staff and the person requesting review. If the committee determines that the person was improperly or unfairly handled by the space rental department, it shall have the authority to direct the space rental department to take such remedial steps as the committee deems fair and appropriate. After final disposition of any matter reviewed pursuant to this regulation, the committee shall report such disposition to the board. Requests for review received by the secretary after August 1, will be heard after that year's State Fair.

S.F. 2.08 - Construction and maintenance of improvements

Any new construction of or alteration to concession, commercial or institutional exhibit buildings, booths, tents or enclosures must be approved in advance by the space rental department. A concessionaire, commercial or institutional exhibitor intending to erect or alter such a facility shall submit complete plans and specifications to the space rental department, showing that the proposed construction will be in compliance with applicable building codes and will be of an appropriate design and appearance. All tents must be flame proofed and accompanied by a letter of certification showing annual treatment for flame proofing by an approved vendor. ~~The management secretary or delegate shall from time to time engage qualified engineering personnel to inspect and evaluate the structural condition of buildings on the grounds. Changes and/or maintenance as shall be ordered by said engineering personnel to insure structural stability and public safety must be accomplished by lessee within a reasonable specific time limit or structure may be ordered closed, removed or torn down at the expense of the owner.~~

S.F. 2.09 - Off-season use of improvements on grounds

~~State Fair Society~~ owned buildings may not be used by concessionaire, commercial or institutional exhibitor for storage or any other purpose ~~during at times other than the non-fair period State Fair~~ without the written approval of the secretary or delegate. Privately-owned structures on the ~~grounds State Fairgrounds~~ may only be used by their owners ~~during at times other than the non-fair period State Fair~~ for storage of furniture, equipment and supplies used by that person as a part of their State Fair concession, commercial or institutional exhibit. Such structures may be used for other purposes only with the written approval of the secretary or delegate.

S.F. 2.10 - Ownership of improvements

All buildings, tents, booths, or other enclosures, whether portable or permanently affixed to the ~~State Fairgrounds property~~, are personal and not real property. The use of any such improvements on the ~~fairgrounds State Fairgrounds~~ is subject to the space rental contract and the regulations of the ~~State Fair Society~~. All portable improvements must be removed from the ~~fairgrounds State Fairgrounds~~ by September 13 following the State Fair or they will be removed or torn down by the ~~State Fair Society~~. In the event, for any reason whatsoever, the ~~State Fair Society~~ determines that the space rental contract for a concession, commercial or institutional exhibit involving an improvement permanently affixed to ~~State Fair property the State Fairgrounds~~ shall not be renewed and that the permanent improvement should be removed from the grounds, the ~~State Fair Society~~ shall give written notice to the owner and provide a reasonable time for the removal of the permanent improvement and restoration of the underlying real property. Failure to remove the permanent improvement within the time specified by the ~~State Fair Society~~ shall result in the forfeit of all claims to the permanent improvement and the ~~State Fair Society~~ may take possession of or remove the same, charging any expense for removal and restoration to the owner.

S.F. 2.11 - Multiple ownership of concessions, commercial and institutional exhibits

It is the policy of the board of managers to have as many different persons as is possible and practical participating as commercial or institutional exhibitors and concessionaires at the State Fair. The board of ~~managers~~ discourages ownership of multiple concessions by any one person, partnership or corporation. Owners of multiple concessions, commercial or institutional exhibits will not be allowed to enter into additional space rental contracts unless there are compelling factors which indicated that it would be in the best interest of the ~~State Fair Society and the fair-going public its patrons~~ to do so.

S.F. 2.12 - Approval of transfers

A concessionaire, commercial or institutional exhibitor may transfer ~~their~~ interest in a concession, commercial or institutional exhibit contract when, ~~in the judgment of the space rental department, it is in the best interest of the State Fair Society and the fair-going public its patrons~~ to continue to have that concession or exhibit participate in the State Fair. In reviewing a request for such a transfer, the space rental department shall consider, among other things, the following: 1. Quality and character of any structures, improvements and personal property involved. 2. Nature and originality of any products or services presented. 3. Geographic mix, balance and extent of product/service presentation about the State Fairgrounds.

A concessionaire, commercial or institutional exhibitor desiring to transfer ~~their~~ interest in a space rental contract should so notify the space rental department in writing between January 1 and August 1. The space rental department shall respond in writing to the request for transfer within 30 days after the receipt thereof. If a request for transfer is approved, the concession, commercial or institutional exhibit will be posted as such for 30 days at the State Fair space rental department to advise members of the public interested in obtaining a concession, commercial or institutional exhibit ~~at the State Fair~~ that the particular concession, commercial or institutional exhibit is available for transfer. The ~~State Fair Society~~ may subsequently enter into a space rental contract with a proposed purchaser or transferee upon satisfaction of the following:

- A. The proposed concession, commercial or institutional exhibit purchaser or transferee has applied for rental space according to procedures defined under

~~State Fair~~ Rule S.F. 2.05 - New application policy – and had their application reviewed and accepted by the space rental department.

- B. A full and appropriate financial disclosure has been made in writing concerning the transfer of the concession, commercial or institutional exhibit and any personal property involved.
- C. The transaction does not violate the ~~State Fair's Society's~~ policy concerning multiple ownership of concessions and exhibits or any other rule, regulation, policy or procedure of the ~~State Fair Society~~ as promulgated in its space rental rules and information manual.
- D. The proposed purchaser or transferee has adequate experience and financial stability to successfully own and operate a concession, commercial or institutional exhibit at the State Fair.
- E. The proposed transaction is reasonable, in the best interest of the ~~State Fair Society~~ and is consistent with the health, safety and enjoyment of the ~~fair-going public Society patrons~~.

It is the policy of the board of managers to not approve concession, commercial or institutional exhibit transfers where the proposed purchase price is not reasonably related to the actual values of the personal property involved in a proposed transfer. The secretary or delegate may require appraisal of any personal property involved in a proposed transfer. Because of the large number of high quality new applications for concessions, commercial and institutional exhibits, it is the general policy of the board of managers not to allow transfer of portable concessions, commercial or institutional exhibits or space in ~~State Fair Society~~ owned buildings. Proper completion and execution of a ~~Minnesota State Fair~~ space rental department transfer policy acknowledgment verifying understanding and acceptance of ~~State Fair Society~~ transfer policy, procedures and terms, and delivery of a copy of same to the space rental department, along with a properly executed purchase agreement between the parties, shall constitute finalization of approved concession, commercial or institutional exhibit transfer.

S.F. 2.13 - Use of space

~~A~~ Each commercial or institutional exhibitor or concessionaire must confine ~~their~~ business, and the promotion and advertising of same on the ~~fairgrounds State Fairgrounds~~ to the space assigned ~~that person them~~. Failure to comply with this rule will subject commercial or institutional exhibitor or concessionaire to forfeiture of space privileges without reimbursement.

S.F. 2.14 - Risk of loss

The ~~State Fair Society~~ assumes no liability for loss or damage to any property of the exhibitor or concessionaire due to fire, tornado, weather conditions, theft, vandalism, or other causes. It is suggested that a commercial or institutional exhibitor or concessionaire bringing property or goods onto the State Fairgrounds protect such property or goods by appropriate insurance.

S.F. 2.15 - Prize drawings

The following will apply to all concessionaires, commercial or institutional exhibitors who intend to hold a sign-up prize drawing at the State Fair.

- A. All concessionaires, commercial and institutional exhibitors who intend to hold a prize drawing must first obtain permission from the secretary or delegate and then obtain the necessary forms; and
- B. Drawings must be completed during the ~~period of the State Fair~~. Only the advertised prize may be awarded and no further drawing or purchase shall be necessary for the person to be eligible for the prize drawing; and
- C. All concessionaires, commercial or institutional exhibitors who conduct prize drawings must submit to the space rental department, within two weeks after the close of the State Fair, a written statement listing the name, address and prize delivered to each winner; and
- D. If persons signing up for a prize drawing are subject to sales appointments, contracts or calls because they have signed up for a prize drawing, this must be indicated in writing at the drawing registration point; and
- E. All persons or companies which do not comply with this rule may be subject to removal from the grounds ~~and/or~~ forfeiture of contract as the ~~State Fair Society~~ may elect.

S.F. 2.16 - Merchandise permits

Parties desiring merchandising permits for the ~~designated period of the annual State Fair~~ must obtain such permits from the office of the secretary or delegate. Delivery trucks not properly identified with said merchandise permits shall be prohibited from entering the ~~grounds State Fairgrounds~~ at any time during the ~~period of the State Fair~~.

S.F. 2.17 - Regulation of conduct and activities

The Society recognizes that the State Fair ~~is a~~ and ~~State Fairgrounds are~~ proper forums for the free exchange of ideas necessary to a free society, yet reserves the right to regulate all activities, concessions and exhibitions on the ~~fairgrounds State Fairgrounds~~ with regard to time, manner and place in pursuance of its valid interest in maintaining peace and order and protection of the general public. Concessionaires, commercial and institutional exhibitors shall comply with all applicable state and federal laws and must be familiar with procedures and information set forth in the space rental information manual.

S.F. 2.18 - Sales tax permit

Concessionaires, commercial and institutional exhibitors involved in taxable retail sales shall be responsible for obtaining a Minnesota State Sales Tax Permit. Non-compliance with Minnesota tax laws may be grounds for cancellation of space ~~and/or~~ denial of renewal.

S.F. 3.01 - Exhibition times

Times for the setup of ~~State Fair~~ entries, the dismantling and removal of entries and the hours of public viewing will be set annually by the secretary or ~~delegate competitive exhibits director~~ and will be stated in individual department premium books.

S.F. 3.02 - Responsibility for exhibits

The ~~State Fair Society~~ will use diligence to protect livestock and articles entered for exhibition, after their arrival and placement, but under no circumstances will it be responsible for any loss, injury or damage done to or caused by any animal or article on exhibition. It is the responsibility of the competitive exhibitor to obtain appropriate insurance for any damages due to or caused by the exhibit and to indemnify and hold the ~~State Fair Society~~ harmless against any claim arising out of incidents involving the exhibit. Removal or pickup



of exhibits at established times as stated in individual department premium books, entry blanks and/or entry receipts, shall be the responsibility of the competitive exhibitor. The ~~State Fair Society~~ shall not be responsible for any exhibit not removed or picked up at established time and the ~~secretary or competitive exhibits director~~ will dispose of all exhibits not removed or picked up within one year of such established time.

S.F. 3.03 - Board of Animal Health

The exhibition of livestock on the State Fairgrounds shall be under the supervision of the Minnesota Board of Animal Health and its applicable rules and regulations will be complied with in full. Health requirements for individual departments will be set forth in their respective premium books.

S.F. 3.04 - General entry requirements

Competitive exhibitors must file proper entry blanks with any applicable fees prior to the designated closing date for entries. The ~~State Fair Society~~ reserves the right to refuse entries or prohibit the exhibition of animals or articles entered if the showing of such animals or articles is contrary to law, or violative of the ~~State Fair's Society's~~ valid interest in providing for the health, safety and protection of the ~~fair going public its patrons~~. Exhibits entered in the wrong lot or category may be transferred prior to judging at the discretion of the department superintendent to the proper lot or category of competition. Deception of any type by an exhibitor, as determined by the ~~judge or~~ department superintendent, will ban the exhibitor from any further competition and result in the forfeiture of all premiums. Mechanical or artistic articles must be entered in the name of the artist, inventor, manufacturer or maker. No ~~Society officer, of the society or~~ member of the board of managers, ~~or State Fair employee or department superintendent, or member of such person's~~ family, shall be permitted, directly or indirectly, to make a competitive entry in any department over which that person has supervisory responsibility or in which that person is employed.

S.F. 3.05 - Animal entry requirements

When animals are entered for State Fair competition by an entity other than an individual, that entity (whether a corporation, partnership, breeding establishment or other ~~form~~) must have been in existence as of the closing date of entries. Appropriate documentation showing the status of the entity must be available for inspection by the department superintendent. All animals entered under a breed classification must be recorded in a breeding association recognized as representative of the particular breed. The competitive exhibitor must produce a certificate of registry at the request of the department superintendent. All animals shown must be owned by the competitive exhibitor from the time of making entry, except as otherwise provided in special rules of the department.

S.F. 3.06 - Judges

~~No person who is a competitive exhibitor may act as judge in a class in which they are competing. Competent and qualified persons will be employed as judges by the Society to evaluate all competitive exhibits. Judges shall be responsible for reading and understanding the general rules and all special rules applicable to the department or class in which they are to serve. No person who is a competitive exhibitor may act as judge in a class in which they are competing.~~

S.F. 3.07 - Interference with judging

Judges shall report to the department superintendent any competitive exhibitor who in any way, whether in person or by agent or employee, interferes with them or shows any disrespect to them during the judging. The department superintendent may, ~~at their discretion~~, exclude any such competitive exhibitor from further competition. The secretary may withhold from such competitive exhibitor any or all premiums that have been awarded and may also exclude such competitive exhibitor from further competition at the State Fair.

S.F. 3.08 - Award books

Judges and persons acting as clerks to the judges must use special care, ~~after awards have been made~~, to record the proper names in the award books ~~after awards have been made~~. The judge, competitive department superintendent in charge and clerk recording the awards of the department must sign the award book at the close of each class immediately after all awards in such class have been made.

S.F. 3.11 - Interpretation of rules

A faithful observance of all rules governing the exhibit will be required, and when in doubt as to the application or meaning of a rule, the competitive department superintendent in charge shall interpret such a rule. This opinion when required by either a competitive exhibitor or judge must be reduced to writing and returned to the secretary or ~~delegate competitive exhibits director~~ with the award books.

S.F. 3.12 - Protests and appeals

A protest from the decision of a judge will only be accepted from ~~a competitive~~ exhibitor named in the official judge's sheet for competition in the lot or class under protest, and must be filed with the secretary within five (5) hours after the award has been made. An award is deemed to have been made when the notation of the decision of the judge is entered into the department award book. All protests must be made in writing and must be accompanied by a deposit of twenty ~~(\$20.00)~~ dollars. The protest must state plainly and specifically the facts upon which the complaint or appeal is based. The right to appeal will lie only when it is charged that the award has been made in violation of the rules governing the exhibit, or when it is charged that the decision of the judge has been influenced or interfered with by another person. No protest or appeal based upon the statement that the judge or judges are incompetent or have overlooked an animal or article will be considered. The twenty ~~(\$20.00)~~ dollar deposit will be returned only if the protest or appeal is upheld. ~~In protest and appeal instances where rules established by a breed association or other competitive organization with which the Society has an agreement differ from this rule, rules of the association or organization shall govern.~~

S.F. 3.14 - Premium money

Cash premiums awarded will be paid by check made out to the competitive exhibitor and mailed to the post office address as stated on the entry blank. Competitive exhibitors may forfeit all premium money if exhibits are removed from the grounds prior to the official time of release. The board of managers reserves the right to make reductions in premiums if the financial conditions of the ~~Minnesota State Fair Society~~ make such reductions necessary.

Upon a motion by Mr. Prokosch, seconded by Mr. Steltz and carried, authority was granted to the competitive exhibits director, in coordination with department superintendents, to

make adjustments in rules, release dates or premium allocation for respective departments in accordance with guidelines established by the society's 1993 budget (Aye-5; Nay-0).

Committee meeting adjourned.

FINANCE COMMITTEE MEETING

Members present: Simons, chair; Morris; Lund; Recknor; Prokosch; Schmidt; Roehlke, ex officio; Heffron, ex officio; Leach, ex officio; Frost, ex officio; Pooch, ex officio.

Secretary presented proposed operating, maintenance and improvement budgets for 1993, stating that the maintenance and improvement figures on the expense side of the general budget had been approved by the planning committee on January 16, 1993.

After review and discussion, it was moved by Mr. Recknor, seconded by Ms. Schmidt and carried that the 1993 operating, maintenance and improvement budgets be approved as presented (Aye-5; Nay-0):

MINNESOTA STATE FAIR BUDGET SUMMARY

| INCOME | 1992 BUDGET | 1992 ACTUAL | 1993 BUDGET |
|--------------------------------|----------------|----------------|----------------|
| TICKET SALES: | | | |
| COLISEUM | 75,000 | 80,172 | 75,000 |
| GRANDSTAND | 1,450,000 | 1,463,960 | 1,500,000 |
| OUTSIDE GATE | 4,875,000 | 4,738,662 | 5,200,000 |
| PARKING | 400,000 | 469,457 | 440,000 |
| TRACKLESS TRAIN | 28,000 | 28,506 | 50,000 |
| | 6,903,000 | 6,780,757 | 7,265,000 |
| DEPARTMENTAL: | | | |
| AUTO RACE | 1,500 | 720 | 1,000 |
| BOX OFFICE | 115,000 | 102,713 | 135,000 |
| CAMP GROUNDS | 52,000 | 64,990 | 60,000 |
| CARNIVAL | 850,000 | 903,853 | 890,000 |
| COMPETITIVE EXHIBITS | 111,550 | 109,814 | 108,000 |
| ENTERTAINMENT | 13,000 | 15,016 | 13,000 |
| FORAGE | 15,000 | 14,067 | 15,000 |
| GIFT SHOP | 100,000 | 99,301 | 100,000 |
| PUBLIC SAFETY | 6,000 | 13,361 | 10,000 |
| RENTAL SERVICES | 2,525,000 | 2,546,428 | 2,525,000 |
| | 3,856,000 | 3,870,263 | 3,857,000 |
| OTHER: | | | |
| INTEREST | 50,000 | 81,696 | 90,000 |
| MISCELLANEOUS | 157,000 | 178,977 | 65,000 |
| OFF-SEASON ACTIVITY | 1,050,000 | 1,114,472 | 1,100,000 |
| SALE OF BULK MILK | 12,000 | 14,481 | 13,000 |
| SALE OF MARKET ANIMALS | 75,000 | 47,866 | 60,000 |
| SALE OF MATERIALS | 3,000 | 2,785 | 3,000 |
| SPONSORSHIP & GRANTS | 100,000 | 190,441 | 110,000 |
| TELEPHONE | 40,000 | 96,132 | 85,000 |
| | 1,487,000 | 1,726,850 | 1,526,000 |
| GAIN (LOSS) SALE OF WATER RIDE | | (83,072) | -0- |
| TOTAL INCOME | 12,179,050 | 12,294,798 | 12,648,000 |
| EXPENSE | 1992 BUDGET | 1992 ACTUAL | 1993 BUDGET |
| ADMINISTRATIVE: | | | |
| ANNUAL MEETING | 6,000 | 6,710 | 7,500 |
| BAD DEBT | 1,500 | 235 | 500 |
| BOARD HONORARIUM | 10,400 | 10,400 | 10,400 |
| BONDS & INSURANCE | 130,000 | 83,800 | 90,000 |
| COMPUTER | 15,000 | 16,403 | 20,000 |
| DUES & SUBSCRIPTIONS | 12,000 | 12,001 | 12,000 |
| LEGAL SERVICES | 15,000 | 19,106 | 25,000 |
| LEGISLATIVE AUDIT | 25,000 | 23,534 | 25,000 |
| MAILING SERVICE | 16,000 | 15,820 | 17,000 |
| MEDICAL INSURANCE | 140,000 | 137,596 | 140,000 |
| PLANNING | 90,000 | 87,358 | 80,000 |
| POSTAGE | 100,000 | 104,012 | 140,000 |
| PRINTING & SUPPLIES | 55,000 | 76,007 | 78,000 |
| RECORDS & ARCHIVES | 3,000 | 2,866 | 3,000 |
| RETIREMENT FUND | 75,000 | 77,595 | 80,000 |
| SALARIES | 210,000 | 202,304 | 210,000 |
| SOCIAL SECURITY | 250,000 | 267,775 | 275,000 |
| STAFF TRAINING | 5,000 | 4,998 | 5,000 |
| TELEPHONE | 40,000 | 50,615 | 55,000 |
| TRAVEL EXPENSE | 55,000 | 57,113 | 58,000 |
| UNEMPLOYMENT COMPENSATION | 8,000 | 7,034 | 8,000 |
| WORKERS COMPENSATION | 35,000 | 129,183 | 80,000 |
| | 1,296,900 | 1,392,465 | 1,419,400 |
| DEPARTMENTAL: | | | |
| ADMISSIONS | 120,000 | 120,354 | 125,000 |
| ADVERTISING | 550,000 | 543,874 | 556,000 |
| BEE CULTURE | 7,000 | 6,317 | 7,000 |
| BOX OFFICE | 165,000 | 169,645 | 170,000 |

| | | | |
|-----------------------------|-----------|-----------|-----------|
| CAMPGROUNDS | 30,000 | 27,037 | 30,000 |
| CARE & ASSISTANCE | 2,500 | 2,622 | 3,000 |
| CARNIVAL | 18,000 | 18,409 | 21,500 |
| CATTLE | 45,000 | 44,441 | 48,000 |
| CHRISTMAS TREE | 3,000 | 3,118 | 3,500 |
| COMPETITIVE EXHIBITS | 105,000 | 109,648 | 115,000 |
| CREATIVE ACTIVITIES | 46,000 | 43,215 | 47,000 |
| DAIRY PRODUCTS | 1,200 | 1,695 | 1,750 |
| EDUCATION | 22,000 | 20,890 | 22,000 |
| FARM CROPS | 11,000 | 9,568 | 11,000 |
| FINANCE | 210,000 | 226,434 | 200,000 |
| FINE ARTS | 23,000 | 23,837 | 25,000 |
| FLOWER & AG SHOWS | 31,000 | 30,469 | 32,000 |
| FLOWERS | 7,000 | 5,903 | 7,000 |
| FORAGE | 15,000 | 12,219 | 15,000 |
| 4-H CLUB | 130,000 | 129,529 | 140,000 |
| FREE ENTERTAINMENT | 650,000 | 651,661 | 664,000 |
| FRUIT | 6,500 | 6,447 | 7,000 |
| FFA | 32,000 | 32,192 | 34,000 |
| GATE TICKETS | 130,000 | 117,808 | 120,000 |
| GIFT SHOP | 70,000 | 91,416 | 50,000 |
| GOAT | 4,300 | 3,847 | 4,500 |
| GRANDSTAND - CONCERTS | 1,350,000 | 1,350,217 | 1,370,000 |
| GRANDSTAND - RACE | 100,000 | 112,685 | 130,000 |
| GUEST & STAFF SERVICES | 170,000 | 169,743 | 200,000 |
| HERITAGE EXHIBITS | 12,000 | 10,627 | 13,000 |
| HORSE & RODEO | 125,000 | 119,636 | 125,000 |
| LLAMA | 3,000 | 1,837 | 3,000 |
| MEATS | 5,000 | 4,333 | 5,000 |
| MEDIA & PUBLIC RELATIONS | 300,000 | 419,302 | 347,000 |
| PARK & RIDE | 150,000 | 226,661 | 230,000 |
| PARKING | 110,000 | 124,989 | 115,000 |
| POULTRY | 12,000 | 10,694 | 12,000 |
| PUBLIC SAFETY | 320,000 | 313,001 | 320,000 |
| RENTAL SERVICES | 565,000 | 469,594 | 425,000 |
| SANITATION | 565,000 | 546,751 | 555,000 |
| SENIOR CITIZEN | 25,000 | 31,573 | 32,000 |
| SHEEP | 7,500 | 6,432 | 8,000 |
| SWINE | 9,500 | 9,603 | 10,000 |
| TICKET AUDIT | 5,000 | 4,754 | 5,000 |
| VEGETABLE | 5,000 | 4,378 | 5,000 |
| YOUTH CAMP | 20,000 | 20,217 | 21,000 |
| | 6,418,500 | 6,538,770 | 6,520,250 |
| PREMIUMS: | | | |
| BEE CULTURE | 3,000 | 2,424 | 3,000 |
| CATTLE | 85,000 | 92,187 | 95,000 |
| CHRISTMAS TREE | 1,800 | 1,675 | 1,800 |
| CREATIVE ACTIVITIES | 10,000 | 9,780 | 10,000 |
| DAIRY PRODUCTS | 650 | 605 | 650 |
| EDUCATION | 10,000 | 9,477 | 10,000 |
| FARM CROPS | 13,500 | 12,707 | 14,000 |
| FINE ARTS | 7,500 | 7,500 | 7,500 |
| FLOWERS | 2,500 | 2,417 | 2,500 |
| 4-H CLUB | 65,000 | 61,184 | 63,000 |
| FRUIT | 1,750 | 1,770 | 2,000 |
| FFA | 37,000 | 40,529 | 43,000 |
| GOAT | 8,000 | 7,407 | 8,500 |
| HORSE | 70,000 | 63,915 | 68,000 |
| LLAMA | 3,500 | 3,270 | 3,500 |
| POULTRY | 11,000 | 10,258 | 11,000 |
| SALE OF BULK MILK | 12,000 | 14,480 | 13,000 |
| SALE OF MARKET ANIMALS | 75,000 | 47,866 | 60,000 |
| SHEEP | 23,000 | 21,435 | 23,000 |
| SWINE | 21,000 | 20,436 | 22,000 |
| TALENT CONTEST | 6,000 | 5,930 | 6,400 |
| VEGETABLES | 3,000 | 2,653 | 3,000 |
| | 470,200 | 439,905 | 470,450 |
| OTHER: | | | |
| ARCHITECTURAL & ENGINEERING | 55,000 | 12,829 | 110,000 |
| BUILDING INSPECTIONS | | | 40,000 |
| FIRE & POLICE SERVICE | 95,000 | 91,708 | 95,000 |
| FUEL OIL GASOLINE | 35,000 | 28,131 | 30,000 |
| INSTITUTIONAL TICKETS | 62,000 | 74,063 | 75,000 |
| INTEREST | 120,000 | 99,675 | 80,000 |
| MISCELLANEOUS | 25,000 | 39,015 | 30,000 |
| OFF-SEASON ACTIVITY | 562,000 | 539,659 | 570,000 |
| PROPERTY TAX | 5,000 | -0- | 10,000 |
| SIGNS | 20,000 | 15,778 | 20,000 |
| UTILITIES | 160,000 | 129,194 | 140,000 |
| VETERINARIAN SERVICE | 33,000 | 31,451 | 33,000 |
| WATER & SEWER | 135,000 | 106,799 | 110,000 |
| | 1,307,000 | 1,168,302 | 1,343,000 |
| MAINTENANCE: | | | |
| ELECTRIC PLANT | 87,000 | 101,657 | 96,700 |
| FENCE & FIXTURES | 21,000 | 15,843 | 12,800 |
| GAS SYSTEM | 1,000 | 611 | 1,000 |
| GENERAL | 480,000 | 516,522 | 500,000 |
| GRADING SOD TREES | 30,000 | 18,182 | 27,900 |
| PERSONAL PROPERTY | 210,800 | 137,900 | 168,800 |
| SET-UP & TAKE DOWN | 500,000 | 536,580 | 530,000 |
| SEWER SYSTEM | 7,500 | 4,429 | 10,500 |
| STREETS & SIDEWALKS | 41,000 | 26,564 | 63,500 |

| | | | |
|------------------------------|---------------|---------------|---------------|
| STRUCTURES | 322,000 | 275,538 | 323,600 |
| SUPPLIES | 38,000 | 36,254 | 38,000 |
| VEHICLES | 120,000 | 89,327 | 122,300 |
| WATCHMEN | 68,000 | 62,908 | 65,000 |
| WATER SYSTEM | 16,000 | 13,967 | 23,200 |
| | 1,941,500 | 1,836,282 | 1,983,300 |
| DEPRECIATION: | | | |
| ELECTRIC PLANT | 62,000 | 63,291 | 70,000 |
| FENCE & FIXTURES | 14,000 | 16,100 | 16,000 |
| GAS SYSTEM | 1,000 | 764 | 1,000 |
| LAND IMPROVEMENTS | 8,000 | 7,852 | 8,000 |
| PERSONAL PROPERTY | 120,000 | 127,758 | 125,000 |
| SEWER SYSTEM | 8,000 | 8,521 | 8,000 |
| STREETS & SIDEWALKS | 26,000 | 26,057 | 26,000 |
| STRUCTURES | 570,000 | 578,582 | 590,000 |
| WATER SYSTEM | 12,000 | 11,077 | 12,000 |
| | 821,000 | 840,002 | 856,000 |
| TOTAL EXPENSE | 12,255,100 | 12,215,725 | 12,592,400 |
| NET INCOME (LOSS) | (76,050) | 79,027 | 55,600 |
| | 1992 | 1992 | 1993 |
| | BUDGET | ACTUAL | BUDGET |
| CASH-BEGINNING OF YEAR | 3,110,995 | 3,110,995 | 2,672,729 |
| ADD: NET INCOME | (76,050) | 79,072 | 55,600 |
| WORKING CAPITAL CHANGE | | (166,567) | |
| DEPRECIATION | 821,000 | 840,002 | 856,000 |
| CASH AVAILABLE | 3,855,945 | 3,863,502 | 3,584,329 |
| DEDUCT: CAPITAL EXPENDITURES | | | |
| ELECTRIC PLANT | 54,000 | 33,012 | 67,000 |
| FENCE & FIXTURES | 49,000 | 46,829 | 62,300 |
| GAS SYSTEM | 1,000 | 2,337 | 1,000 |
| LANDSCAPING | 1,000 | 188 | 1,000 |
| PERSONAL PROPERTY | 170,000 | 102,410 | 146,000 |
| SEWER SYSTEM | 19,000 | 15,850 | 4,900 |
| STREETS & SIDEWALKS | 19,000 | 11,291 | 55,800 |
| STRUCTURES | 845,000 | 754,017 | 652,300 |
| WATER SYSTEM | 1,000 | | 11,800 |
| | 1,159,000 | 965,934 | 1,002,100 |
| CHANGES: DEBT STRUCTURE | | | |
| EQUIPMENT LEASES | (20,000) | (18,712) | (15,000) |
| CONTRACT FOR DEED-U OF M | (20,000) | (20,224) | -0- |
| BANK NOTES-NORTH STAR BANK: | | | (287,000) |
| LAND | (89,000) | (89,378) | (89,000) |
| VISITOR CENTER | (25,000) | (33,694) | (40,000) |
| TELEPHONE CABLING | (58,000) | (62,831) | (70,000) |
| COMMONWEALTH PARK | | | |
| | (212,000) | (224,839) | (214,000) |
| CASH-END OF YEAR | 2,484,945 | 2,672,729 | 2,368,229 |
| BUILDING FUND BALANCE | 1,535,878 | 1,558,809 | 1,851,809 |
| CASH AVAILABLE-OPERATIONS | 949,067 | 1,113,920 | 516,420 |
| CASH-END OF YEAR | 2,484,945 | 2,672,729 | 2,368,229 |

It was moved by Mr. Lund, seconded by Mr. Morris and carried that the secretary be authorized to release and transfer the sum of \$650,000 from the building fund for direct application to structure improvement projects (Aye-5; Nay-0).

Committee meeting adjourned.

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

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

It was moved by Mr. Prokosch, seconded by Mr. Recknor and carried that secretary be authorized to adjust staff salaries effective the pay period beginning February 6, 1993 (Aye-9; Nay-0).

Secretary was instructed to formulate and present for board consideration a salary range system by job classification for salaried society employees. This action was taken on a motion by Mr. Keenan, seconded by Mr. Lund and carried (Aye-9; Nay-0).

The following resolution was offered by Mr. Prokosch, seconded by Mr. Simons and carried (Aye-9; Nay-0): It is hereby specified that society employees Joe Fischler and Bill Hermes be required to live on the State Fairgrounds for the convenience and to the benefit of the society with gratis rent, utilities and telephone. This resolution will be effective until January, 1994, and at that time, will be subject to reconsideration.

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

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

A report of the life member advisory committee, which met earlier in the day, was accepted on a motion by Mr. Simons, seconded by Mr. Lund and carried (Aye-9; Nay-0).

After discussing hotel options for the annual convention, it was moved by Mr. Morris, seconded by Mr. Recknor and carried that the society meet on January 14-16, 1994 at the Radisson St. Paul Hotel in conjunction with the convention of the Minnesota Federation of County Fairs (Aye-9; Nay-0). The Federation has also confirmed dates at the Radisson for January 13-15, 1995 and January 12-14, 1996.

Next meeting of the board was set for Thursday, June 10 at 10:00 a.m.

Meeting adjourned.

MINNESOTA STATE FAIR YEARLY ATTENDANCE TOTALS

Period of fair - 10 days

| | |
|------|-----------|
| 1963 | 1,026,650 |
| 1964 | 1,073,227 |
| 1965 | 1,027,442 |
| 1966 | 1,192,379 |
| 1967 | 1,183,445 |
| 1968 | 1,280,778 |
| 1969 | 1,187,872 |
| 1970 | 1,159,872 |
| 1971 | 1,204,900 |

Period of fair - 11 days

| | |
|------|-----------|
| 1972 | 1,273,366 |
| 1973 | 1,265,121 |
| 1974 | 1,402,716 |

Period of fair - 12 days

| | |
|------|----------------|
| 1975 | 1,385,242 |
| 1976 | 1,266,328 |
| 1977 | 1,299,017 |
| 1978 | 1,386,457 |
| 1979 | 1,405,669 |
| 1980 | 1,325,360 |
| 1981 | 1,414,809 (10) |
| 1982 | 1,321,785 |
| 1983 | 1,347,884 |
| 1984 | 1,446,450 (9) |
| 1985 | 1,496,014 (7) |
| 1986 | 1,565,349 (3) |
| 1987 | 1,612,178 (2) |
| 1988 | 1,621,279 (1) |
| 1989 | 1,551,361 (4) |
| 1990 | 1,528,688 (6) |
| 1991 | 1,488,810 (8) |
| 1992 | 1,550,603 (5) |

() = Attendance Ranking

MINNESOTA STATE FAIR DAILY AND CUMULATIVE ATTENDANCE RECORDS

| DAY | ATTENDANCE | YEAR ESTABLISHED |
|-----------|------------|------------------|
| Thursday | 104,461 | 1992 |
| Friday | 118,884 | 1979 |
| Saturday | 186,500 | 1979 |
| Sunday | 189,291 | 1972 |
| Monday | 131,657 | 1986 |
| Tuesday | 109,731 | 1988 |
| Wednesday | 117,904 | 1990 |
| Thursday | 137,219 | 1987 |
| Friday | 153,070 | 1989 |
| Saturday | 209,435* | 1986 |
| Sunday | 201,495 | 1968 |
| Monday | 135,640 | 1985 |

TOTAL ATTENDANCE 1,621,279 1988
* Largest single day attendance in the history of the fair.

MINNESOTA STATE FAIR 10 YEAR ATTENDANCE HISTORY

| Year | 1983 | 1984 | 1985 | 1986 | 1987 |
|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Dates | Aug. 25-Sept. 5 | Aug. 23-Sept. 3 | Aug. 22-Sept. 2 | Aug. 21-Sept. 1 | Aug. 27-Sept. 7 |
| Thursday | 66,148 | 77,118 | 65,961 | 82,463 | 85,221 |
| Friday | 106,102 | 107,577 | 106,602 | 77,509 | 108,223 |
| Saturday | 153,170 | 158,757 | 152,279 | 184,216 | 176,299 |
| Sunday | 135,405 | 116,986 | 174,921 | 144,624 | 180,911 |
| Monday | 64,092 | 83,814 | 88,904 | 131,657 | 124,684 |
| Tuesday | 85,582 | 77,875 | 88,861 | 88,688 | 97,850 |
| Wednesday | 86,783 | 91,143 | 64,966 | 103,381 | 104,920 |

| | | | | | |
|----------|-----------|-----------|-----------|-----------|-----------|
| Thursday | 108,076 | 130,814 | 106,659 | 136,480 | 137,219 |
| Friday | 116,566 | 121,117 | 126,958 | 130,132 | 128,473 |
| Saturday | 176,718 | 155,657 | 183,859 | 209,435 | 184,642 |
| Sunday | 147,631 | 195,083 | 200,404 | 177,944 | 182,225 |
| Monday | 101,611 | 130,509 | 135,640 | 98,820 | 101,511 |
| Totals | 1,347,884 | 1,446,450 | 1,496,014 | 1,565,349 | 1,612,178 |

| Year | 1988 | 1989 | 1990 | 1991 | 1992 |
|-----------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Dates | Aug. 25-Sept. 5 | Aug. 24-Sept. 4 | Aug. 23-Sept. 3 | Aug. 22-Sept. 2 | Aug. 27-Sept. 7 |
| Thursday | 87,414 | 70,933 | 72,998 | 71,242 | 104,461 |
| Friday | 109,426 | 101,498 | 101,472 | 96,665 | 118,135 |
| Saturday | 181,385 | 153,106 | 161,036 | 165,372 | 164,029 |
| Sunday | 175,622 | 172,225 | 142,531 | 147,805 | 167,001 |
| Monday | 127,208 | 115,017 | 104,980 | 105,494 | 116,458 |
| Tuesday | 109,731 | 105,033 | 92,234 | 87,982 | 87,139 |
| Wednesday | 99,836 | 96,666 | 117,904 | 97,569 | 95,995 |
| Thursday | 130,315 | 111,360 | 134,130 | 112,279 | 131,099 |
| Friday | 134,065 | 153,070 | 124,491 | 128,513 | 119,960 |
| Saturday | 179,329 | 207,259 | 200,665 | 196,658 | 158,761 |
| Sunday | 177,312 | 170,854 | 179,654 | 175,689 | 199,951 |
| Monday | 109,636 | 94,610 | 96,593 | 103,542 | 87,614 |
| Totals | 1,621,279 | 1,551,361 | 1,528,688 | 1,488,810 | 1,550,603 |

MINNESOTA STATE FAIR GRANDSTAND AND COLISEUM ATTENDANCE

| Year | Afternoon Grandstand | Evening Grandstand | Total Grandstand | Coliseum |
|------|----------------------|--------------------|------------------|----------|
| 1952 | 165,110 | 83,526 | | |
| 1953 | 171,211 | 78,445 | | |
| 1954 | 183,830 | 75,540 | | |
| 1955 | 195,033 | 72,978 | | |
| 1956 | 177,926 | 54,486 | | |
| 1957 | 162,397 | 55,046 | | |
| 1958 | 130,144 | 44,528 | | |
| 1959 | 146,425 | 47,158 | | |
| 1960 | 113,049 | 43,975 | | |
| 1961 | 118,871 | 44,197 | | |
| 1962 | 104,680 | 57,050 | | |
| 1963 | 115,671 | 76,345 | | |
| 1964 | 136,802 | 82,196 | | |
| 1965 | 84,567 | 55,382 | | 50,964 |
| 1966 | 99,004 | 90,848 | | 36,025 |
| 1967 | 92,261 | 72,886 | | 45,113 |
| 1968 | 97,274 | 65,252 | | 56,845 |
| 1969 | 93,803 | 65,327 | | 52,290 |
| 1970 | 71,781 | 96,163 | | 40,200 |
| 1971 | 58,056 | 116,460 | | 43,464 |
| 1972 | 51,618 | 115,076 | | 48,061 |
| 1973 | 56,543 | 84,927 | | 47,614 |
| 1974 | 49,025 | 122,330 | | 49,043 |
| 1975 | 56,371 | 125,775 | | 63,027 |
| 1976 | 51,346 | 140,204 | | 48,750 |
| 1977 | 53,007 | 102,006 | | 57,200 |
| 1978 | 58,450 | 136,338 | | 56,140 |
| 1979 | 45,972 (7) | 161,871 (20) | 207,843 | 48,648 |
| 1980 | 32,838 (7) | 127,078 (17) | 159,916 | 52,695 |
| 1981 | 35,727 (6) | 127,037 (16) | 162,774 | 50,446 |
| 1982 | 20,095 (3) | 163,619 (17) | 183,714 | 45,996 |
| 1983 | 36,901 (6) | 148,641 (15) | 185,542 | 41,302 |
| 1984 | 34,348 (7) | 164,913 (12) | 199,261 | 39,266 |
| 1985 | 21,053 (2) | 152,708 (10) | 173,761 | 45,398 |
| 1986 | 45,640 (4) | 123,118 (12) | 168,758 | 36,634 |
| 1987 | 46,973 (7) | 113,098 (12) | 160,071 | 35,915 |
| 1988 | 40,139 (5) | 124,384 (11) | 164,523 | 38,438 |
| 1989 | 21,128 (5) | 104,718 (11) | 125,846 | 33,968 |
| 1990 | 19,283 (2) | 118,154 (10) | 137,437 | 31,557 |
| 1991 | 28,704 (3) | 149,116 (11) | 177,820 | 30,370 |
| 1992 | 23,398 (3) | 120,148 (11) | 143,546 | 27,155 |

(*) = Number of performances

MINUTES IN VACATION

January

15-17 - Elections were conducted and year-end reports submitted to society delegates assembled at the St. Paul Radisson Hotel. This annual meeting, traditionally held in conjunction with meetings of the Minnesota Federation of County Fairs and the Midwest Showmen's Association, was attended by participants from throughout the state.

19 - Heffron spoke on State Fair history to a club representing agri-business and ag-education retirees at the student center on the University of Minnesota St. Paul Campus.

20 - Art Blakey, Wenzel and Heffron met with Ed Steenburg and Dick Ekwald of the St. Paul Police Department to discuss contract and enforcement issues. Wenzel, Sinclair and Hammer met with representatives Ruby Lee and Mick Minich, of the St. Paul Pioneer Press to discuss the newspaper's exhibit, as well as plans for Care & Assistance Center operations.

22 - Staff sponsored a luncheon for Rick Frenette who recently resigned as society finance director to accept a position with the Ohio State Fair.

23 - Frost attended the American Speed Association annual meeting and awards banquet in Indianapolis, Indiana.

25 - Sinclair met with Tom Atkins to discuss plans for a June 9-13 carnival still-date on the South Como parking lot and trackless train service at the fair.

26 - Heffron met with Special Assistant Attorney General Sherry Enzler to discuss legal issues. Goiffon attended a personnel seminar at the Marriott Center, Minneapolis. Hammer met with representatives of Hilex to discuss promotional possibilities for the '93 State Fair.

27 - Hammer met with representatives of Eveready to discuss promotional possibilities for the '93 State Fair.

28 - Frost and Wenzel met with Jim Meyer, Walker Parking Consultants regarding future traffic and parking development at the fair. Hammer met with representatives of Miller Brewing Co. to discuss sponsorship opportunities and promotions.

February

2 - A legislative audit exit conference, presented by John Asmussen, Jeanine Leifeld, Sonya Hill and Karen Klein, was attended by Frost, Jacobson and Heffron. Pooch attended the annual meeting of the Minnesota Foundation for Responsible Animal Care and spoke relative to the barn tours program at the 1993 Fair. Goiffon and Casey met with Ruth Halverson, Minnesota Board on Aging to discuss Senior Awards Program.

3 - Giannini and Lynskey met with representatives of Impact Mailing to discuss maintenance and service options for direct mail.

3-7 - Sinclair visited the Florida State Fair, Tampa; Florida Citrus Festival and Polk County Fair, Winter Haven, and I.I.S.F. Trade Show, Tampa, and while there met with several concessionaires regarding concession space, Tom Atkins, Thomas Carnival and Chance Manufacturing representatives regarding trams. Sinclair and Rustad met with representatives of Amoco Foam Products to review cup recycling efforts for the 1993 fair.

5 - A staff luncheon was held to mark the departure of Mike Kirch who accepted employment with another firm.

7 - Horse barn facilities were used to stable horses participating in St. Paul Winter Carnival events.

10 - Casey and Giannini met with Karen Leach and Lauren Weck, Minnesota Office of Volunteer Services to discuss day designation. The executive committee approved the Jan. 31, 1993 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

| | | | |
|------------------------------|------------|----|----------|
| Cash Balance-Dec. 31, 1992 | | \$ | (33,724) |
| Add: Jan. Cash Deposits | \$ 353,268 | | |
| Less: Payroll Ending Jan. 13 | (82,901) | | |
| Payroll Ending Jan. 27 | (73,039) | | |
| Jan. Cash Disbursements | (160,820) | | 36,508 |

| | | | |
|----------------------------|--|----|-------|
| Cash Balance-Jan. 31, 1993 | | \$ | 2,784 |
|----------------------------|--|----|-------|

MARKETABLE SECURITIES ACTIVITY:

| | | | |
|-----------------------|-----------|----|-----------|
| Balance-Dec. 31, 1992 | | \$ | 390,944 |
| Add: Interest Earned | \$ 1,468 | | |
| Less: Service Charges | (111) | | |
| Securities Cashed | (300,000) | | (298,643) |
| Balance-Jan. 31, 1993 | | \$ | 92,301 |

BUILDING FUND ACTIVITY:

| | | | |
|-----------------------|----------|----|-----------|
| Balance-Dec. 31, 1992 | | \$ | 1,565,694 |
| Add: Interest Earned | \$ 4,373 | | |
| Less: Service Charges | (331) | | 4,042 |
| Balance-Jan. 31, 1993 | | \$ | 1,569,736 |

CASH BALANCES FOR MONTH ENDING JANUARY 31:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 47,138 | \$ 2,784 |
| Petty Cash | 2,000 | 4,500 |
| Marketable Securities | 789,045 | 92,301 |
| Building Fund | 1,097,467 | 1,569,736 |
| Total Cash Balances | \$ 1,935,650 | \$ 1,669,321 |

11 - Sinclair and Hammer met with representatives of Anheuser-Busch to discuss promotional possibilities. Frost met with Senator Florian Chmielewski and Dan Larson, Senate agriculture committee administrator.

12 - Pooch met with Ann Donahoe and Beth Miner of the Minnesota Hunter and Jumper Association regarding changes at the 1993 show.

12-15 - Heffron attended the annual meeting of the Mid-West Fair Association and visited the Del Mar Fair in Del Mar, Calif.

16 - Pooch spoke at the Minnesota Beef Council meeting relative to the barn tours program at the 1993 Fair. Giannini, Hammer and Sinclair met with Minnesota High Technology Council Director Bob Vanasek and The Works President Rebecca Schatz to discuss a high

technology exhibit for the '93 State Fair.

19 - Frost and Pittelko attended a workers compensation seminar sponsored by the Suburban Area Chamber of Commerce.

19-20 - Heffron attended and participated in a meeting of the IAFE executive committee on the campus of Georgia State University in Atlanta, Ga.

22 - Pooch attended the annual meeting of the Minnesota Purebred Dairy Cattle Association in St. Cloud.

23 - Hammer addressed a meeting of the Golden Valley Rotary Club.

March

9 - Hammer met with representatives of Proex Photo Systems to discuss sand sculpture for the '93 State Fair. The executive committee approved the Feb. 28, 1993 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

| | | | |
|------------------------------|------------|----|--------|
| Cash Balance-Jan. 31, 1993 | | \$ | 2,784 |
| Add: Feb. Cash Deposits | \$ 394,080 | | |
| Less: Payroll Ending Feb. 10 | (90,974) | | |
| Payroll Ending Feb. 24 | (75,069) | | |
| Feb. Cash Disbursements | (215,116) | | 12,921 |

| | | | |
|----------------------------|--|----|--------|
| Cash Balance-Feb. 28, 1993 | | \$ | 15,705 |
|----------------------------|--|----|--------|

MARKETABLE SECURITIES ACTIVITY:

| | | | |
|-----------------------|----------|----|----------|
| Balance-Jan. 31, 1993 | | \$ | 92,301 |
| Add: Interest Earned | \$ 644 | | |
| Less: Service Charges | (50) | | |
| Securities Cashed | (92,500) | | (91,906) |
| Balance-Feb. 28, 1993 | | \$ | 395 |

BUILDING FUND ACTIVITY:

| | | | |
|-----------------------|-----------|----|-----------|
| Balance-Jan. 31, 1993 | | \$ | 1,569,736 |
| Add: Interest Earned | \$ 4,264 | | |
| Less: Service Charges | (333) | | |
| Securities Cashed | (257,500) | | (253,569) |
| Balance-Feb. 28, 1993 | | \$ | 1,316,167 |

CASH BALANCES FOR MONTH ENDING FEBRUARY 28:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 68,403 | \$ 15,705 |
| Petty Cash | 2,500 | 4,500 |
| Marketable Securities | 592,490 | 395 |
| Building Fund | 1,101,503 | 1,316,167 |
| Total Cash Balances | \$ 1,764,896 | \$ 1,336,767 |

10 - St. Paul police held a training session on Machinery Hill. Frost participated in the fair management short course at Hinckley; also met with Al Rupp, deputy state fire marshal. Sinclair and Birk attended court proceedings to support the filing of an unlawful detainer against Norbert Anderson, Fairway Golf Range.

11-12 - Frost attended a two-day session of the University of Minnesota College of Agriculture advisory council.

12 - Frost, Wenzel, Fischler and Heffron met with BRW representatives, Steve Malloy and John Bertleson to review plans for Commonwealth Park.

15 - Goiffon and Casey met with Medica representatives to discuss their sponsorship of senior days at the Fair.

16 - Wenzel spoke to North St. Paul Lions Club.

17 - State Fair staff hosted a breakfast networking meeting of the Suburban Area Chamber of Commerce on the fairgrounds. Pooch, Trantanella and Superintendent Heideman met with Kris Ophoven of Llamas of Minnesota to discuss possible changes at this year's show. Frost participated in the fair management short course at Olivia.

18 - Staff attended workshop on "Citizens Against Crime."

19 - Don Simons, along with Frost and Heffron, attended an annual meeting and convention planning session in St. Cloud; also participating in the meeting were representatives of the Federation of County Fairs, associate members and Midwest Showmen.

20-21 - The Minnesota Weapon Collectors show was held in the Coliseum.

23 - Hammer met with representatives of Gatorade to discuss promotional possibilities.

24 - Pittelko and Hammer met with representatives of Target Stores to discuss sale of licensed State Fair merchandise.

27-28 - Minnesota Ceramics Show was staged in the Coliseum.

30 - St. Paul police conducted a training session on Machinery Hill.

March 31-April 2 - Staff members Sinclair, Rustad and Giannini, along with board members Simons, Prokosch, Roehlke, Schmidt, Morris and Annexstad attended the IAFE Zone 4 spring meeting in Rochester, Minn.

April

1 - Frost met with Senator Joe Bertram.

6 - Giannini, Hammer and Sinclair met with Jerry Hagaman and Robin Kinney of the Minnesota Farm Bureau Federation to discuss the Farm Bureau's plans for the '93 State Fair.

6-8 - St. Paul police held training exercises on Machinery Hill.

7 - Frost, Pooch, Hammer, Sinclair, Wenzel and Heffron met with Richard Kruegar of the Minnesota Racing Commission and Marsha Devine and Gary Jensen of the Minnesota Harness Association to discuss issues and legislation related to horse racing at the State Fair. Frost, Wenzel, Fischler, Sinclair and Heffron met with Al Rupp and Doug Ackerman of the State Fire Marshal's office on fire safety inspection results.

8 - Goiffon attended seminar on Human Rights Act in St. Paul.

9 - Bids were opened on the west Grandstand ramp project; award was made to Jay Brothers, Inc. at a price of \$33,592.00.

10 - The executive committee approved the March 31, 1993 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

| | | | |
|-----------------------------|------------|----|--------|
| Cash Balance-Feb. 28, 1993 | | \$ | 15,705 |
| Add: Mar. Cash Deposits | \$ 352,531 | | |
| Less: Payroll Ending Mar. 5 | (92,084) | | |
| Payroll Ending Mar. 19 | (80,546) | | |
| Mar. Cash Disbursements | (176,212) | | 3,689 |
| Cash Balance-Mar. 31, 1993 | | \$ | 19,394 |

MARKETABLE SECURITIES ACTIVITY:

| | | | |
|-----------------------|-------|----|-----|
| Balance-Feb. 28, 1993 | | \$ | 395 |
| Add: Interest Earned | \$ 34 | | |
| Less: Service Charges | (3) | | |
| Securities Cashed | | | 31 |
| Balance-Mar. 31, 1993 | | \$ | 426 |

BUILDING FUND ACTIVITY:

| | | | |
|-----------------------|-----------|----|-----------|
| Balance-Feb. 28, 1993 | | \$ | 1,316,167 |
| Add: Interest Earned | \$ 3,423 | | |
| Less: Service Charges | (276) | | |
| Securities Cashed | (225,000) | | (221,853) |
| Balance-Mar. 31, 1993 | | \$ | 1,094,314 |

CASH BALANCES FOR MONTH ENDING MARCH 31:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 79,255 | \$ 19,394 |
| Petty Cash | 500 | 4,500 |
| Marketable Securities | 244,807 | 426 |
| Building Fund | 1,105,080 | 1,094,314 |
| Total Cash Balances | \$ 1,429,642 | \$ 1,118,634 |

12-13 - St. Paul police conducted training exercises on Machinery Hill (again on April 15-16.)

15-19 - Now Sports held a bicycle sale in the Education Building.

16-18 - The Gopher State Timing Association Rod and Custom Car Show was staged in the Coliseum and Poultry Barn.

17 - Goiffon and Kay Smith met with Department of Jobs and Training to discuss plans for State Fair branch employment office.

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

19-22 - St. Paul police conducted training exercises on Machinery Hill.

22 - Staff attended a seminar presented by Gary Gorman of Minnesota Department of Human Rights.

22-25 - Budget Computer Sale was held in the Education Building.

24 - A car sale was held on Machinery Hill.

24-25 - The annual Minnesota Horse Expo was produced using the Coliseum, Horse Barn, Judging Arena and Poultry Barn.

26 - D.T. "Deke" Grussendorf, 88, former president of the board and Honorary Life Member

of the society died in Duluth after a short illness.

26-29 - St. Paul police held training exercises on Machinery Hill.

27-May 4 - Heffron visited the Erie County Fair, Hamburg, N.Y., New York State Fair, Syracuse and was joined by Wenzel, Sinclair, Hammer and Frost in attending the IAFE spring management conference at the Eastern States Exposition, Springfield, Mass. Wenzel served as conference program chair.

28-29 - Minnesota Department of Natural Resources conducted a tree distribution at the DNR Bldg.

29 - KSTP-TV held a video taping session on Machinery Hill.

29-May 3 - United Camping Sale was held in the Education Bldg.

30-May 2 - Midwest Pet Fair was staged in the Grandstand and East Room, a spring sportacular baseball card show was conducted in the Merchandise Mart, Sahara Sands Horse Show was held in the Coliseum.

May

2 - Northland antique toy show was staged in Empire Commons, a Buick car show was held in the Grandstand infield.

3-6 - St. Paul police conducted training exercises on Machinery Hill. (Also on May 8 and May 10-13.)

5 - Bicycle races were contested on Machinery Hill.

6 - Goiffon attended annual meeting of Suburban Area Chamber of Commerce. Frost and Jacobson met with James Faust and Barbara Sheldon, North Star Bank.

7 - Frost met with Russell Moore, Twin Cities Musicians Union.

7-10 - Audio Tech held an electronics sale in Empire Commons.

8 - Twin City model railroad show was conducted in the Education Building.

10 - Wenzel and Dan Elmer met with Gary Olson, Rosedale Center to confirm Park and Ride plans for 1993. Heffron, Hammer, Wenzel, Giannini, Frost and Sinclair met with Bob Vanasek of The Minnesota High Technology Council and Rebecca Schatz of The Works to further discuss a high technology exhibit. The executive committee approved the April 30, 1993 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

| | | | |
|-----------------------------|------------|----|--------|
| Cash Balance-Mar. 31, 1993 | | \$ | 19,394 |
| Add: Apr. Cash Deposits | \$ 431,061 | | |
| Less: Payroll Ending Apr. 2 | (87,902) | | |
| Payroll Ending Apr. 16 | (75,056) | | |
| Apr. Cash Disbursements | (252,151) | | 15,952 |
| Cash Balance-Apr. 30, 1993 | | \$ | 35,346 |

MARKETABLE SECURITIES ACTIVITY:

| | | | |
|-----------------------|------|----|-----|
| Balance-Mar. 31, 1993 | | \$ | 426 |
| Add: Interest Earned | \$ 1 | | |
| Less: Service Charges | | | |
| Securities Cashed | | | |

| | | | |
|-----------------------|--|----|-----|
| Balance-Apr. 30, 1993 | | \$ | 427 |
|-----------------------|--|----|-----|

BUILDING FUND ACTIVITY:

| | | | |
|-----------------------|-----------|----|-----------|
| Balance-Mar. 31, 1993 | | \$ | 1,094,314 |
| Add: Interest Earned | \$ 3,042 | | |
| Less: Service Charges | (247) | | |
| Securities Cashed | (340,000) | | (337,205) |

| | | | |
|-----------------------|--|----|---------|
| Balance-Apr. 30, 1993 | | \$ | 757,109 |
|-----------------------|--|----|---------|

CASH BALANCES FOR MONTH ENDING APRIL 30:

| | 1992 | 1993 |
|-----------------------|--------------|------------|
| General Fund | \$ 268,263 | \$ 35,346 |
| Petty Cash | 2,500 | 2,500 |
| Marketable Securities | 6,203 | 427 |
| Building Fund | 1,108,875 | 757,109 |
| Total Cash Balances | \$ 1,385,841 | \$ 795,382 |

11 - Armstrong, Frost, Wenzel, Jacobson and Heffron met with Fred Johnson, director, Minnesota Risk Management Division to discuss property coverage.

12 - Sinclair and Hammer met with Chris Gardner and Joe Atnip of Encyclopaedia Britannica to discuss an exhibit, "Century of Fashion" for the '93 State Fair.

13 - The Grandstand entertainment schedule was announced to the public through media outlets and through the mail. Frost, Jacobson and Pittelko met with representatives of the Hay Group Management Consultants, to discuss a staff salary analysis.

13-15 - An evangelical garage sale was held in the Crossroads Chapel.

14-16 - A country folk art show was presented in the Grandstand.

15 - A sailboard show and swap meet was held in the Merchandise Mart.

18 - Wenzel met with Nancy Nichols, Har Mar Center to confirm Park and Ride plans for 1993.

19 - Bicycle races were run on Machinery Hill. A county-wide disaster drill was held in the Grandstand and infield. Pooch met with Gary Cody and Randy Rheingans of Alfa Laval Agri to discuss their continued involvement with the milking parlor. Hammer met with representatives of KJJO Radio to discuss fair promotions.

19-20 - St. Paul police conducted training exercises on Machinery Hill. (Also May 22 and 24-25.)

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

20-23 - Seasonal Concepts held an outdoor furniture sale in the Merchandise Mart.

21 - Sinclair and Hammer attended an Environmental Awards luncheon at the College of St. Thomas to accept a special recycling award and recognize a student scholarship presented in the name of the State Fair.

21-23 - A sewing machine sale was held in the Sentinel Building.

27 - Staff sponsored a going-away luncheon for retiring employee Gloria Kensler.

June

1 - The Ramsey County Sheriff's Department conducted training exercises on Machinery Hill. Phone and over-the-counter ticket sales began this date. Sinclair met with John Stonehouse, Minnesota Wood Promotion Council, to review initial plans for the Minnesota wood works home to be presented at the 1993 Fair.

2 - Bicycle races were contested on Machinery Hill.

4-6 - Exposhow electronics sale was held in Empire Commons. Frost attended the IEBA annual meeting and seminar in Nashville, Tenn.

6 - A General Motors car show was staged in the infield.

7 - Wenzel met with Tom Glander of SuperCycle to go over recycling plans for 1993. Frost participated in a meeting of a group of agriculture related interests called the Minnesota Agricultural Project; also with the trade show committee for the annual Minnesota fairs meeting and convention.

8 - Heffron met with Representative Jim Rice to discuss legislative matters. Heffron met with Pat Reithoffer of Reithoffer Shows, Inc. and Wilson Sparks, former manager of the Georgia National Fair, to discuss carnival attractions.

9 - Bicycle races were run on Machinery Hill; St. Paul police exercises were held in Heritage Square.

9-13 - Thomas Shows presented a "school's out" carnival still-date on the south Como parking lot.

RENTAL SERVICES COMMITTEE MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds
Thursday, May 20, 1993 - 9:30 a.m.

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

Also present: Rustad and Scott Strand.

Mr. Heffron provided a brief introduction and review of space rental rule revisions in progress. Intent is to have proposed revisions reviewed by legal counsel prior to presentation to the full board for promulgation at either their June or August meeting with implementation scheduled for 1994.

Mr. Thomas Schway, counsel for Segal Wholesale, Inc., and Ms. Leslie Segal Cairncross appeared before the committee to request reconsideration of the board's position with respect to tobacco product sales at the State Fair. Sinclair reviewed prior action taken by the board at their Nov. 5, 1990 meeting placing a prohibition on the sale of tobacco products beginning in 1992, modification of that action on Sept. 6, 1992 to permit such product sales by Steichen's Market within the commissary complex only as a service to those living and working on the fairgrounds. Mr. Sinclair also explained staff efforts working with Segal Wholesale in order to assist them in a search for new products they might offer as an alternative to tobacco products. Mr. Schway suggested that board action may have been arbitrary, leading to economic loss sustained by his client, particularly in view of the fact that the privilege to sell such products was granted to Steichen's Market and "unfairly" withheld from Segal Wholesale, Inc. Inquiry was made of Mr. Strand as to the posture of other state agencies and facilities with respect to tobacco sales and smokers rights, to which he opined that such a policy decision was fully within the purview of the board. Mr. Heffron explained that the committee and board had failed to consider the grocery store format and service in non-public areas in their previous action and that the intent of their subsequent adjustment was intended to satisfy this need, yet continue to refrain from offering such products in more public areas of the grounds. He further explained that it is fully within the committee's and board's right to place or not place concessions and products as they see fit from year to year and that if the committee felt a change in policy should be made it would need to make a

recommendation to the full board to do so. It was subsequently moved by Mr. Keenan, seconded by Mr. Lund and carried that the board policy with respect to tobacco product sales be affirmed, except in the Commissary Building, in support of desire to not sell such products in public areas of the fairgrounds (Aye-5; Nay-0).

Mr. Sinclair reviewed the basis for earlier staff denial of a concession application submitted by Ms. Nannette Anderson for Tommy's Concessions. Sinclair presented correspondence submitted by Ms. Anderson extolling the health virtues of the buffalo meat products she wished to serve. On a motion by Mr. Simons, seconded by Mr. Annexstad and carried it was determined that staff had acted appropriately, that Ms. Anderson's application had been given proper consideration in its review by staff and that the public had not been adversely affected by their determination (Aye-5; Nay-0).

Messrs. Darren Debing and Charlie Wilder appeared before the committee to request reconsideration of their concession space application for color airbrush caricatures, presented examples of their work and discussed the differences and popularity of their art form. Sinclair informed the committee that earlier staff action had been based on the fact that three (3) caricature artists already been assigned space occupancy privileges for the 1993 fair. It was moved by Mr. Keenan and seconded by Mr. Simons that staff action be supported, with the qualifier that the subject applicants be given further consideration should one of the presently contracted caricature artists discontinue participation in the fair. The motion was amended by Mr. Lund to suggest that staff "recognize the newness of products in its review of applications," the amendment was accepted and the motion was carried (Aye-5; Nay-0).

The application for exhibit space submitted by Silvia and Blake Hinton for their company, A-One Pool & Spa, Inc., was presented for review. Sinclair indicated that the number of exhibits at the fair offering pool and spa products had been the motivation of staff denial of the Hinton's request for space and explained that the presence of one new exhibit of this type in 1992 had been based on sponsorship of an entertainment venue by that firm, Cal Spas. Mr. Hinton represented that his company was a Minnesota based firm with the best product and service warranty and pricing in the business, as well as capacity to specially manufacture custom pools, spas and cabinetry. Mr. Lund moved that staff action with respect to the appellant had been appropriate and therefore should be upheld, with the codicil that future consideration be given the appellants request for space should opportunity for placement of such products and services present itself. The motion was seconded by Mr. Annexstad and carried (Aye-5; Nay-0).

The basis for earlier staff action declining the request for food and beverage concession space submitted by Mr. Eric Narvaez was presented by Sinclair. Mr. Narvaez summarized the business credentials and expertise of he and his co-applicants and expressed his thought that the product he wished to present (apple cinnamon granola yogurt floats), which was not reflected on his application, would represent a unique addition to the State Fair. Mr. Narvaez acknowledged that he and his partners in the proposed application were presently engaged in and concentrating on other endeavors, not the concession business, after which Mr. Heffron reiterated the importance of proven experience on the part of concession space applicants, expressed the fair's view that fair guests should not be "part of an experiment" and encourage Mr. Narvaez and his partners to seek concession experience. On a motion by Mr. Simons, seconded by Mr. Morris and carried, it was determined that staff had acted appropriately in their consideration of the subject application (Aye-5; Nay-0).

Mr. Lowell Schaper, owner of Minnetonka Orchard Concession, appeared before the committee requesting review of his concession space request. Sinclair advised that earlier staff action was based on the number of concessions (3) already offering similar products (caramel apple sundaes) at the fair. Mr. Schaper offered a synopsis of his product and concession attributes citing revenue, uniqueness, health, product mix and aesthetic appearance factors and expressed the opinion that his product was superior to like products presently available at the fair. Staff disposition with respect to Mr. Schaper's application was approved on a motion by Mr. Annexstad and carried (Aye-5; Nay-0).

Mr. Sinclair reviewed previous action taken by the committee and board at their Nov. 5, 1992 meetings prohibiting the placement of vending machines in public locations on the fairgrounds, following which Mr. John White, representing "Gumball Gang," reviewed the characteristics and qualities of the gumball machines he had earlier requested the opportunity to place at the fair. It was moved by Mr. Lund, seconded by Mr. Keenan and carried that staff action in this instance be supported and that they be asked to study the fair's current policy with respect to vending machine placement in public areas about the fairgrounds (Aye-5; Nay-0).

On a motion by Mr. Simons, seconded by Mr. Lund and carried, K & M Recreation Inc. was granted authority to increase its haunted house admission price for the 1993 fair from \$2.00 to \$2.50 (Aye-5; Nay-0).

It was moved by Mr. Simons, seconded by Mr. Annexstad and carried, that personal property (food and beverage concession structure and equipment) situated on lot M in block 28 on the state fairgrounds owned by Roy J. Brooks be approved for transfer to Mr. Neil O'Leary (Aye-5; Nay-0).

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

RENTAL SERVICES COMMITTEE MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds
Thursday, June 10, 1993 - 9:00 a.m.

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

Also present: Recknor; Schmidt; Steltz; Rustad and Scott Strand.

Meeting was called to order by Chairman Prokosch at 9:02 a.m.

Mr. Dan B. Shertzer was introduced to the committee, following which Sinclair reviewed the

concession space application materials submitted by Mr. Shertzer on behalf of Old City Cafe and provided a summary of the review process undertaken by Sinclair, Heffron and Wenzel. Sinclair went on to explain that the consensus of staff review was that Mr. Shertzer's application for Old City Cafe could not be accommodated based on several factors:

Space applications are reviewed on their face as to the complete presentation proposed by the applicant. In this case, Old City Cafe had applied to present "natural, vegetarian, kosher, and handmade" food products. In the review process, staff considered present placements and levels of representation of similar products about the fairgrounds and determined that there were several concessions already offering like products that might appeal to natural and vegetarian tastes.

Review of applications submitted for consideration are undertaken on the basis of "products," not "processes". It would be physically impossible, and would not contribute to the wide array of food and beverage products offered at the fair, to have "all the variations on a single theme" represented at the fair. Staff must consider the extent of similar product duplication in a somewhat "generic" sense when evaluating the products an applicant wishes to present and in the case of Old City Cafe, the applicant wished to offer products similar to those already represented at the fair.

Concessions and exhibits are placed by the fair with a desire to see them succeed and also so that space might be put to its most productive use. Both the concession operation and the fair depend on the success of concessions. Staff had concern in its review of the Old City Cafe submission regarding the potential success of the proposed concession based on present representation levels of like products and available clientele for the new product line.

Similarity of the proposed products to those already offered at the fair and the question of their potential success in the fair's "mass market" caused staff to not rank the application high with respect to the likelihood of its placement at the time of its review, particularly in view of the large number of applications in the hands of the fair for presentation of products and services which are unrepresented in any form. It was on this basis that staff felt Mr. Shertzer should be provided a timely reply to his space request and a statement as to the likelihood of the fair's ability to offer him space occupancy privileges for the 1993 exposition.

Mr. Sinclair corrected the record with respect to written documents which had been received, as well as statements made by Mr. Shertzer in such materials and media coverage of the matter, pertaining to earlier efforts by Old City Cafe to obtain space at the fair. Mr. Shertzer's false impression that he had been given assurance of receiving concession space in 1993 and his suggestion that some form of "fraudulent" action had taken place in the process were refuted. Mr. Sinclair closed with a reiteration of the fact that the opportunity to occupy space at the fair is a "privilege" granted with specific conditions and not a "right."

Mr. Shertzer distributed copies of Minnesota law regarding sale of kosher foods and indicated that he would be flexible with respect to menu items he could offer in relationship to those he had applied to present. He went on to indicate that kosher is the fastest growing food market segment in the country with appeal to those desiring a wholesome/healthy product, as well as those wishing to maintain a strictly kosher diet, spoke to the success of their food distribution elsewhere and its potential acceptance at the fair, and suggested that the food presented as such at the fair would not be acceptable by strict kosher standards.

Mr. Heffron stated that in the process of application review, staff seeks to provide variety, avoid duplication, that the fair already has middle eastern, vegetarian, health, and natural foods, but that the fair does not offer food which could be considered kosher. That fact makes Mr. Shertzer's application unique. Moreover, he indicated that unsolicited input would appear to indicate that there may be interest by a certain market segment in such foods and the fair might be well served to cater to this interest, despite the prior experience of staff with limited expression of interest from concessionaires or the public. On this basis he recommended that the staff would seek committee support for an amended position with respect to the application submitted by Old City Cafe calling for the subject application to be given further consideration for placement, if appropriate space can be found for the proposed concession, an acceptable menu presentation can be agreed upon and that other details pertaining to presentation can be worked out between the fair and the appellant.

Mr. Keenan expressed concern regarding the many other applicants who have applied and been denied because of the unavailability of appropriate space, but moved to support the staff's amended posture on the Old City Cafe application. Seconded by Mr. Lund and carried (Aye-3; Nay-2): Simons and Recknor dissenting.

Mr. Heffron made a brief presentation regarding rental services rule changes which are in the process of review by counsel and indicated his intention to present these changes for board consideration at their August meeting, with implementation planned for 1994. No action necessary.

Sinclair provided a brief status report on farm equipment and agri-business displays to be presented at the 1993 fair, noting the departure of Case IH Company, but continued participation by other major lines and the bulk of those machinery exhibitors who have been long term fair supporters. No action necessary.

Meeting adjourned.

MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY Administration Building, State Fairgrounds Thursday, June 10, 1993 - 10:00 a.m.

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

Also present: Ken Wenzel; Jim Sinclair; Steve Pooch; Jim Frost; Rochelle Rustad; Karen Leach; Marshall Jacobson; Jerry Hammer.

Meeting called to order by president Roehlke at 10:06 a.m.

Upon a motion by Mr. Simons, seconded by Mr. Lund and carried, minutes of the January 17, 1993 board meeting, previously mailed to the members, were approved (Aye-9; Nay-0).

Society minutes in vacation, covering the period January 15 through June 13, 1993 and the administrative action noted therein, were approved on a motion by Mr. Annexstad, seconded by Ms. Schmidt and carried. The motion included approval of space rental committee action taken May 20, 1993 (Aye-9; Nay-0).

Secretary presented the May 31, 1993 financial statement as follows:

GENERAL FUND ACTIVITY:

| | | | |
|----------------------------|----|-----------|---------|
| Cash Balance-Apr. 30, 1993 | | \$ | 35,346 |
| Add: May Cash Deposits | \$ | 1,169,319 | |
| Less: Payroll Ending May 5 | | (82,079) | |
| Payroll Ending May 19 | | (103,270) | |
| May Cash Disbursements | | (760,126) | 223,844 |
| Cash Balance-May 31, 1993 | | \$ | 259,190 |

MARKETABLE SECURITIES ACTIVITY:

| | | | |
|-----------------------|----|---------|---------|
| Balance-Apr. 30, 1993 | | \$ | 427 |
| Add: Interest Earned | \$ | 1 | |
| Securities Purchased | | 100,000 | |
| Less: Service Charges | | | 100,001 |
| Balance-May 31, 1993 | | \$ | 100,428 |

BUILDING FUND ACTIVITY:

| | | | |
|-----------------------|----|---------|---------|
| Balance-Apr. 30, 1993 | | \$ | 757,109 |
| Add: Interest Earned | \$ | 2,227 | |
| Less: Service Charges | | 175,000 | |
| Securities Cashed | | (183) | 177,044 |
| Balance-May 31, 1993 | | \$ | 934,153 |

CASH BALANCES FOR MONTH ENDING MAY 31:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 74,629 | \$ 259,190 |
| Petty Cash | 2,500 | 2,500 |
| Marketable Securities | 156,521 | 100,428 |
| Building Fund | 1,112,446 | 934,153 |
| Total Cash Balances | \$ 1,346,096 | \$ 1,296,271 |

After review of the statement, it was moved by Mr. Recknor, seconded by Mr. Steltz and carried that the financial statement of May 31, 1993 be approved (Aye-9; Nay-0).

Approval of action taken earlier in the day (June 10) by the space rental committee was moved by Mr. Prokosch, seconded by Mr. Lund and carried (Aye-9; Nay-0).

Upon a motion by Mr. Simons, seconded by Mr. Annexstad and carried, fair-period luncheon invitations were approved for the following groups: The board of the Minnesota Federation of County Fairs, Sat. Aug. 28; State Fair Hall of Fame and life members, Sun. Aug. 29; Minnesota Livestock Breeders Association board (breakfast), Thurs. Sept. 2; Western Fairs Assn. board, Sun. Sept. 5. Also approved were invitations to the picnic supper for media, political and business representatives, Thurs. Sept. 2 (Aye-9; Nay-0).

Secretary explained an early retirement incentive program, passed by the legislature during its last session, which would allow certain senior employees to retire early with the option of (1) hospital-medical-dental coverage paid until the employee reaches age 65 or (2) an increase in retirement benefits of .25 percent of the average of five highest-paid years. The window of opportunity for this program is May 17, 1993 through January 30, 1994 (only). It was moved by Mr. Keenan, seconded by Mr. Lund and carried that the program be adopted for Society employees (Aye-9; Nay-0).

Secretary outlined several staff and position changes undertaken since the beginning of the year including two promotions: Jim Frost to chief of staff and Marshall Jacobson to finance director. Report only; no action required.

Secretary introduced a salary range recommendation for each society staff position (see list below) with the stipulation that the schedule would be used to establish starting points and upper limits, but that in keeping with previous board action staff salary adjustments would not be made until after February 1, 1994.

SALARY RANGE SCHEDULE

OPERATING CLASSIFICATION \$300 - \$625

Plant Services Assistant
Greenhouse Assistant
Rental Services Assistant
Off-Season Events Assistant
Media & Public Relations Assistant
Business Management Assistant
Entertainment Assistant
Competitive Exhibits Assistant
Guest Services Assistant
Livestock Facilities Assistant
Administrative Services Assistant

| | |
|---|----------------------|
| Guest Services Receptionist | |
| Finance Assistant | |
| INTERMEDIATE & PROFESSIONAL CLASSIFICATION | \$450 - \$725 |

Plant Services Mechanic
 Superintendent - Special Promotions
 Superintendent - Receipts Management
 Superintendent - Livestock Facilities
 Superintendent - Guest Services
 Superintendent - Box Office

| | |
|---|------------------------|
| MIDDLE MANAGEMENT CLASSIFICATION | \$600 - \$1,075 |
|---|------------------------|

* Supervisor - Plant Services
 * Supervisor - Business Management
 * Supervisor - Administrative Services
 Superintendent - Greenhouse
 Superintendent - Plant Services

| | |
|---------------------------------|------------------------|
| EXECUTIVE CLASSIFICATION | \$800 - \$1,525 |
|---------------------------------|------------------------|

* Chief of Staff
 * Director - Operations
 * Director - Competitive Exhibits
 * Director - Rental Services
 * Director - Media & Public Relations
 * Director - Entertainment
 * Director - Finance

| | |
|---------------------------------------|----------------|
| CHIEF EXECUTIVE CLASSIFICATION | \$1,659 |
|---------------------------------------|----------------|

Executive Vice President

* Exempt from overtime

Note: Salary of Plant Management Supervisor presently exceeds the classification limit.

After discussion, it was moved by Mr. Keenan, seconded by Ms. Schmidt and carried that the secretary's recommendation be accepted and that the salary range schedule be adopted (Aye-9; Nay-0).

Departmental payroll schedules for 1993, as prepared by superintendents under budgetary guidelines and confirmed by appropriate directors, were presented and approved on a motion by Mr. Simons, seconded by Mr. Recknor and carried (Aye-9; Nay-0).

1992 STATE FAIR DEPARTMENT LISTING

| Department | 1992 Budget | 1992 Actual | 1993 Projected |
|---------------------------|-------------|-------------|----------------|
| Admission | 111,951.00 | 113,592.00 | 108,253.50 |
| Aghort Custodial | 7,845.00 | 7,766.40 | 7,792.80 |
| Auto Race | 1,152.00 | 1,680.00 | 1,487.50 |
| Bazaar | 4,375.70 | 4,396.15 | 4,396.15 |
| Bee & Honey | 4,475.00 | 4,421.09 | 4,649.00 |
| Beef Cattle | 2,475.50 | 1,925.00 | 1,975.00 |
| Care & Assistance | 1,547.00 | 1,564.00 | 1,100.00 |
| Christmas Trees | 2,300.00 | 2,335.50 | 2,370.00 |
| Coliseum | 5,471.80 | 1,166.63 | 1,326.00 |
| Competitive Exhibits | 462.00 | 462.00 | 478.50 |
| Concessions Checkers | 2,925.00 | 2,670.31 | 2,790.00 |
| Creative Activities | 28,658.75 | 28,862.32 | 31,387.50 |
| Creative Activities Annex | 2,889.00 | 2,889.00 | 2,771.36 |
| Crossroads Building | 4,951.48 | 5,092.48 | 5,210.00 |
| Cup Distribution Center | 2,520.00 | 2,508.00 | 2,595.00 |
| D.N.R. | 900.00 | 720.00 | 900.00 |
| Dairy Cattle | 2,381.00 | 2,568.00 | 2,766.00 |
| Dairy Products | 550.00 | 550.00 | 550.00 |
| Education | 11,831.00 | 11,811.13 | 11,923.00 |
| Electric | 4,268.40 | 4,263.65 | 4,282.40 |
| Empire Commons | 4,026.00 | 3,897.58 | 3,966.00 |
| F.F.A. | 8,829.00 | 8,598.25 | 8,640.00 |
| Farm Crops | 5,580.00 | 4,385.25 | 4,950.00 |
| Finance | 8,572.00 | 8,479.88 | 8,626.25 |
| Fine Arts | 12,720.00 | 17,612.24 | 15,690.00 |
| Flowers | 4,276.00 | 4,254.70 | 4,312.00 |
| Forage | 8,413.50 | 7,897.80 | 7,836.00 |
| Free Entertainment | 26,596.20 | 26,166.65 | 31,139.00 |
| Fruit & Wine | 4,259.00 | 4,286.08 | 4,441.50 |
| Gate Ticket Sales | 111,295.25 | 103,539.88 | 105,495.00 |
| Gift Shop | 7,667.25 | 7,290.62 | 7,268.62 |
| Goat | 1,245.00 | 1,266.25 | 1,266.25 |
| Grandstand Artist Sales | 2,901.55 | 2,794.03 | 2,913.61 |
| Grandstand Production | 22,610.00 | 22,624.63 | 25,702.50 |
| Grandstand Stage Crew | 46,500.00 | 42,790.61 | 44,930.14 |
| Heritage Exhibits | 1,936.40 | 1,345.00 | 1,020.00 |
| Heritage Square | 3,698.40 | 3,656.60 | 3,698.40 |
| Home Improvement | 1,567.75 | 1,585.15 | 1,585.15 |
| Horse | 21,300.00 | 19,482.63 | 20,702.50 |
| Information Services | 10,463.10 | 8,880.30 | 9,781.00 |
| Llama | 760.00 | 710.00 | 710.00 |
| Machinery Hill | 1,739.60 | 1,739.60 | 1,739.60 |
| Mascot | 1,750.00 | 2,053.88 | 1,677.50 |
| Meats | 2,456.25 | 2,458.25 | 2,541.25 |
| Merchandise Mart | 2,056.72 | 1,977.95 | 2,061.80 |
| Midway Information Booth | .00 | 875.63 | 900.00 |

| | | | |
|--------------------------|---------------------|---------------------|---------------------|
| Milking Parlor | 16,264.92 | 19,965.03 | 18,050.00 |
| Modern Living | 1,520.80 | 1,520.80 | 1,520.80 |
| Officers Cottage | 2,480.00 | 2,480.00 | 2,480.00 |
| Operators | 3,556.50 | 3,423.15 | 2,675.00 |
| Park & Ride | 37,687.00 | 39,082.01 | 39,756.25 |
| Parking | 102,107.00 | 102,217.50 | 103,020.00 |
| Poultry | 5,287.00 | 4,404.25 | 4,649.50 |
| Progress Center | 2,100.00 | 2,072.30 | 2,109.60 |
| Public & Media Relations | 1,257.50 | 802.50 | 900.00 |
| Public Safety | 250,807.00 | 246,467.88 | 247,377.00 |
| Receptionist | 6,606.25 | 4,485.50 | 5,865.50 |
| River Ride | 7,796.00 | .00 | .00 |
| Sanitation | 116,400.00 | 108,310.38 | 111,434.00 |
| Senior Citizens | 3,765.00 | 3,773.00 | 3,876.50 |
| Sheep | 2,700.00 | 2,700.00 | 2,700.00 |
| Space Rental Checkers | 2,205.00 | 1,322.25 | 2,250.00 |
| Special Promotions | 5,200.00 | 5,037.56 | 4,325.00 |
| Swine | 3,600.00 | 3,600.00 | 3,600.00 |
| Ticket Audit | 3,892.00 | 3,892.00 | 4,096.00 |
| Ticket Office Coliseum | 3,553.80 | 3,106.44 | 2,906.25 |
| Ticket Office Grandstand | 10,562.80 | 9,615.31 | 10,102.65 |
| Ticket Takers | 27,653.48 | 28,881.87 | 28,900.18 |
| Transportation | 4,642.40 | 4,570.09 | 4,006.00 |
| Varied Industries | 9,575.20 | 9,521.05 | 9,569.55 |
| Vegetable | 3,324.00 | 3,380.13 | 3,525.00 |
| Youth Camp | 7,525.00 | 7,525.00 | 7,633.00 |
| 4-H Regular | 35,750.35 | 35,625.15 | 35,996.70 |
| 4-H University | 65,542.35 | 66,258.56 | 67,598.81 |
| Total | 1,269,509.95 | 1,235,932.81 | 1,253,521.07 |

Secretary offered background on a pari-mutuel horse racing bill, introduced but failing passage during the just concluded legislature session. The initiative was undertaken by the Minnesota Racing Commission without the consent of the society. Report only; no action required.

Mr. Hammer updated the board on the fair's 1993 sponsorship program indicating that \$146,850 has been tentatively identified from 10 cash-sponsors. Negotiations continue with several other interested firms. A second, larger group of companies and organizations are also making commitments to the fair as promotional sponsors. No action required.

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

| ORGANIZATION | AMOUNT |
|---|-----------|
| American Dairy Goat Association..... | \$ 156.00 |
| American Horse Shows Association..... | 50.00 |
| American Horse Shows Association (Dues)..... | 600.00 |
| American Horse Show Saddle Seat Class..... | 65.00 |
| American Miniature Horse Association..... | 25.00 |
| American Paint Horse Association..... | 25.00 |
| American Quarter Horse Association..... | 30.00 |
| Appaloosa Horse Club..... | 20.00 |
| Better Business Bureau..... | 195.00 |
| Box Office Management International..... | 160.00 |
| Canadian Association of Expositions..... | 350.00 |
| Citizens League..... | 50.00 |
| Country Music Association..... | 100.00 |
| Executive Women International..... | 219.50 |
| Greater Minneapolis Chamber of Commerce..... | 355.00 |
| International Arabian Horse Association..... | 75.00 |
| International Association of Amusement Parks & Attractions..... | 175.00 |
| International Association of Fairs & Expositions..... | 750.00 |
| International Entertainment Buyers Association..... | 200.00 |
| Mid-West Fairs Associations..... | 150.00 |
| Midway Civic & Commerce Association..... | 200.00 |
| Minnesota Agri-Growth Council..... | 400.00 |
| Minnesota Broadcasters Association..... | 200.00 |
| Minnesota Chiefs of Police Association..... | 50.00 |
| Minnesota Employees Recreation & Services Council..... | 210.00 |
| Minnesota Federation of County Fairs..... | 50.00 |
| Minnesota Festivals & Events Association..... | 100.00 |
| Minnesota Hunter & Jumper Association..... | 50.00 |
| Minnesota Ice Arena Managers Association..... | 75.00 |
| Minnesota Music Academy..... | 11.00 |
| Minnesota Office of Volunteer Service..... | 50.00 |
| Minnesota Quarter Horse Association..... | 15.00 |
| Minnesota Safety Council..... | 95.00 |
| Minnesota Society of Association Executives..... | 125.00 |
| Minnesota 36/400 Users Group..... | 80.00 |
| Minnesota Chapter National Institute of Government Purchasing..... | 50.00 |
| National Association of Amusement Ride Safety Officials..... | 30.00 |
| Outdoor Amusement Business Association..... | 50.00 |
| Recycling Association of Minnesota..... | 65.00 |
| Rocky Mountain Association of Fairs..... | 250.00 |
| Roseville Rotary Club..... | 260.00 |
| St. Paul Area Chamber of Commerce..... | 478.00 |
| St. Paul Convention Bureau..... | 325.00 |
| St. Paul Winter Carnival..... | 142.00 |
| State of Minnesota Cooperative Purchasing Venture..... | 400.00 |
| Suburban Area Chamber of Commerce..... | 450.00 |
| Tri-State Horseman's Association..... | 50.00 |



| | |
|--|------------|
| Twin City Purchasing Management Association..... | 175.00 |
| US Chamber of Commerce..... | 250.00 |
| Western Fairs Association..... | 750.00 |
| White Bear Lake Chamber of Commerce..... | 155.00 |
| Total | \$9,341.50 |

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

| CONTRACTOR | DATES | TERMS | VENUE |
|---|-----------|--|--------------|
| Southern Thunder Services, Inc. (Sound) | 8/24-9/5 | \$18,000 | Grandstand |
| Southern Thunder Services, Inc. (Lights) | 8/24-9/5 | \$18,150 | Grandstand |
| Julie Snouffer | 8/26-9/5 | \$4,500 | Grandstand |
| John Warling/ Grandstand Catering | 8/26-9/5 | \$5,400 | Grandstand |
| Black & Wy f/s/o Clint Black & Wynonna Judd | 8/26 | \$110,000 plus \$15,000 production vs. 85% gross ticket sales | Grandstand |
| Hank Williams Jr. Enterprises f/s/o Hank Williams Jr. | 8/28 | \$75,000 plus 75% over \$122,500 plus \$2,500 production | Grandstand |
| Tip Top, Inc. f/s/o Aaron Tippin | 8/28 | \$15,000 | Grandstand |
| Events, Inc. f/s/o Wild & Crazy Kids | 8/31 | \$30,000 plus 75% over \$65,000 | Grandstand |
| Deff Lepp, Inc. f/s/o Def Leppard | 9/1 | \$117,500 plus 75% over \$180,000 plus \$25,000 production plus \$7,500 opening act | Grandstand |
| Seymour Heller f/s/o The Lawrence Welk All Stars | 9/2 | \$20,000 plus 75% over \$50,000 | Grandstand |
| New World Classics f/s/o Keith Brion and His New Sousa Band | 9/2 | \$25,000 plus 75% over \$80,000 | Grandstand |
| Dolly Parton Productions Inc. f/s/o Dolly Parton | 9/3 | \$85,000 plus 75% over \$135,000 | Grandstand |
| Sammy Kershaw | 9/3 | \$20,000 | Grandstand |
| Wildcountry Inc. dba Alabama | 9/4 | \$50,000 plus 85% over \$93,500 plus \$18,500 production | Grandstand |
| Brother Tours, Inc. f/s/o The Beach Boys | 9/5 | \$125,000 plus 80% over \$190,000 | Grandstand |
| Southern Thunder Services, Inc. | 8/26-9/5 | \$17,070 | Bandshell |
| Southern Thunder Services, Inc. | 8/26-9/5 | \$6,015 | Baldwin |
| Southern Thunder Services, Inc. | 8/26-9/5 | \$3,290 | Bazaar |
| Southern Thunder Services, Inc. | 8/26-9/5 | \$3,290 | Heritage |
| Southern Thunder Services, Inc. | 8/26-9/5 | \$800 | Amphitheater |
| John Michael Montgomery | 8/26-8/29 | \$20,000 | Bandshell |
| Phoenix Productions, Inc. f/s/o The Mamas & The Papas | 8/26-8/29 | \$30,000 | Bandshell |
| Darryl & Don Ellis | 8/26-8/29 | \$18,000 | Bandshell |
| Molly & The Heymakers | 8/30-9/2 | \$10,000 | Bandshell |
| Clinton Gregory Enterprises f/s/o Clinton Gregory | 8/30-9/2 | \$15,000 | Bandshell |
| Asleep At The Wheel, Inc. f/s/o Asleep At The Wheel | 8/30-9/2 | \$20,000 | Bandshell |
| Evangeline | 9/3-9/6 | \$14,000 | Bandshell |

| | | | |
|--|-----------|--------------------|-----------------------|
| G.P. Music, Inc. f/s/o Gary Puckett | 9/3-9/6 | \$20,000 | Bandshell |
| Matthews, Wright & King, Inc. f/s/o Matthews, Wright & King | 9/3-9/6 | \$17,500 | Bandshell |
| Thomas Baumgartner f/s/o The Comedy Hour | 8/26-9/6 | \$9,500 | Bazaar |
| Jose Carrera/Latin Sounds | 8/26-8/29 | \$4,600 | Bazaar |
| Jim Barber | 8/26-8/29 | \$6,000 | Bazaar |
| On A Stick Productions f/s/o Jeff Dunham | 8/30-9/2 | \$20,000 | Bazaar |
| Nubian Men/Jamal Harut | 9/3-9/6 | \$1,450 | Bazaar |
| Gary Mule Deer | 9/3-9/6 | \$7,200 | Bazaar |
| Cliff Brunzell & The Golden Strings/Cliff Brunzell | 8/26-9/6 | \$11,760 | Baldwin |
| Power Entertainment Productions f/s/o Power | 8/26-8/29 | \$2,500 | Baldwin |
| The Rockin' Hollywoods | 8/26-8/29 | \$6,500 | Baldwin |
| Leroy Wolfram/The Jets | 8/26-8/29 | \$6,000 | Baldwin |
| Stoney Lonesome | 8/30-9/2 | \$3,600 | Baldwin |
| Spirit | 8/30-9/2 | \$11,000 | Baldwin |
| Mpls. Gospel Sound | 8/30-9/2 | \$6,000 | Baldwin |
| The Bone Tones | 9/3-9/6 | \$4,000 | Baldwin |
| Jumbo Ya Ya | 9/3-9/6 | \$3,400 | Baldwin |
| Frogtown Cajun Hotshots | 9/3-9/6 | \$2,700 | Baldwin |
| John & Mary Block (Log Cabin) | 8/26-9/6 | \$3,800 | Heritage |
| Tom Latane (Blacksmith) | 8/26-9/6 | \$1,845 | Heritage |
| Don Edwards | 8/26-8/29 | \$7,000 | Heritage |
| Waddie Mitchell | 8/26-8/29 | \$7,000 | Heritage |
| Sons of the San Joaquin | 8/26-8/29 | \$8,000 | Heritage |
| Bill Miller | 8/30-9/2 | \$5,000 | Heritage |
| Chmielewski Band | 8/30-9/2 | \$5,980 | Heritage |
| Riders In They Sky | 9/3-9/6 | \$20,000 | Heritage |
| Sean Emery | 8/26-9/6 | \$6,300 | Children's Theater |
| David Wigen f/s/o Magic With A Twist | 8/26-8/29 | \$2,000 | Children's Theater |
| The Gizmo Guys | 8/26-8/29 | \$4,000 | Children's Theater |
| Teddy Bear Band | 8/26-8/29 | \$3,100 | Children's Theater |
| The Flyers | 8/30-9/2 | \$2,000 | Children's Theater |
| Jerry Frasier | 8/30-9/2 | \$2,900 | Children's Theater |
| James Wedgwood | 8/30-9/2 | \$2,000 | Children's Theater |
| Curly Lasagna Show/Winsor Concepts, Tom Guier | 9/3-9/6 | \$4,400 | Children's Theater |
| Bob Condon | 9/3-9/6 | \$2,200 | Children's Theater |
| The Splatter Sisters | 9/3-9/6 | \$2,000 | Children's Theater |
| Wally & Alice Pikal | 8/26-8/31 | \$2,810 | Senior Building |
| Thrill Sport Productions | 8/26-9/6 | Admissions Only | Amphitheater |

| | | | |
|--|-----------|---------------------------------|----------------------|
| Gopher State Garden Tractor Pullers, Inc. | 9/1 | \$495 | Free Entertainment |
| All American Judges Ass'n | 8/26-9/6 | \$1,150 | Parade |
| Parade Productions/Dennis Johnson | 8/26-9/6 | \$1,500 | Parade |
| John & Mary Block | 8/26-9/6 | \$3,000 | Parade |
| Minnesota Purebred Dog Breeders Ass'n | 8/26-9/6 | \$5,500 | Pet Center |
| Minnesota Veterinary Medical Ass'n | 8/26-9/6 | \$5,500 | Pet Center |
| Minnesota Guernsey Breeders Ass'n., Debbie McDermott-Johnson | 8/26-9/6 | \$3,500 | Cattle |
| Randy Roberts | 8/27-9/6 | \$2,250 | Horse |
| Jerry Wayne Olson | 8/27-8/31 | \$6,000 | Horse |
| Barnes PRCA Rodeo | 9/1-9/3 | \$33,000 plus admission tickets | Horse |
| Equine Medical Center William H. Sweeney, DVM | 8/26-9/6 | \$22,000 | Vet |
| W.J. Mackey, DVM | 8/26-9/6 | \$10,000 | Vet |
| Barn Tours "The Original" | 8/26-9/6 | \$15,840 plus travel expenses | Competitive Exhibits |

Copies of the legislative audit report covering the society's 1992 fiscal year were circulated to the board April 2. It was moved by Mr. Recknor, seconded by Mr. Morris and carried that the report and the secretary's response to the recommendation contained therein be accepted (Aye-9; Nay-0).

A minor adjustment in Coliseum ice rental rates, under which the practice rate increases from \$90 to \$100 per hour, was approved on a motion by Mr. Prokosch, seconded by Mr. Simons and carried (Aye-9; Nay-0).

Mr. Frost offered an update on advance ticket sales.

An agenda call for the next meeting of the board was ordered by President Roehlke for Friday, August 27, 10:00 a.m.

Meeting adjourned at 11:17 a.m.

MINUTES IN VACATION

June

11 - Hammer, Giannini, Sinclair and Heffron met with Bob Vanasek of The Minnesota High Technology Council and Rebecca Schatz of The Works to continue discussions related to an exhibit of imaging technology.

11-13 - The annual Minnesota Arabian horse show was staged in the Coliseum; the Great American Gem Show was held in the Education Building.

12-13 - Prime Antique Show was held in the Grandstand, East Room and Infield.

14 - Hammer met with representatives of Midwest Coca-Cola Bottling Company to discuss promotional opportunities.

14-17 - The 4-H Junior Leader Conference was conducted at the 4-H Building.

15 - St. Paul Police held a training session in Heritage Square.

16-19 - The National Reining Horse Show was presented in the Coliseum.

18 - Frost, Sinclair, Fischler, Wenzel and Heffron met with Duane Grace, contracted by with the society to provide building code inspections, and with staff from Toltz, King, Duvall, Anderson and Associates, to discuss projects in progress.

18-20 - The Minnesota Street Rod Show was held on Machinery Hill with special exhibits in the Education Building and Grandstand.

22 - Hammer and Sinclair met with representatives of the Minnesota Farm Bureau Federation to discuss their exhibit plans. Wenzel met with Sally Retka and John Rozman, American Red Cross to go over plans.

22-24 - The State Patrol conducted a vehicle inspection on the Carnival Lot.

23 - Bicycle races were contested on the streets of Machinery Hill. Leach, Goiffon, Frost and Sinclair met with Ken Cherry, Accessibility, Inc., to discuss potential employment opportunities for the physically and mentally challenged.

23-26 - The annual Tanbark Horse Show was staged in the Coliseum.

24 - The Bureau of Criminal Apprehension held a training session on Machinery Hill.

25-26 - Frost attended an ASA automobile race at Brainerd and met with ASA, Group V and AC-Delco officials.

27 - Grandstand and Plaza Park facilities were used to present a special fundraising show for kids starring television costume character Barney the Dinosaur. Attendance for the day was 37,000.

30 - Hammer and Giannini met with representatives of Miller Brewing Company to discuss sponsorships and promotions.

July

1-4 - North Central Morgan Horse Show was staged in the Coliseum.

2 - Sinclair met with representatives of Ferrellgas, Inc. to discuss movement of their propane gas facilities.

5-10 - Lions, International, which held its annual convention in downtown Minneapolis, made use of State Fair campgrounds facilities.

7 - Frost, Hammer and Wenzel met with MTC personnel to discuss transportation options. Wenzel, Sinclair and Fischler met with Ted O'Connell of the Minnesota Blue Flame Gas Association to review their exhibit plans. Hammer, Sinclair, Rustad and Giannini visited the Northern Wisconsin State Fair, Chippewa Falls.

8 - Frost met with Dan Woehrl, NSP, regarding a gas pipeline that crosses the fairgrounds.

9 - Chelsea Pictures conducted a video taping session in the south Como parking lot.

9-10 - Bookhunters held a book sale in Empire Commons.

10 - The Executive Committee approved the June 30, 1993 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

| | | |
|-----------------------------|------------|------------|
| Cash Balance-May 31, 1993 | | \$ 259,190 |
| Add: Jun. Cash Deposits | \$ 706,509 | |
| Less: Payroll Ending Jun. 2 | (98,866) | |
| Payroll Ending Jun. 16 | (96,235) | |
| Payroll Ending Jun. 30 | (130,938) | |
| Jun. Cash Disbursements | (464,782) | (84,312) |

Cash Balance-Jun. 30, 1993 \$ 174,878

MARKETABLE SECURITIES ACTIVITY:

| | | |
|-----------------------|---------|------------|
| Balance-May 31, 1993 | | \$ 100,428 |
| Add: Interest Earned | \$ 1 | |
| Less: Service Charges | | |
| Securities Purchased | 450,000 | 450,001 |
| Balance-Jun. 30, 1993 | | \$ 550,429 |

BUILDING FUND ACTIVITY:

| | | |
|-----------------------|----------|------------|
| Balance-May 31, 1993 | | \$ 934,153 |
| Add: Interest Earned | \$ 1,848 | |
| Less: Service Charges | (153) | 1,695 |
| Balance-Jun. 30, 1993 | | \$ 935,848 |

CASH BALANCES FOR MONTH ENDING JUNE 30:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 504,339 | \$ 174,878 |
| Petty Cash | 2,750 | 2,750 |
| Marketable Securities | 106,698 | 550,429 |
| Building Fund | 1,116,036 | 935,848 |
| Total Cash Balances | \$ 1,729,823 | \$ 1,663,905 |

12 - The State Employment Service opened a branch office in the 4-H Building. Frost met with State Fire Marshal Tom Brace and Chief Deputy Allen Rupp.

12-17 - The Limousin Association held its national show in the Coliseum and Cattle Barn.

13 - Hammer, Goiffon, Sinclair, Lynskey and Casey attended a seminar on customer service offered by the Better Business Bureau of Minnesota.

14 - Pooch attended an MVAIA banquet and accepted a plaque on behalf of the Fair.

15 - Hammer, Goiffon, Sinclair, Lynskey and Casey attended a seminar on customer service offered by the Better Business Bureau of Minnesota.

15-17 - A clothing sale conducted by Minnesota Youth Athletic Services, was held in Empire Commons.

16 - Frost met with office space planning consultant, Suzanne Bates. A special training session for staff and department superintendents was presented by guest and staff services personnel at the Earl Brown Center and was followed by a meeting of Rental Services Division staff and fair-time building superintendents at the Administration Building.

19 - Heffron, Hammer and Giannini met with Marv Isreal and Guy Farrell of MDI Associates, Syracuse, N.Y., concerning a study of off-season activity at the New York State Fair.

20 - Sinclair, Hammer and Giannini met with Mike Mills regarding presentation of the "Building a New World Project" globe. Frost met with John Boland and Carol Erickson of Boland & Associates (governmental relations and public affairs).

21 - Heffron met with Ron Stark, finance director of the Western Washington Fair, Yakima, to review computer ticketing procedures. Frost and Heffron met with Pat Quinn and Leon Huddala, St. Paul Schools and Dick Parranto, Parranto Realty, to discuss whether State Fair property south of Como Avenue might be available for sale to the St. Paul school district.

22 - Frost and Wenzel met with representatives of the State Fire Marshal's office to plan life safety procedures.

23 - Pooch attended a Western Saddle Club Association meeting and briefed members on the upcoming Fair. Frost met with Senior Vice President Bob Erickson and Assistant Vice President Paul Tschida at the University of Minnesota.

25 - Over 1,200 staff, former employees and their families enjoyed an afternoon of picnicking, games and entertainment on Machinery Hill sponsored by the State Fair.

27 - Hammer addressed a meeting of the New Brighton Rotary club. Hammer met with representatives of Proex Photo and Portrait to discuss a sand sculpture.

28 - Frost and Heffron met with Special Assistant Attorney General Scott Strand to discuss several pending legal issues.

29 - Heffron met with George Jones, former president of the Eastern States Exposition, to discuss industry-related matters.

29-8 - Talent contest auditions were held in the Bandshell.

30 - Wenzel, Hammer and Giannini met with Tom Johnson and Kathy Laudenslager of MTC regarding State Fair bus service.

August

3 - Wenzel, Art Blakey and Dan Elmer met with U of M Assistant Vice President Paul Tschida and staff regarding traffic control and transitway arrangements.

6 - Leach and Frost met with J.C. Amel, new business agent for IATSE and Don Quinn, foreman of the fair's Grandstand stage crew.

7 - Sinclair, Hammer, Juettner and Fischler met with representatives of Science Faction and Bose to discuss technical and physical aspects of a laser light and sound show.

9 - Sinclair and Hammer met with Mike Benson, WCCO TV, to discuss their exhibit plans. Amy Wagner and Marge Krueger along with persons from the Minnesota Board on Aging, assisted in judging the outstanding Minnesota seniors.

10 - Sinclair and Rustad met with representatives of Amoco Foam Products and Turnquist, Inc. to plan cup delivery. Bids for completion of Progress Center remodeling were opened; apparent low bid of \$553,500 was submitted by Martens-Brenny Construction Company. Knox Lumber Company held an orientation meeting regarding the Care and Assistance Center.

11 - Pooch and Frost attended a 4-H Foundation reception at the 4-H Building. The Executive Committee approved the July 31, 1993 cast transaction summary as follows:

GENERAL FUND ACTIVITY:

| | | |
|------------------------------|------------|------------|
| Cash Balance-Jun. 30, 1993 | | \$ 174,878 |
| Add: Jul. Cash Deposits | \$ 680,452 | |
| Less: Payroll Ending Jul. 14 | (120,260) | |
| Payroll Ending Jul. 28 | (110,263) | |
| Jul. Cash Disbursements | (411,101) | 38,828 |
| Cash Balance-Jul. 31, 1993 | | \$ 213,706 |

MARKETABLE SECURITIES ACTIVITY:

| | | |
|-----------------------|-----------|------------|
| Balance-Jun. 30, 1993 | | \$ 550,429 |
| Add: Interest Earned | \$ 617 | |
| Less: Service Charges | (50) | 400 |
| Securities Cashed | (200,000) | (199,433) |
| Balance-Jul. 31, 1993 | | \$ 350,996 |

BUILDING FUND ACTIVITY:

| | | |
|-----------------------|----------|------------|
| Balance-Jun. 30, 1993 | | \$ 935,848 |
| Add: Interest Earned | \$ 2,345 | |
| Less: Service Charges | (192) | 2,153 |
| Balance-Jul. 31, 1993 | | \$ 938,001 |

CASH BALANCES FOR MONTH ENDING JULY 31:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 298,144 | \$ 213,706 |
| Petty Cash | 2,750 | 4,870 |
| Marketable Securities | 107,098 | 350,996 |
| Building Fund | 1,119,469 | 938,001 |
| Total Cash Balances | \$ 1,527,461 | \$ 1,507,573 |

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

13 - Media volunteers held an orientation meeting regarding Seniors Days.

16 - Sinclair and Rustad met with Scott Walton, IWERKS Entertainment, Inc., to plan presentation of IWERKS motion simulation theatre. Frost, Wenzel, Pooch, Juettner and Scot Ribar met with Mark Steuart, Minnesota Pollution Control Agency soil scientist, on procedures for obtaining a feedlot permit.

18 - Outside gates were secured beginning today; Campgrounds opened.

19 - Frost, Goodrich, Pooch and Wenzel met with State Fire Marshal staff to establish fire safety procedures in livestock barns.

20 - Heffron attended the Steele County Fair in Owatonna.

21 - Wenzel attended the Steele County Fair in Owatonna.

23 - Hammer spoke at a noon meeting of the Roseville Rotary Club. A Ramsey County District Court hearing, called to consider a request for temporary injunctive relief filed by Bazaar concessionaire Gladstone Natala, was attended by Sinclair and Special Attorney Scott Strand. On August 25 the injunction was denied.

24 - A special artists' preview was held in the Fine Arts Center.

25 - The Princess Kay coronation, sponsored by the American Dairy Association of Minnesota, was staged in the Bandshell. Preliminary horse show events were contested in the Coliseum.

26 - The 1993 Minnesota State Fair opened to the public at 6:00 a.m. Official opening day ceremonies, hosted by society president Eileen Roehlke, were presented at 10:00 a.m. in the Bandshell.

RENTAL SERVICES COMMITTEE MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds
Thursday, August 12, 1993 - 9:00 a.m.

Members present: Prokosch, chairman; Lund, Keenan; Annexstad; Roehlke, ex officio; Heffron, ex officio; Frost, ex officio; Wenzel, ex officio; Sinclair, ex officio.

Mr. Sinclair reviewed the basis for earlier staff denial of the concession application submitted by Messrs. Robert and Joe Vavrosky ... lack of space remaining available for the 1993 fair and present representation of a like product (S'Mores) by an existing concession. Sinclair also presented product literature which accompanied the Vavrosky submission. On a motion by Mr. Keenan, seconded by Mr. Lund and carried it was determined that staff had acted appropriately, that the subject application had been given proper consideration in its review by staff (Aye-3; Nay-0).

The application for food concession space submitted by Ms. Kelly Kratzke for Q.M. Enterprises was presented for review. Sinclair indicated that the lack of space remaining available at the date of application receipt, the presence of concessions already offering products similar to those the appellant had applied to present, and the existence of earlier dated applications requesting the opportunity to offer products similar to those Ms. Kratzke had applied to present had been the motivation for staff denial of the Kratzke submission. Ms. Kratzke expressed concern that there might be but one concession offering products similar to her own and explained a bit about her concession trailer and product preparation methodology. Mr. Keenan moved that staff action with respect to the appellant had been appropriate and therefore should be supported. Seconded by Mr. Annexstad and carried (Aye-3; Nay-0).

It was moved by Mr. Keenan, seconded by Mr. Lund and carried that the percentage attraction agreement terms (10% of gross revenues up to \$48,000 and 20% thereafter) and ticket price (\$4.00) for presentation of IWERKS Entertainment's "Reactor" motion simulation theater at the 1993 fair be approved (Aye-3; Nay-0).

On a motion by Mr. Keenan, seconded by Mr. Lund and carried, the 3.2 malt beverage concession agreement with Hildebrand Concessions, Inc. for the 1993 fair was amended to provide for 3.2 beer service with catered meal functions at the Blue Ribbon Grill (Aye-3; Nay-0).

Meeting was adjourned at 10:15 a.m. on a motion by Keenan, seconded by Annexstad and carried.

MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building
Friday, August 27, 1993 - 10:00 a.m.

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

President Roehlke called the meeting to order at 10:02 a.m. and welcomed all members to the 1993 Minnesota State Fair.

Upon a motion by Mr. Lund, seconded by Mr. Simons and carried, minutes of the June 10 board and rental services committee meeting(s), previously mailed to the members, were approved (Aye-9; Nay-0).

Minutes of the rental services committee meeting, held August 12, 1993, were approved on a motion by Mr. Lund, seconded by Mr. Annexstad and carried (Aye-9; Nay-0).

Copies of the minutes in vacation, covering the period June 11 through August 26, 1993, as well as the administrative action noted therein, were approved on a motion by Mr. Simons, seconded by Mr. Keenan and carried (Aye-9; Nay-0).

Secretary presented the July 31, 1993 society financial statement as follows:

GENERAL FUND ACTIVITY:

| | | |
|------------------------------|------------|------------|
| Cash Balance-Jun. 30, 1993 | | \$ 174,878 |
| Add: Jul. Cash Deposits | \$ 680,452 | |
| Less: Payroll Ending Jul. 14 | (120,260) | |
| Payroll Ending Jul. 28 | (110,263) | |
| Jul. Cash Disbursements | (411,101) | 38,828 |
| Cash Balance-Jul. 31, 1993 | | \$ 213,706 |

MARKETABLE SECURITIES ACTIVITY:

| | | |
|-----------------------|-----------|------------|
| Balance-Jun. 30, 1993 | | \$ 550,429 |
| Add: Interest Earned | \$ 617 | |
| Less: Service Charges | (50) | 400 |
| Securities Cashed | (200,000) | (199,433) |
| Balance-Jul. 31, 1993 | | \$ 350,996 |

BUILDING FUND ACTIVITY:

| | | |
|-----------------------|----------|------------|
| Balance-Jun. 30, 1993 | | \$ 935,848 |
| Add: Interest Earned | \$ 2,345 | |
| Less: Service Charges | (192) | 2,153 |
| Balance-Jul. 31, 1993 | | \$ 938,001 |

CASH BALANCES FOR MONTH ENDING JULY 31:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 298,144 | \$ 213,706 |
| Petty Cash | 2,750 | 4,870 |
| Marketable Securities | 107,098 | 350,996 |
| Building Fund | 1,119,469 | 938,001 |
| Total Cash Balances | \$ 1,527,461 | \$ 1,507,573 |

Upon a motion by Ms. Schmidt, seconded by Mr. Prokosch and carried, the financial statement of July 31, 1993 was 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. Prokosch, seconded by Mr. Simons and carried (Aye-9; Nay-0).

A list of entertainment contracts, not available for approval on 6-10-93 were submitted by secretary. Upon a motion by Mr. Steltz, seconded by Mr. Annexstad and carried, the following contracts were approved (Aye-9; Nay-0):

| CONTRACTOR | DATES | TERMS | VENUE |
|--|--------------------|--|------------|
| Grandstand Catering | 8/26-9/5 | \$5,400 plus \$6/hour personnel | Grandstand |
| Jack Waitkus f/s/o Video West | 8/26-9/5 | \$36,630 | Grandstand |
| Americana Fireworks | 8/26-9/1 & 9/3-9/6 | \$30,800 | Grandstand |
| East West Touring Co. Inc. f/s/o Bob Dylan | 8/27 | \$68,250 plus 45% over \$190,000 plus \$6,250 production | Grandstand |
| New Santana Band | 8/27 | \$68,250 plus 45% over \$190,000 plus \$6,250 production | Grandstand |
| Wailing Souls | 8/27 | \$1,000 | Grandstand |
| Front Row Productions f/s/o Blues Music Fest | 8/29 | \$60,000 plus 75% over \$120,000 plus \$30,000 production plus \$350 promotional fee | Grandstand |
| BMPI, Inc. f/s/o Barry Manilow | 8/30 | \$115,000 plus 80% over \$155,000 plus \$10,000 production | Grandstand |
| MCC Gospel Choir | 8/30 | \$1,000 | Grandstand |
| Ugly Kid Joe | 9/1 | \$7,500 | Grandstand |
| Americana Fireworks | 9/2 | \$30,000 | Grandstand |
| Beckley, Bunnell, A California Partnership f/s/o America | 9/5 | \$15,000 | Grandstand |

| | | | |
|---|--------------------|----------------------------|-----------------|
| Dick Trickle | 9/6 | \$8,500 | Grandstand Race |
| American Speed Association | 9/6 | \$85,500 plus Sanction Fee | Grandstand Race |
| Heartbeat | 9/6 | \$600 | Grandstand Race |
| K-Cee Motorsports | 9/6 | \$2,000 | Grandstand Race |
| Southern Thunder Services | 9/6 | \$1,000 | Grandstand Race |
| Pacesetter Award Winner | 9/6 | \$2,000 | Grandstand Race |
| Southern Thunder Services (Auditions) | 7/29-8/8 | \$1,821.50 | Bandshell |
| Tom Chepokas (Auditions) | 7/29-8/8 | \$214.20 | Bandshell |
| Raymond A. Komischke f/s/o Minnesota State Fair Orchestra | 8/26-9/1 & 9/3-9/6 | \$48,713.02 | Bandshell |
| Tom Chepokas | 8/26-9/6 | \$5,355 | Bandshell |
| Irish Brigade | 8/30-9/2 | \$6,000 | Bazaar |
| Nor-Cal Productions f/s/o Bass Bin | 8/26-9/6 | \$10,800 | Heritage |
| Scott Crosbie f/s/o Medicine Show Music Co. | 9/3-9/6 | \$5,332 | Heritage |
| Dave Hale | 8/26-9/6 | \$6,000 | Parade |
| John Zweifel Zweifel Creations | 8/26-9/6 | \$15,500 | Media & PR |
| David Walbridge/ All Time Favorites | 8/31 | \$300 | Media & PR |

A parking and traffic study, prepared for the society by Walker Parking Consultants, was reviewed by secretary and discussed. No action required.

During the public comment portion of the meeting, a gentleman identified himself as John Snyder representing the Vita Mix Corporation and asked for an explanation of why his exhibit space had been moved from one location to a second location in the Grandstand. Mr. Keenan suggested to Mr. Snyder that he had chosen the wrong forum for his inquiry and that such questions should be addressed to the rental services division or to the rental services (review) committee.

Meeting adjourned.

LIFE MEMBER ADVISORY COMMITTEE MEETING

Administration Building, State Fairgrounds
Sunday, August 29, 1993 - 1:30 p.m.

Members present: Willis Lilliquist, chairman; Jerry Franke; Gale Frost; Dick Reinhardt; Sulo Ojakangas; Bill Korff; Leo Keskinen; Harveyle Maruska; Mike Heffron, ex officio; Jerry Hammer, ex officio. Also present: Ken Austin; Harold Thomforde.

Upon a motion by Mr. Maruska, seconded by Mr. Keskinen, the committee dispensed with recommending a candidate for the State Fair Hall of Fame this year.

After a motion by Mr. Franke and second by Mr. Korff, membership unanimously submitted the name of Evelyn Hagen for consideration by the board of managers as candidate for life membership.

Discussion of traffic management issues followed.

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

PLANNING COMMITTEE MEETING

Friday, September 3, 1993 - 9:00 a.m.
Administration Building

Members present: Howard Morris, chair; Bert Lund; Lyle Steltz; Martin Annexstad; Clarice Schmidt; Howard Recknor; Eileen Roehlke, ex officio; Mike Heffron, ex officio; Ken Wenzel, ex officio.

Also present: Vern Prokosch; Don Simons; Joe Fischler.

After a detailed presentation and review, it was moved by Mr. Lund, seconded by Ms. Schmidt and carried that a committee report be put before the board recommending that staff proceed with the following project this fall (Aye-5; Nay-0):

| | |
|--------------------------------|-------------|
| Grandstand Roof & Truss System | |
| Roof Replacement (Bid) | \$221,400 * |
| Press Box Removal | 9,000 |

| | |
|-------------------|---------------|
| Spotlight Booth | 36,000 |
| Booth Electrical | 20,000 |
| Scaffolding | 72,000 |
| Reinforce Trusses | 13,500 |
| Paint Trusses | <u>79,500</u> |
| | \$451,400 |

* Apparent low bidder AWR withdrew its original submission on the claim of error in bid preparation. Next willing low bidder at \$221,400 was selected.

Meeting adjourned.

MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building
Sunday, September 5, 1993 - 9:00 a.m.

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

President Roehlke called the meeting to order at 9:02 a.m.

Upon a motion by Mr. Morris, seconded by Mr. Steltz and carried, minutes of the August 27, 1993 board meeting were approved (Aye-9; Nay-0).

Secretary announced that the annual trade association convention of the International Association of Fairs & Expositions would be held at the Bally Grand Hotel, Las Vegas, November 29 - December 2, 1993. It was moved by Mr. Annexstad, seconded by Mr. Prokosch and carried that members of the board and certain administrative personnel as designated by the secretary be authorized to attend the IAFE convention with society to pay appropriate expenses (Aye-9; Nay-0).

It was moved by Mr. Prokosch, seconded by Ms. Schmidt and carried to adopt the report of the life member advisory committee filed with the secretary on August 29, 1993 (Aye-9; Nay-0).

It was moved by Mr. Simons, seconded by Mr. Steltz and carried that Evelyn Hagen, Minneapolis, superintendent of creative activities, be nominated for society honorary life membership (Aye-9; Nay-0).

After a short discussion, a motion was presented by Mr. Prokosch, seconded by Mr. Lund and carried to adopt revised society rules as follows (Aye-9; Nay-0).

MINNESOTA STATE AGRICULTURAL SOCIETY

Rules Governing the Management and Control of the Minnesota State Fairgrounds and the Minnesota State Fair.

1.01 Authority

These rules are promulgated pursuant to authority granted the Minnesota State Agricultural Society by Minn. Stat. 37.16. The Minnesota State Agricultural Society is not an agency of statewide jurisdiction, therefore, rules adopted by the Minnesota State Agricultural Society have not been promulgated pursuant to Minn. Stat. Ch. 14 and will not be found in the bound volume of Minnesota rules.

1.02 Definitions

For purposes of these rules, the following definitions shall apply:

- A. Board of managers: The board of managers is responsible for management and control of the Minnesota State Agricultural Society including the annual election of its secretary.
- B. Commercial space: Those areas and locations on the State Fairgrounds designated by the Society to be used for commercial exhibits and concessions.
- C. Commercial space committee: The committee of three or more members of the board of managers, designated by the president of the Society, empowered to examine Society commercial space policies and the actions of the commercial space division and make recommendations thereon to the board of managers.
- D. Competitive exhibitor: Any person or firm that enters animals or articles for competitive exhibition at the State Fair.
- E. Delegate: That employee of the Society given authority by the secretary to act on the secretary's behalf in the instance specified.
- F. Department superintendent: That delegate of the secretary who is head of a specific Society department.
- G. Director: That delegate of the secretary who is head of a specific Society division.
- H. License: An agreement whereby the Society grants to an entity the privilege to exhibit, disseminate information, sell, make deliveries of or accept deposits for future deliveries of goods, services, or information on or from an assigned State Fairgrounds commercial space during the period of the State Fair. Licenses will be granted in accordance with the Society's commercial space policy and rules, upon timely and proper application and showing of qualification, and if commercial space is available.
- I. Minnesota State Agricultural Society (Society): The public corporation and department of state charged with the responsibility for management and control of the State Fairgrounds and conducting the State Fair and other exhibitions on the State Fairgrounds.
- J. Personal property: All privately owned buildings, tents, booths, structures, improvements, business equipment, fixtures or other enclosures, whether portable or permanently affixed to State Fairgrounds property are personal property. A private party is precluded from holding any interest in real property on the State Fairgrounds.
- K. Secretary: The secretary of the Minnesota State Agricultural Society is also its executive vice president.
- L. State Fair: An annual exhibition conducted by the Society on the State Fairgrounds.

- M. State Fairgrounds: That certain area of land in Ramsey County, Minnesota defined and described in Minn. Stat. § 37.01, and other real estate parcels as recorded with Ramsey County Register of Deeds, including the area outside as well as inside the fenced portion thereof.

1.03 All pay gates

Entry into the State Fair shall be solely contingent 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. Only properly identified emergency personnel, such as police, fire and ambulance, as well as properly identified Society service personnel, shall be exempted from this rule when engaged in legitimate emergency or service duty which requires passage through State Fairgrounds admission gates.

1.04 Gate controls

Admission gates and exhibit buildings of the State Fair will be open to visitors on days and during operating hours as set by the board of managers. Persons not involved in the preparation or teardown of exhibits for the State Fair may be prohibited from entering the State Fairgrounds during the preparation and teardown period. Gate admission fees will be charged during nighttime (non-operating) hours with the same fee schedule in effect as during day time (operating) hours. Persons entering the State Fairgrounds during non-operating hours, in addition to paying established gate fees, will be required to provide proof of their having business on the State Fairgrounds during said non-operating periods. License holders and their employees needing to enter or remain on the State Fairgrounds during the overnight period must first obtain an overnight badge from the appropriate Society department superintendent or division director. No badge will be issued without proper identification.

1.05 Pass-out gates

A pass-out system is operated during the State Fair at admission gates. Persons exiting through these gates may, upon request, obtain proper credentials for readmittance to the State Fairgrounds without additional charge. Readmittance will be honored the day of issuance only.

1.06 Admission prices

The board of managers shall annually review and establish gate admission prices for persons and vehicles including specific fee exemptions and discounts.

1.07 Vehicle restrictions

Maximum vehicle speed limits on the State Fairgrounds, as well as appropriate allowances and restrictions dealing with vehicle parking, delivery hours, restricted areas, tow-away zones and impound arrangements, shall be established by the secretary or delegate. The secretary or delegate shall provide for the placement of such traffic control signals, signs, and other traffic control devices on the State Fairgrounds as deemed necessary for the safety, protection and control of the State Fairgrounds and the people thereon. When any police officer or security person finds a vehicle illegally parked on the State Fairgrounds, they are authorized to issue a citation, or provide for the removal and impoundment of such vehicle, or both. Cost of removal and storage shall be borne by the vehicle's owner.

1.08 Pedestrian right-of-way

When walking on or about any street, sidewalk or other area generally open to the public on the State Fairgrounds, pedestrians shall at all times have the right-of-way as against all vehicles, other than identified emergency vehicles. Drivers of all vehicles, other than identified emergency vehicles, shall yield the right-of-way to any and all pedestrians on the State Fairgrounds.

1.09 Two-wheeled and track-vehicles

Two-wheeled vehicles, such as bicycles, motorcycles and motor scooters, will not be allowed on the State Fairgrounds during the State Fair unless such two-wheeled vehicles are on display in a commercial space licensed by the Society and, in such case, said two-wheeled vehicles must be kept in the assigned commercial space and may not, under any circumstances, be operated on the streets of the State Fairgrounds. Track-type vehicles, including snowmobiles, may not be operated anywhere on the State Fairgrounds at any time of the year without the express authorization and approval of the secretary or delegate.

1.10 Bannering, picketing, interfering

No person or group of persons shall banner, picket, march, protest, demonstrate or caucus on the State Fairgrounds before or during the State Fair in any manner that interferes with the convenience and safety of any State Fair patron, exhibitor or employee.

1.11 Handing out materials

The sale, posting or distribution of any merchandise, products, promotional items and printed and written material except from a fixed location on the State Fairgrounds approved by the secretary or delegate shall be prohibited.

1.12 Advertising vehicles

The operation or parking of any sound truck or vehicle upon which advertising signs, political or otherwise, have been affixed in any manner shall be prohibited anywhere on the State Fairgrounds. This rule is not applicable to a lettered service vehicle advertising a firm or its products while making deliveries or to the normal advertising on bumpers and windows of motor vehicles.

1.13 Conflict of interest

No manager, officer or employee of the Society shall:

- A. Enter into a contract with the Society.
- B. Have or acquire any financial interest, whether direct or indirect, in any contract between the Society and any license holder, performer, vendor or contractor.
- C. Engage or participate in personal business or financial transactions that conflict with the interest of the Society or their obligations and interests as a member of the board of managers, officer or employee of the Society.
- D. Be entitled to any special consideration involving the storage of vehicles and materials on the State Fairgrounds or the use of Society buildings, machinery, or equipment, except as may be specifically approved by the board of managers.
- E. Be allowed to purchase any material for their personal use through the name, credit or account of the Society.

1.14 Use of vehicles by Society employees

All vehicles used by managers, officers or employees of the Society in connection with Society business shall:

- A. Be the property of the manager, officer or employee, with the Society to have no interest or obligation except as authorized by the board of managers and stated in the Society bulletin covering expense reimbursement; or
 - B. Be used by the Society as part of a service contract, through rental or on a courtesy basis; or
 - C. Be the sole property of the Society to be used only on Society business.
- No vehicle shall be rented by the Society from any Society manager, officer or employee.

1.15 Equal employment opportunities

The following policies concerning fair and equal employment shall be followed by the Society:

- A. It shall be the policy of the Society to foster the employment of all individuals with the Society in accordance with their fullest capacity and ability, regardless of race, color, creed, religion, sex, sexual orientation, age, national origin, marital or veteran status or status with regard to public assistance or disability, and to safeguard their right to hold employment with the Society without discrimination; and
- B. Every contract for or on behalf of the Society for materials, supplies, construction or licenses may be canceled or terminated by the Society when discrimination on account of race, color, creed, religion, sex, sexual orientation, age, national origin, marital or veteran status or status with regard to public assistance or disability, exists in the hiring or employment of common or skilled labor by the contractor pursuant to the contract for or on behalf of the Society.

1.16 Acceptance of gift

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

1.17 Hiring of relatives

No relative of a Society employee or a relative of a member of the board of managers shall be given preferential treatment in being hired or promoted. Relatives may be precluded from working in the same Society department.

1.18 Dogs and other pets

No dogs or other pets shall be allowed on the State Fairgrounds at any time unless restrained on a leash of less than six feet in length. Every totally or partially blind, physically handicapped or deaf person, or any person training a properly-identified dog to be a service dog, may be accompanied by a service dog on the State Fairgrounds. No other dogs or pets shall be permitted on the State Fairgrounds during the State Fair except when part of an exhibit or demonstration authorized by the secretary or delegate or when confined within the State Fair campgrounds area. Society security and watch personnel are empowered to order the removal from the State Fairgrounds or its campgrounds any dog or pet not leashed as required or found to be disturbing or endangering the public.

1.19 Roller skates, in-line skates and skateboards

Use of roller skates or in-line skates shall not be permitted on the State Fairgrounds during the State Fair except as authorized in an agreement executed by the secretary or delegate. Use of skateboards shall not be permitted on the State Fairgrounds at any time except as authorized in an agreement executed by the secretary or delegate.

1.20 Practice driving

The State Fairgrounds may not be used by any person, organization or firm to conduct lessons for or to practice driving automobiles or other motor vehicles unless such activity is covered under an agreement executed by the secretary or delegate.

1.21 Use of metal detectors

The use of metal detectors or similar devices shall be prohibited on the State Fairgrounds. Any activity of discovery, whether undertaken with or without a detection device, which results in digging, probing or otherwise disturbing the ground, shall be prohibited on the State Fairgrounds. This rule shall neither limit nor prohibit activities or the use of detection devices as may be directed by the secretary or delegate in the legitimate conduct of Society work.

2.00 Commercial space policy

Minn. Stat. § 37.17 authorizes the Society to license and regulate shows, rides, exhibits and concessions on the State Fairgrounds.

Commercial exhibits are placed at the State Fair to educate, inform, evoke public interest and create business opportunity. Concessions are placed to provide hospitality, shopping opportunity and entertainment, and to serve the needs and wishes of a large, diverse audience.

It is the policy and goal of the Society to seek out and grant licenses for the presentation of best-quality commercial exhibits and concessions. It is further the policy and goal of the Society that available commercial space be occupied by as wide a variety of business enterprises as possible and practical.

Placement and management of commercial exhibits and concessions at the State Fair are the proprietary rights of the Society to be exercised exclusively by the Society on behalf of its audience. This exercise may be accomplished by the Society operating its own commercial exhibits and concessions or, as an alternative, issuing licenses which allow qualified independent parties to so operate. A combination of both procedures may prove best when implemented with discretion and judgment.

All commercial space decisions pertaining to the State Fair are made consistent with statutory requirements, these rules and the Society's obligation to its patrons.

2.01 License rates

Rates charged for licenses at the State Fair shall be set by the board of managers and implemented by the secretary or commercial space director.

2.02 License transfer

Agreements covering licenses may not be sold, transferred, assigned or devised by will.

2.03 Duration and extension of licenses

Licenses are valid for a designated period as agreed in writing.

The fact that an operator has entered into an agreement for a designated period does not create a right nor should it create an expectation that the agreement will be extended for any subsequent term. The Society, through its board of managers, secretary and commercial space director, reserves the right at its sole discretion to not grant a new license for a subsequent term.

Notwithstanding the foregoing, the Society shall annually review all license agreements in consideration of offering a license for another term to operators from the previous term. The review shall be based on new or changing public needs, physical changes and upon performance of the operator as measured by established standards. The Society expressly reserves the right to not grant a new license at any time when it has determined that it is in the best interest of its patrons to not do so.

The granting of a new license for a subsequent term shall be on the basis of the same space, purpose, products, and ownership as in the prior term unless otherwise expressly provided by the secretary or commercial space director. Grounds, space alterations or other operational changes as determined exclusively by the Society may make it necessary to alter or eliminate certain previously available commercial space from one year to the next. In such an instance, the Society may either offer an alternative location or elect to not grant a new license.

2.04 License extension procedures

The commercial space director will send notices via first class mail to operators who held licenses during the immediately preceding term who are to be given an opportunity to obtain a new license. An acknowledgment and acceptance of the location assigned and other terms must be returned within 30 days of original mailing. Any requests for approval of change in location, purpose or products must be noted on the acceptance.

2.05 New licenses

In furtherance of its stated policy to seek out best-quality commercial exhibits and concessions, the Society may solicit and receive written proposals from independent parties having an interest in obtaining licenses at the State Fair. Proposals may be submitted at any time; they must be detailed in accordance with specifications provided by the Society. The secretary and commercial space director shall exercise their best judgment in determining if changes in the present commercial space allocation are called for and, if so, which new commercial exhibits or concessions would best serve the interests of the Society and its patrons. Among the factors to be considered in this process are:

- A. Availability of appropriate commercial space; B. The health and safety of State Fair patrons; C. The extent to which the proposed product or service duplicates those of other commercial exhibits or concessions; D. The appropriate mixture and balance of products and services available throughout the State Fairgrounds; E. The originality and quality of the proposed products or service; F. Experience and financial stability; G. The quality of presentation and professionalism demonstrated; H. Such other factors as the Society deems appropriate in determining its best interests and those of its patrons.

2.06 Construction and maintenance of improvements

The placement, construction or alteration of any privately owned building, booth, tent, or enclosure on the State Fairgrounds must be approved in advance in writing by the secretary or commercial space director. A person or entity intending to construct or alter such a facility shall submit a formal, written request along with plans and specifications to the commercial space director showing that the proposed construction will be in compliance with applicable building codes and will be of an acceptable design and appearance. All tents must be flame-proofed and accompanied by a letter of certification showing annual flame-proofing treatment by an approved vendor.

The Society shall, from time to time, engage qualified engineering personnel and building and fire code officials to inspect and evaluate the structural condition and safety of buildings on the State Fairgrounds. The Society may order changes or modifications in the improvements of operators as it deems necessary. Changes or modifications so ordered must be accomplished within a reasonable time or structure may be ordered closed, removed or torn down at the expense of the operator.

2.07 Ownership of improvements

Improvements, whether affixed to State Fairgrounds property or portable, are classified as personal property as defined in chapter one of these rules. The use of any improvement on the State Fairgrounds is subject to the discretion of the Society and shall only be permitted pursuant to the terms of a valid license and these rules.

Portable personal property must be removed by its owner from the State Fairgrounds within 15 days following the State Fair or it will be removed or torn down at the owner's expense as directed by the commercial space director.

In the event, that the secretary and commercial space director determine that a new license involving a structure affixed to State Fair property will not be issued and that the affixed structure must be removed from the State Fairgrounds, the commercial space director shall give written notice to the owner and provide a specific time for its removal and restoration of the underlying real property. Failure to remove and restore within the time specified shall result in the forfeiture of all rights in the affixed structure and the commercial space director, on behalf of the Society, may take possession of and remove same, charging any expenses for removal and restoration to the owner.

2.08 Off-season use of structures

Privately owned structures on the State Fairgrounds may not be used by owners during the non-State Fair period except for storage of commercial exhibit or concession material used pursuant to a license. Any other use must be covered by a separate agreement issued by the Society.

Society owned structures may not be used by any person or entity for storage or any other purpose during the non-State Fair period without a separate agreement covering this use issued by the Society.

2.09 Operation of multiple commercial spaces

The Society normally does not permit a person or entity to operate from more than one area or location. Those operators who have previously been licensed will not be allowed additional licenses for other locations unless there are compelling factors which indicate that it would be in the best interest of the Society and its patrons to do so.

2.10 Transfers of personal property interests

Absent compelling circumstances, the board of managers will not allow the transfer by contract, gift, assignment, bequest, devise, sublease, or otherwise of privately-owned structures affixed to State Fairgrounds property or situated in Society owned buildings.

When, in the judgment of the board of managers, it is in the best interest of the Society and its patrons to allow the structure of an owner situated on the State Fairgrounds to be transferred, the secretary or commercial space director may grant written authorization for transfer of said structure. As an alternative to a third-party transfer, the Society may exercise authority to purchase the structure being offered for transfer, in which case the structure must either be transferred to the Society or removed from the Fairgrounds.

A request to transfer interest in a structure located on the State Fairgrounds shall be made in writing by the owner to the commercial space director.

The commercial space director shall respond in writing to a request for transfer within 30 days after its receipt. If a request for transfer is approved, notice of said transfer will be posted for 30 days at the State Fairgrounds administrative offices to advise the public.

The Society may, in its sole discretion, subsequently enter into a license agreement with the transferee. In connection therewith, the society will require the following:

- The transferee has applied for a license according to procedures defined under rule S.F. 2.05 and the proposal has been reviewed and accepted by the commercial space director. Transferee acknowledges in writing acceptance of the fact that said transfer carries with it no guarantee of the issuance of a license.
- A full, written financial disclosure has been made concerning the structure transfer. The financial disclosure shall warrant that the purchase price paid was limited to the value of the structure, fittings and equipment acquired in the transfer. The disclosure shall also include an accredited appraisal by a Society approved appraiser of the structure, fittings and equipment being transferred. Valuation shall be based entirely on the cost approach.
- The transaction does not violate the Society's policy concerning multiple licenses or other Society commercial space rules.
- The transferee shows adequate experience and financial stability to successfully hold a license.
- The proposed transaction is reasonable, in the best interest of the Society, and is consistent with the health, safety, and enjoyment of its patrons.

No transfer of a structure situated on the State Fairgrounds will be approved if the proposed purchase price is greater than the appraised value of the structure and personal property involved in the transfer.

Completion and execution of a Society commercial space transfer policy acknowledgment, verifying understanding and acceptance of Society transfer rules and procedures, and delivery of a copy of same to the commercial space director along with a properly executed purchase agreement between the parties, shall constitute finalization of approved structure interest transfer.

2.11 Use of space

License holders must confine their business and the promotion and advertising of same on the State Fairgrounds to the commercial space specified in the license during operating periods specified in the license. Failure to comply with this rule will subject license holders to forfeiture of license without reimbursement.

2.12 Risk of loss

The Society assumes no liability for loss or damage to personal property of a license holder due to fire, tornado, weather conditions, theft, vandalism or other causes. License holders bringing property or goods onto the State Fairgrounds should protect such property or goods with appropriate insurance.

2.13 Prize drawings

No drawing for a prize or prizes may be conducted by a license holder without receiving permission in advance from the commercial space director. Drawing must be conducted in accordance with procedures provided license holder at the time permission is granted.

2.14 Wholesale permits

Wholesale permits are issued by the Society to vendors who desire to solicit orders, deliver articles or provide services to license holders at the State Fair.

Parties desiring wholesale permits for the State Fair must apply to the commercial space director. Delivery vehicles not properly identified with a wholesale permit shall be prohibited from entering the State Fairgrounds during the State Fair. This permit does not authorize retail sales.

2.15 Regulation of conduct and activities

The Society recognizes that the State Fair is a proper forum for the exchange of ideas necessary to a free society yet reserves the right to regulate all activities on the State Fairgrounds with regard to time, manner and place in pursuance of its valid interest in maintaining peace and order and providing for the protection of its patrons. License holders must comply with all applicable state and federal laws, Society rules and requirements set forth in the commercial space manual.

2.16 Sales tax permit

License holders involved in taxable retail sales shall be responsible for obtaining a Minnesota state sales tax permit. Non-compliance with Minnesota tax laws shall be grounds for cancellation of licenses.

2.17 Commercial space decisions

A determination not to issue a new license or a determination approving or denying the proposed sale, transfer or conveyance of any structure associated with commercial space on the State Fairgrounds shall be in writing and shall be approved by the secretary.

2.18 Review of commercial space actions

Any person improperly treated in the application of commercial space rules may petition the commercial space committee for review of such treatment. The review shall be initiated by any such person submitting a request for review in writing to the secretary within 20 days of the alleged improper treatment. The secretary shall set a meeting of the commercial space committee within 45 days thereafter except that requests for review received by the secretary after August 1 will be heard after that year's State Fair.

Request shall identify, in writing, the specific basis for the review and shall precisely state how the party was improperly treated. Failure to specifically state the grounds for review in writing shall result in the automatic dismissal of a request for review. The review

of the commercial space committee shall be limited to the grounds stated in the request for review.

The commercial space committee shall formally hear the request for review in the presence of the person requesting review. If the committee determines that the person was improperly treated, it shall have the authority to direct the secretary to take such remedial steps as the committee deems fair and appropriate. After final disposition of any matter reviewed pursuant to this rule, the committee shall report such disposition to the board of managers.

3.01 Competitive exhibition times

Times for the setup of State Fair competitive exhibits, the dismantling and removal of exhibits and the hours of public viewing will be set annually by the secretary or competitive exhibits director and will be stated in individual department premium books.

3.02 Responsibility for competitive exhibits

The Society will use diligence to protect livestock and articles entered for exhibition, after their arrival and placement, but under no circumstances will it be responsible for any loss, injury or damage done to or caused by any animal or article on exhibition. It is the responsibility of the competitive exhibitor to obtain appropriate insurance for any damages due to or caused by the exhibit and to indemnify and hold the Society harmless against any claim arising out of incidents involving the exhibit. Removal or pickup of exhibits at established times as stated in individual department premium books, entry blanks or entry receipts, shall be the responsibility of the competitive exhibitor. The Society shall not be responsible for any exhibit not removed or picked up at established time and the secretary or competitive exhibits director will dispose of all exhibits not removed or picked up within one year of such established time.

3.03 Board of Animal Health

The exhibition of livestock on the State Fairgrounds shall be under the supervision of the Minnesota Board of Animal Health and its applicable rules and regulations will be complied with in full. Health requirements for individual departments will be set forth in their respective premium books.

3.04 General competitive entry requirements

Competitive exhibitors must file proper entry blanks with any applicable fees prior to the designated closing date for entries. The Society reserves the right to refuse entries or prohibit the exhibition of animals or articles entered if the showing of such animals or articles is contrary to law, or violative of the Society's interest in providing for the health, safety and protection of its patrons. Exhibits entered in the wrong lot or category may be transferred prior to judging at the discretion of the department superintendent to the proper lot or category of competition. Deception of any type by an exhibitor, as determined by the department superintendent, will ban the exhibitor from any further competition and result in the forfeiture of all premiums. Mechanical or artistic articles must be entered in the name of the artist, inventor, manufacturer or maker. No Society employee or department superintendent, or member of their family, shall be permitted, directly or indirectly, to make a competitive entry in any department over which that person has supervisory responsibility or in which that person is employed. No society officer or member of the Board of Managers, or member of their family, shall be permitted to make a competitive entry of any type in any department.

3.05 Animal competitive entry requirements

When animals are entered for State Fair competition by an entity other than an individual, that entity (whether a corporation, partnership, breeding establishment or other) must have been in existence as of the closing date of entries. Appropriate documentation showing the status of the entity must be available for inspection by the department superintendent. All animals entered under a breed classification must be recorded in a breeding association recognized as representative of the particular breed. The competitive exhibitor must produce a certificate of registry at the request of the department superintendent. All animals shown must be owned by the competitive exhibitor from the time of making entry, except as otherwise provided in special rules of the department.

3.06 Judges

Competent and qualified persons will be employed as judges by the Society to evaluate all competitive exhibits. Judges shall be responsible for reading and understanding the general rules and all special rules applicable to the department or class in which they are to serve. No person who is a competitive exhibitor may act as judge in a class in which they are competing.

3.07 Interference with judging

Judges shall report to the department superintendent any competitive exhibitor who in any way, whether in person or by agent or employee, interferes with them or shows any disrespect to them during the judging. The department superintendent may exclude any such competitive exhibitor from further competition. The secretary may withhold from such competitive exhibitor any or all premiums that have been awarded and may also exclude such competitive exhibitor from further competition at the State Fair.

3.08 Award books

Judges and persons acting as clerks to the judges must use special care to record the proper names in the award books after awards have been made. The judge, competitive department superintendent in charge and clerk recording the awards of the department must sign the award book at the close of each class immediately after all awards in such class have been made.

3.09 Qualification of entries

If there is any question as to the regularity of an entry or the right of any animal or article to complete in any lot or category, the judge or judges shall report same to the competitive department superintendent in charge for adjustment. Judges shall place a reserve award in each lot. Should any animal or article awarded a prize be disqualified, the animal or article awarded the next lower prize shall graduate into the next higher position, if in the opinion of the judge, it is worthy of such prize. Judges must not award a prize to an unworthy exhibit. No premium or distinction of any kind shall be given to any animal or article that is not deserving.

3.10 Finality of decisions

In judging livestock, the decision of the official State Fair veterinarian and judge as to

soundness shall be final. The decision of the judge shall be final in all cases, except when mistake, fraud, misrepresentation or collusion, not known at the time of the award, is discovered. In such cases, the secretary shall take appropriate action or refer the matter to the board of managers.

3.11 Interpretation of rules

A faithful observance of all rules governing competitive exhibits will be required, and when in doubt as to the application or meaning of a rule, the competitive department superintendent in charge shall interpret such a rule. This interpretation when requested by either a competitive exhibitor or judge must be reduced to writing and returned to the secretary or competitive exhibits director with the award books.

3.12 Protests

A protest from the decision of a judge will only be accepted from a competitive exhibitor named in the official judge's sheet for competition in the lot or class under protest, and must be filed with the secretary within five hours after the award has been made. An award is deemed to have been made when the notation of the decision of the judge is entered into the department award book. All protests must be made in writing and must be accompanied by a deposit of twenty dollars. The protest must state plainly and specifically the facts upon which the complaint or appeal is based. The right to appeal will lie only when it is charged that the award has been made in violation of the rules governing the exhibit, or when it is charged that the decision of the judge has been influenced or interfered with by another person. No protest or appeal based upon the statement that the judge or judges are incompetent or have overlooked an animal or article will be considered. The twenty dollar deposit will be returned only if the protest or appeal is upheld. In protest and appeal instances where rules established by a breed association or other competitive organization with which the Society has an agreement differ from this rule, rules of the association or organization shall govern.

3.13 Late showing of exhibit

No animal or exhibit will be judged or awarded a prize if it is not ready for judging and promptly brought into the show ring when the lot is called.

3.14 Premium money

Cash premiums awarded will be paid by check made out to the competitive exhibitor and mailed to the post office address as stated on the entry blank. Competitive exhibitors may forfeit all premium money if exhibits are removed from the grounds prior to the official time of release. The board of managers reserves the right to make reductions in premiums if the financial conditions of the Society make such reductions necessary.

It was moved by Mr. Morris, seconded by Mr. Lund and carried to adopt the report of the planning committee filed with the secretary on September 3, 1993, which report recommends undertaken Grandstand roof replacement and structural work in the amount of \$451,400 (Aye-9; Nay-0).

It was moved by Mr. Annexstad, seconded by Ms. Schmidt and carried that the dates of the 1994 Minnesota State Fair be Thursday, August 25 through Labor Day, Monday, September 5 (Aye-9; Nay-0).

It was moved by Mr. Steltz, seconded by Mr. Annexstad and carried to approve a special two-for-one ticket promotion on the Coca-Cola Sousa Band and Americana Fireworks show, September 2, 1993 (Aye-9; Nay-0).

Upon a motion by Mr. Simons, seconded by Mr. Annexstad and carried, authority was granted for members of the board to travel outside the state at society expense in order to visit the Clay County Fair in Spencer, Iowa, September 11-18, 1993 (Aye-9; Nay-0).

Ms. Roehlke set an agenda date for the next meeting of the board for 10:00 a.m., Thursday, November 11 (later changed to Tuesday, November 9).

Meeting adjourned.

MINUTES IN VACATION

August

August 26-September 7 - Visitors from other expositions and special guests at the 1993 Minnesota State Fair included: Jim Taylor, Mike Hunter, Liz Henry, Nancy Haberman, Rick Bjorklund, Wisconsin State Fair Milwaukee, Wisconsin; Pat Reithoffer, Sr., Pat Reithoffer, Jr., Reithoffer Shows, Gibsonton, Florida; Skip Wagner, Lori Renfrow, Janice Spencer, Houston Livestock Show, Houston, Texas; Don Muret, Amusement Business Magazine, Chicago, Illinois; Colin and Anne Sanders, Royal Easter Show, Sidney, New South Wales; Trisha and Frank Conklin, Conklin Shows, Brandtford, Ontario; Jerry Kuehn, National Independent Concessionaire Association, Cape Coral, Florida; Joe Oblander, Thomas Laird, Coca-Cola USA, Atlanta, Georgia; Marion Lucas, Iowa State Fair, Des Moines, Iowa; Jim Murphy, Blue Grass Shows, Tampa, Florida; Tom Atkins, Thomas Shows, Austin, Texas; Wilson Sparks, Tampa, Florida; Mike Williams, Farrow Amusement Company, Jackson, Mississippi; Ed Schmidt, North Dakota State Fair, Minot, North Dakota; Don Fortner, Marla Calico, Ozark Empire Fair, Springfield, Missouri; Bob Murdock, Deb Edwards, East Texas Fair, Tyler, Texas; Jim Shaskey, Big Fresno Fair, Fresno, California; Ed Scofield, Nevada County Fair, Grass Valley, California; Susan Clark, El Dorado County Fair, Placerville, California; Selma Harris, Santa Barbara Fair, Santa Barbara, California; Gary McDonald, Cloverdale Citrus Fair, Cloverdale, California; Gary Montgomery, Arizona State Fair, Phoenix, Arizona; Jack Vanella, Silver Dollar Fair, Chico, California; Ron Boeger, Happy Days Pony Ride, Dunham, California; Steve Chambers, Laura Trout, Connie Lopez, Western Fair Association, Sacramento, California; Rick Frenette, Ohio State Fair, Columbus, Ohio; Barney Cosner, Texas State Fair, Dallas, Texas.

27 - A special celebration, recognizing the 80th anniversary of the Old Mill, was held on Carnes Avenue in front of the ride. Frost, Wenzel and Mike Roulliard, the fair's life safety officer, met with State Fire Marshal officials.

28 - The board of the Minnesota Federation of County Fairs held a meeting in the Administration Building conference room and was hosted by the society board at a noon luncheon in the Officers Headquarters.

29 - A reunion luncheon, welcoming life and Hall of Fame members of the society, was held in the officers headquarters. A meeting of the life member advisory committee was convened during the afternoon in the Administration Building (see minutes).

30 - Gene Nardini, a long-time member of the service and Coliseum staff, passed away after a long struggle with cancer. A recognition and awards ceremony was held for 50-year fair participants at Heritage Square.

September

2 - The Minnesota Livestock Breeders Association board attended a breakfast meeting with the society board and staff to discuss livestock competition at the State Fair. Outstanding senior citizen awards for 1993 were presented at a special ceremony in the Bandshell. An informal picnic was held in the Grandstand infield to honor editors, mayors, legislators, county fair and chamber executives from throughout the state. After dinner, the group was hosted at an evening Grandstand fireworks show featuring the New Sousa Band.

3 - Mel Ptacek and Don Schultz of the Farm Equipment Association joined the board for a luncheon meeting. A meeting of the society planning committee was held in the Administration Building (see minutes).

4 - A group of Russian and Ukrainian farmers, visiting Minnesota with host farm families, toured the fair.

5 - Members of the board of the Western Fairs Association, Sacramento, Calif., were hosted at a society board luncheon. On Monday, the group used the Administration Building conference room for their August board meeting.

6 - A fireworks presentation at 9:00 p.m. signaled the official conclusion of the 1993 fair. Attendance recorded for the 12 days was 1,601,325.

10 - Executive committee approved the August 31, 1993 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

| | | |
|------------------------------|--------------|--------------|
| Cash Balance-Jul. 31, 1993 | | \$ 213,706 |
| Add: Aug. Cash Deposits | \$ 4,238,444 | |
| Less: Payroll Ending Aug. 11 | (137,187) | |
| Payroll Ending Aug. 25 | (153,926) | |
| Aug. Cash Disbursements | (1,566,337) | 2,380,944 |
| Cash Balance-Aug. 31, 1993 | | \$ 2,594,700 |

MARKETABLE SECURITIES ACTIVITY:

| | | |
|-----------------------|-----------|------------|
| Balance-Jul. 31, 1993 | | \$ 350,996 |
| Add: Interest Earned | \$ 1,251 | |
| Less: Service Charges | (102) | 312 |
| Securities Cashed | (100,000) | (98,851) |
| Balance-Aug. 31, 1993 | | \$ 252,145 |

BUILDING FUND ACTIVITY:

| | | |
|-----------------------|----------|------------|
| Balance-Jul. 31, 1993 | | \$ 938,001 |
| Add: Interest Earned | \$ 2,439 | |
| Less: Service Charges | (199) | 2,240 |
| Balance-Aug. 31, 1993 | | \$ 940,241 |

CASH BALANCES FOR MONTH ENDING AUGUST 31:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 2,175,338 | \$ 2,594,700 |
| Petty Cash | 29,550 | 5,370 |
| Marketable Securities | 107,410 | 252,145 |
| Building Fund | 1,122,737 | 940,241 |
| Total Cash Balances | \$ 3,435,035 | \$ 3,792,456 |

16-19 - A White Wolf ski sale was held in the Progress Center.

17-18 - Heffron attended the Clay County Fair, Spencer, Iowa.

17-19 - Sinclair participated in a steering committee meeting to plan a 1994 I.A.F.E. commercial exhibits and concessions seminar in Hutchinson, Kansas, and while there visited the Kansas State Fair.

17-20 - The annual 4-H horse show was staged in the Coliseum.

18 - Como and St. Anthony Park community cleanup campaigns used blocks 8, 9 and 55 for drop off of collected material.

24-26 - A folk art sale was staged in the Grandstand; a (second) White Wolf ski sale and swap was held in the Education Building; Fall Spectacular baseball card show was featured in the Merchandise Mart; the annual Western Saddle Club horse show was contested in the Coliseum.

28 - Fischler, Frost, Wenzel and Tom Kirk, TKDA Architects, met with representatives from the Minnesota Pollution Control Agency, Metropolitan Waste Commission and City of St. Paul to discuss storm and sanitary sewer separation on the fairgrounds.

28-October 3 - The Minnesota Harvest horse show was presented in the Coliseum.

29 - Pooch and Hammer met with Russ Moore and John Pope to discuss publication of a State Fair recipe book.

29-October 3 - Leach attended CMA SRO convention in Nashville, Tennessee.

30 - Sinclair and Rustad met with representatives of the Minnesota Departments of Health and Agriculture and American Dairy Association to discuss changes needed in A.D.A. malt concession equipment and operations at Empire Commons.

October

2 - A model railroad show and sale was held in the Education Building; the Department of Natural Resources used the DNR Building for a meeting.

2-3 - A military collectors show was staged in Empire Commons; an antique auto show and swap meet was presented in the Infield; an art-metal show was held in the Fine Arts Gallery.

5 - Fischler, Wenzel, Frost and Heffron met with Tom Kirk of TKDA Architects regarding sewer separation work on the fairgrounds. St. Paul police conducted a training exercise on Machinery Hill.

7 - Frost, Jacobson and Leach met with Ticketmaster staff.

8-10 - A woodworking show was staged in the Education Building; an Arabian horse show was presented in the Coliseum.

9-10 - An antique show and flea market was held in the Grandstand, East Room and Infield.

9-17 - Kinney Shoes held a sale in the Merchandise Mart.

12 - Giannini addressed a meeting of the Forest Lake Rotary. Frost met with BRW engineers regarding the plaza park area. Executive Committee approved the September 30, 1993 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

| | | |
|-----------------------------|--------------|--------------|
| Cash Balance-Aug. 31, 1993 | | \$ 2,594,700 |
| Add: Sep. Cash Deposits | \$ 6,172,701 | |
| Less: Payroll Ending Sep. 8 | (279,391) | |
| Payroll Ending Sep. 22 | (145,759) | |
| Fair Period Payroll | (1,233,653) | |
| Sep. Cash Disbursements | (6,694,113) | (2,180,215) |

| | | |
|----------------------------|--|------------|
| Cash Balance-Sep. 30, 1993 | | \$ 414,485 |
|----------------------------|--|------------|

MARKETABLE SECURITIES ACTIVITY:

| | | |
|-----------------------|-----------|--------------|
| Balance-Aug. 31, 1993 | | \$ 252,145 |
| Add: Interest Earned | \$ 738 | |
| Securities Purchased | 3,200,000 | |
| Less: Service Charges | (60) | 3,200,678 |
| Balance-Sep. 30, 1993 | | \$ 3,452,823 |

BUILDING FUND ACTIVITY:

| | | |
|-----------------------|----------|------------|
| Balance-Aug. 31, 1993 | | \$ 940,241 |
| Add: Interest Earned | \$ 2,439 | |
| Less: Service Charges | (200) | 2,239 |
| Balance-Sep. 30, 1993 | | \$ 942,480 |

CASH BALANCES FOR MONTH ENDING SEPTEMBER 30:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 548,445 | \$ 414,485 |
| Petty Cash | 2,700 | 2,264 |
| Marketable Securities | 2,857,712 | 3,452,823 |
| Building Fund | 1,125,893 | 942,480 |
| Total Cash Balances | \$ 4,534,750 | \$ 4,812,052 |

13 - Birk and Frost met with Rand Levy, Rose Productions, who expressed an interest in non-fair Grandstand concerts.

14 - Frost, Hammer and Heffron attended a presentation on the 3M Total Quality Management Program at the Airport Hilton in Bloomington. Sinclair and Rustad met with representatives of Health and Agriculture to discuss concession operations at the 1993 and 1994 State Fairs.

15 - Frost took part in a University of Minnesota College of Agriculture advisory committee meeting. Wenzel, Birk, Sinclair and Rustad met with representatives of the St. Paul Convention and Visitors Bureau to discuss the 1995 N.S.R.A. Street Rod Nationals scheduled to be held at the fairgrounds.

18 - Frost, Wenzel, Sinclair, Pooch and Fischler met with State Fire Marshal staff to review fire code corrections made during the year and fire safety procedures used at the 1993 State Fair.

19 - Staff met with representatives of the National Street Rod Association to discuss the fair hosting the street rod nationals in July, 1995. Giannini, Hammer and Sinclair met with Tom O'Phelan to discuss possible presentation of a Minnesota sports exhibit at the '94 State Fair.

Pooch and Frost met with representatives of Tri-State Horseman's Association to discuss changes in the 1994 show.

20 - Tom Kirk, TKDA, along with staff members Fischler, Wenzel, Frost and Heffron met with MPCA and City of St. Paul staff to discuss sewer separation and feed lot requirements for the State Fairgrounds. Media Productions held a video filming session on Machinery Hill.

20-25 - Wilson Leather Company held a coat sale in Empire Commons.

21 - Hammer, Ritt and Sinclair met with representatives of WBOB-FM and KQQL-FM radio to discuss participation in the '94 State Fair.

22-24 - Leach attended I.A.F.E. communication awards judging in Springfield, Missouri.

25-27 - St. Paul Fire Department conducted recruit tests in the Infield.

26 - Frost and Heffron attended Citizens' League breakfast at the Nicollet Island Inn. Linda Barton, Commissioner of the State Department of Employee Relations spoke at the session. Hammer, Sinclair, Wenzel and Rustad attended an "appreciation dinner" with representatives of Amoco Foam Products Company and accepted a plaque recognizing fair cup recycling efforts.

27 - Media Productions conducted a video filming session on Machinery Hill.

28 - Heffron met with life members Harveydale Maruska and Norris Carnes.

29 - Hammer met with representatives of Proex Photo Systems to discuss sand sculpture exhibit at the '94 State Fair. Pooch assisted with judging of the I.A.F.E. agriculture awards competition in Springfield, Missouri.

November

1 - Frost and Pooch attended the annual meeting of the Minnesota Agriculture Growth Council.

2 - Heffron attended a Citizens' League breakfast meeting at the Nicollet Island Inn addressed by Jack Mogelson, on behalf of the State employees union. Pooch met with Jerry Nuytten to discuss the possibility of a sheep shearing competition in 1994.

3 - Pooch met with Ann Connery of the Minnesota Paint Horse Association to discuss judging and possible changes for 1994.

5 - Frost attended a Citizens' League breakfast meeting at the Nicollet Island Inn; speaker was Rod Kelsey of Staton Associates.

COMMERCIAL SPACE COMMITTEE MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds
Tuesday, November 9, 1993 - 9:00 a.m.

Members present: Prokosch, chairman; Keenan; Simons; Annexstad; Roehlke, ex officio; Heffron, ex officio; Frost, ex officio; Wenzel, ex officio; Sinclair, ex officio.

Also present: Schmidt; Steltz; Recknor; Rustad; Birk; Hammer and Scott Strand.

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

Sinclair presented the 1993 commercial space revenue report, along with breakout summaries of income from food and beverage and non-food concessions operated under a percentage rent formula and carnival ride and show revenue. Keenan requested, and Sinclair provided, an explanation of audit procedures undertaken by staff with percentage concessions.

1993 MINNESOTA STATE FAIR COMMERCIAL SPACE DIVISION CONCESSION/EXHIBIT REVENUE SUMMARY

| | 1992 | 1993 | COMPARISON |
|---|-------------------|-------------------|--------------------|
| CONCESSIONS | | | |
| Indoor and Outdoor Space | \$ 533,303.55 | \$509,593.76 | - \$ 23,709.79 |
| PERCENTAGE/PARTICIPATION ATTRACTIONS | | | |
| Antique Auto Show | \$ 2,551.35 | 2,988.26 | + 436.91 |
| Giant Slide | 55,560.91 | 63,034.86 | + 7,473.95 |
| Haunted House | 70,846.21 | 85,740.94 | + 14,894.73 |
| Old Mill | 18,235.61 | 22,428.69 | + 4,193.08 |
| Skyride | 52,383.24 | 57,137.35 | + 4,754.11 |
| Space Tower | <u>25,267.90</u> | <u>27,650.76</u> | <u>+ 2,382.86</u> |
| | 224,845.22 | 258,980.86 | + 34,135.64 |
| CARNIVAL | | | |
| Rides and Shows | 712,618.54 | 768,852.55 | + 56,234.01 |
| Concessions | <u>174,160.00</u> | <u>157,500.00</u> | <u>- 16,660.00</u> |
| | 886,778.54 | 926,352.55 | + 39,574.01 |
| GRANDSTAND CONCESSIONS | | | |
| Food | 30,388.72 | 41,919.43 | + 11,530.71 |
| 3.2 Beer | 25,299.36 | 35,901.00 | + 10,601.64 |
| Attraction Merchandise Sales | <u>52,420.85</u> | <u>44,462.00</u> | <u>- 7,958.85</u> |
| | 108,108.93 | 122,282.43 | + 14,173.50 |
| NON-FOOD AND BEVERAGE | <u>145,538.81</u> | <u>221,727.47</u> | <u>+ 76,188.66</u> |
| CONCESSION PERCENTAGE | 145,538.81 | 221,727.47 | |

FOOD AND BEVERAGE CONCESSION PERCENTAGE

3.2 BEER AND FOOD

| | | | | | |
|-----------------------------------|-----------|------------|-----------|---|-----------|
| Brede Enterprises, Inc | 62,331.19 | | 69,363.57 | + | 7,032.38 |
| Cleworth's Food and Beverage | 34,659.55 | | 43,119.50 | + | 8,459.95 |
| Coliseum Concessions | 7,702.37 | | 8,094.21 | + | 391.84 |
| Crocker's Spaghetti Village | 7,611.92 | | 7,902.50 | + | 290.58 |
| John A. Giere | 33,618.12 | | 37,555.84 | + | 3,937.72 |
| H.M.H. of St. Paul, Inc. (Bazaar) | 22,337.99 | | 25,056.19 | + | 2,718.20 |
| Kirschner's Beer Stube | 9,211.86 | | 10,249.32 | + | 1,037.46 |
| Midway Men's Club | 6,308.04 | | 8,239.66 | + | 1,931.62 |
| Werner's Frontier | 23,439.12 | 207,220.16 | 26,024.77 | + | 2,585.65 |
| | | | | + | 28,385.40 |

SUNDRY

| | | | | | |
|---------------------------------|-----------|-----------|-----------|---|----------|
| Cancelled but Active Contracts | 1,807.00 | | 2,680.00 | + | 873.00 |
| Concession/Exhibit Lists | 645.00 | | 620.00 | - | 25.00 |
| Entertainer Merchandise Sales | 9,026.26 | | 4,954.60 | - | 4,071.66 |
| Merchandise/Commissary Permits | 30,300.00 | | 31,350.00 | + | 1,050.00 |
| Miscellaneous | 4,116.25 | | 5,516.73 | + | 1,400.48 |
| Novelties (Desplenter) | 38,391.00 | | 45,194.00 | + | 6,803.00 |
| Programs (official) - Auto Race | 557.00 | 84,842.51 | 750.00 | + | 193.00 |
| | | | | + | 6,222.82 |

\$3,093,852.01 \$3,387,745.60 +\$293,893.59

EXHIBITS

| | | | | | |
|--------------------------|------------|--|------------|---|-----------|
| Indoor and Outdoor Space | 213,315.00 | | 231,126.00 | + | 17,811.00 |
|--------------------------|------------|--|------------|---|-----------|

INSTITUTIONAL

| | | | | | |
|--------------------------|-----------|--|-----------|---|----------|
| Indoor and Outdoor Space | 30,794.00 | | 32,219.00 | + | 1,425.00 |
|--------------------------|-----------|--|-----------|---|----------|

GRAND TOTALS

\$3,337,961.01 \$3,651,090.60 +\$313,129.59

FOOD/BEVERAGE PERCENTAGE REPORT THRU SALES DATE

| SALES DATE | FOOD \$ | BEVERAGE \$ | TAX | NET OF GROSS | PER-CENTAGE | NET OF GROSS | PER-CENTAGE |
|--------------|--------------|--------------|------------|---------------|--------------|--------------|--------------|
| 8-25 | 16,532.65 | 2,608.20 | 1,168.22 | 17,972.63 | 1,797.27 | 19,567.31 | 1,957.74 |
| 8-26 | 425,558.90 | 145,954.98 | 34,881.12 | 536,632.76 | 53,663.45 | 604,723.21 | 60,472.39 |
| 8-27 | 679,295.56 | 155,891.92 | 50,973.88 | 784,213.60 | 78,421.45 | 726,371.31 | 72,637.34 |
| 8-28 | 935,371.11 | 218,648.21 | 70,433.04 | 1,083,586.28 | 108,358.69 | 929,875.71 | 92,987.74 |
| 8-29 | 793,329.84 | 182,700.09 | 59,569.91 | 916,460.02 | 91,646.25 | 887,980.20 | 88,798.21 |
| 8-30 | 544,786.43 | 95,977.73 | 39,107.76 | 601,656.40 | 60,165.80 | 662,598.85 | 66,260.05 |
| 8-31 | 634,740.82 | 134,302.48 | 46,936.92 | 722,106.38 | 72,210.80 | 493,404.00 | 49,340.56 |
| 9-01 | 619,671.64 | 136,254.03 | 46,136.30 | 709,789.37 | 70,979.15 | 531,865.29 | 53,186.64 |
| 9-02 | 568,463.85 | 119,845.14 | 42,009.73 | 646,299.50 | 64,630.03 | 723,530.69 | 72,353.24 |
| 9-03 | 819,295.73 | 180,888.03 | 61,044.12 | 939,139.64 | 93,914.07 | 720,072.77 | 72,007.48 |
| 9-04 | 1,049,798.67 | 214,136.60 | 77,141.57 | 1,186,793.70 | 118,679.55 | 787,513.35 | 78,751.41 |
| 9-05 | 913,395.04 | 170,453.34 | 66,150.34 | 1,017,698.04 | 101,769.94 | 1,048,386.33 | 104,838.68 |
| 9-06 | 576,553.82 | 117,771.20 | 42,376.63 | 651,948.39 | 65,194.97 | 452,392.16 | 45,239.34 |
| 9-07 | 426.00 | 107.25 | 32.55 | 500.70 | 50.07 | 283.57 | 28.36 |
| 9-08 | | | | | | 1,336.15 | 133.62 |
| Totals | 8,577,220.06 | 1,875,539.20 | 637,962.09 | 9,814,797.41 | 981,481.49 | 8,589,900.90 | 858,992.80 |
| 3.2 Beer | | 1,460,868.95 | 89,161.02 | 1,371,707.93 | 219,130.34 | 1,167,756.54 | 186,549.11 |
| Grand Totals | 8,577,220.06 | 3,336,408.15 | 727,123.11 | 11,186,505.34 | 1,200,611.83 | 9,757,657.44 | 1,045,541.91 |

NON FOOD/BEVERAGE PERCENTAGE REPORT THRU SALES DATE

| SALES DATE | GROSS | SALE | TAX | NET OF GROSS | PER-CENTAGE | NET OF GROSS | PER-CENTAGE |
|------------|--------------|-----------|-----------|--------------|-------------|--------------|-------------|
| 8-26 | 77,501.75 | 3,167.45 | 3,167.45 | 74,334.30 | 12,083.27 | 55,626.10 | 9,686.70 |
| 8-27 | 105,964.81 | 4,262.83 | 4,262.83 | 101,701.98 | 16,473.27 | 63,184.78 | 11,024.86 |
| 8-28 | 153,377.41 | 6,264.38 | 6,264.38 | 147,113.03 | 23,717.04 | 84,513.97 | 14,717.82 |
| 8-29 | 122,033.73 | 4,980.06 | 4,980.06 | 117,053.67 | 18,919.66 | 75,673.99 | 13,183.42 |
| 8-30 | 87,569.88 | 3,320.28 | 3,320.28 | 84,249.60 | 13,588.60 | 57,728.32 | 10,042.82 |
| 8-31 | 98,525.68 | 4,107.31 | 4,107.31 | 94,418.37 | 15,378.70 | 53,006.62 | 9,276.62 |
| 9-01 | 99,128.60 | 4,024.94 | 4,024.94 | 95,103.66 | 15,476.91 | 53,432.22 | 9,412.70 |
| 9-02 | 84,035.36 | 3,358.56 | 3,358.56 | 80,676.80 | 13,176.15 | 63,635.25 | 11,085.06 |
| 9-03 | 132,033.07 | 5,295.49 | 5,295.49 | 126,737.58 | 20,500.55 | 69,185.47 | 12,024.48 |
| 9-04 | 174,349.74 | 7,069.73 | 7,069.73 | 167,280.01 | 26,945.01 | 73,091.58 | 12,617.96 |
| 9-05 | 139,182.42 | 5,655.12 | 5,655.12 | 133,527.30 | 21,642.71 | 98,334.38 | 17,068.04 |
| 9-06 | 95,857.77 | 3,805.23 | 3,805.23 | 92,052.54 | 14,945.99 | 53,572.76 | 9,169.83 |
| 9-07 | | | | | | | |
| 9-08 | | 2.87 | 2.87 | 2.87 | .43 | | |
| Totals | 1,369,560.22 | 55,314.25 | 55,314.25 | 1,314,245.97 | 212,847.43 | 800,985.44 | 139,310.31 |

MINNESOTA STATE FAIR CARNIVAL REVENUE/RIDES AND SHOWS 1979 - 1993

| Year | Rank | Total Gross | Advance | Fair's Percentage | Attendance | Per Cap |
|------|------|-------------|---------|-------------------|------------|---------|
| 1979 | 12 | \$1,131,992 | | \$397,461 | 1,405,669 | \$.81 |
| 1980 | 14 | 984,288 | | 327,144 | 1,325,360 | .74 |
| 1981 | 15 | 980,862 | | 315,011 | 1,414,809 | .69 |

| | | | | | | |
|------|----|-----------|-----------|---------|-----------|------|
| 1982 | 13 | 1,035,336 | | 334,588 | 1,321,785 | .78 |
| 1983 | 11 | 1,143,510 | | 370,031 | 1,347,884 | .85 |
| 1984 | 10 | 1,380,367 | | 450,034 | 1,446,450 | .95 |
| 1985 | 9 | 1,462,861 | | 481,796 | 1,496,014 | .98 |
| 1986 | 8 | 1,680,873 | \$ 11,058 | 609,434 | 1,565,349 | 1.07 |
| 1987 | 6 | 1,772,088 | 18,036 | 666,824 | 1,612,178 | 1.10 |
| 1988 | 5 | 1,808,701 | 23,730 | 677,844 | 1,621,279 | 1.12 |
| 1989 | 7 | 1,700,811 | 37,344 | 635,178 | 1,551,361 | 1.10 |
| 1990 | 4 | 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 | 3 | 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 |

Mr. William Hennessy, representing Darlene Johnson, appeared before the committee to request review of an earlier decision made by staff with respect to Mrs. Johnson's operation of food and beverage concessions in the State Fair Coliseum. Mr. Hennessy provided a brief history of the Johnson family's involvement at the Coliseum dating back to 1976.

Mr. Hennessy presented his view that Mrs. Johnson's contract should be renewed, based on his understanding that the fair administration had had no problem with the Johnson's operating the subject concessions.

After a long period of discussion, Mr. Keenan indicated that he felt the staff acted fairly, legally and in a manner consistent with fair policy, that he could find no fault or defect in the manner in which staff had analyzed and come to their decision and, therefore, moved that the decision to extend the subject contract to Mr. Daniel Ward be approved. The motion was seconded by Mr. Simons and on a vote of the committee was passed (Aye-3; Nay-0).

Mr. Prokosch thanked Mr. Hennessy and the Johnson family for their presence and with no other business before the committee declared the meeting adjourned.

MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY Administration Building Tuesday, November 9, 1993 - 10:00 a.m.

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

Also present: Jim Sinclair; Mark Birk; Ken Wenzel; Jim Frost; Jerry Hammer; Karen Leach.

Ms. Roehlke called the meeting to order at 10:10 a.m.

A motion was made by Mr. Annexstad, seconded by Mr. Keenan and carried that the board and committee minutes, recorded during the 1993 fair, be approved as submitted to the members by mail (Aye-7; Nay-0).

Minutes in vacation, covering the period August 26 through November 5, 1993, and the administrative action noted therein, were approved on a motion by Mr. Keenan, seconded by Mr. Annexstad and carried (Aye-7; Nay-0).

Secretary presented the October 31, 1993 financial statement as follows:

GENERAL FUND ACTIVITY:

| | | |
|-----------------------------|--------------|------------|
| Cash Balance-Sep. 30, 1993 | | \$ 414,485 |
| Add: Oct. Cash Deposits | \$ 1,467,749 | |
| Less: Payroll Ending Oct. 6 | (106,413) | |
| Payroll Ending Oct. 20 | (96,042) | |
| Oct. Cash Disbursements | (1,599,901) | (334,607) |

Cash Balance-Oct. 31, 1993 \$ 79,878

MARKETABLE SECURITIES ACTIVITY:

| | | |
|-----------------------|-------------|--------------|
| Balance-Sep. 30, 1993 | | \$ 3,452,823 |
| Add: Interest Earned | \$ 7,080 | |
| Less: Service Charges | (578) | |
| Securities Cashed | (1,450,000) | (1,443,498) |

Balance-Oct. 31, 1993 \$ 2,009,325

BUILDING FUND ACTIVITY:

| | | |
|-----------------------|-----------|------------|
| Balance-Sep. 30, 1993 | | \$ 942,480 |
| Add: Interest Earned | \$ 2,369 | |
| Securities Purchased | 1,000,000 | |
| Less: Service Charges | (194) | |
| Disbursements | (500,000) | 502,175 |

Balance-Oct. 31, 1993 \$ 1,444,655

CASH BALANCES FOR MONTH ENDING OCTOBER 31:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 228,665 | \$ 79,878 |
| Petty Cash | 2,500 | 2,500 |
| Marketable Securities | 882,755 | 2,009,325 |
| Building Fund | 1,558,809 | 1,444,655 |
| Total Cash Balances | \$ 2,672,729 | \$ 3,356,358 |

After review of the statement, it was moved by Mr. Keenan, seconded by Mr. Prokosch and carried that the financial resume be approved (Aye-7; Nay-0).

Approval of action taken by the space rental committee earlier in the morning (November 9) was moved by Mr. Simons, seconded by Mr. Annexstad and carried (Aye-7; Nay-0).

It was moved by Mr. Annexstad, seconded by Mr. Steltz and carried that the three staff persons currently occupying state fair custodial residences (Fischler, Hermes and Heffron) be allowed the gratis storage of personal vehicles and other household materials on the fairgrounds (Aye-7; Nay-0).

Secretary presented a report of activity in the society's building fund in 1993. The report, which shows an opening balance of \$1,558,809, authorized expenditures, sales tax, matching deposits and a closing balance of \$1,444,655, was approved on a motion by Ms. Schmidt, seconded by Mr. Prokosch and carried (Aye-7; Nay-0). Resume below:

1993 MINNESOTA STATE FAIR BUILDING FUND REPORT

| DATE | DESCRIPTION | UNRESTRICTED +/-(-) | RESTRICTED +/-(-) | TOTAL FUND BALANCE |
|---------------|--|------------------------|----------------------|-----------------------|
| 11/01/92 | Beginning Balance | | | \$1,558,809 |
| *01/17/93 | Release to unrestricted board minutes, pg. 41-93 | \$ 650,000 | \$(650,000) | 1,558,809 |
| 02/93 - 05/93 | Transfer unrestricted to cash funds | (647,500) | | 911,309 |
| 10/29/93 | Deposit 1993 forgone sales tax liability | | 500,000 | 1,411,309 |
| 10/29/93 | Deposit 1993 MSF matching funds | | 500,000 | 1,911,309 |
| 10/29/93 | Transfer unrestricted to cash funds | (500,000) | | 1,411,309 |
| 10/30/93 | 1993 Interest income | | 36,225 | 1,447,534 |
| 10/30/93 | 1993 Investment fees | | (2,879) | 1,444,655 |
| <hr/> | | | | |
| * | Assign building fund to: | | | |
| (1) | Upgrade Restrooms - Block 47 | | \$ 30,000 | |
| (2) | Finish Restroom Upgrade - Block 24 | | 40,000 | |
| (3) | Replace Grandstand Seats | | 162,000 | |
| (4) | Grandstand Door Upgrade | | 3,900 | |
| (5) | Home Improvement Signs | | 4,500 | |
| (6) | Grandstand Promenade Curtains | | 4,850 | |
| (7) | Upgrade Crossroads Substation | | 29,000 | |
| (8) | Ventilation In Grandstand Restrooms | | 16,500 | |
| (9) | Replace Grandstand Roof | | 20,000 | |
| (10) | Upgrade Cattle Annex Electrical Service | | 15,900 | |
| (11) | Creative Activities Roof Replacement | | 160,000 | |
| (12) | Coliseum Handicap Seating | | 4,300 | |
| (13) | Fencing at North End of Fairgrounds | | 31,250 | |
| (14) | West Plaza Ramp | | 44,400 | |
| (15) | Upgrade Computer Network | | 13,000 | |
| (16) | Computers And Printers | | 8,000 | |
| (17) | Duct Line Between Space Tower And Service Building | | 25,000 | |
| (18) | Parking Lot Lights | | 19,800 | |
| (19) | ADA Improvements | | \$ 17,500 | |
| | Total | | 650,000 | |

It was moved by Mr. Simons, seconded by Mr. Annexstad and carried that secretary be authorized to enter into contracts with acts and attractions for the 1994 fair (Aye-7; Nay-0).

Secretary discussed with the board a staff recommendation to increase regular adult outside gate admission from \$4.50 to \$5, regular child/senior outside gate from \$3.25 to \$4 and advance child/senior outside gate from \$2.25 to \$3. Upon a motion by Mr. Annexstad, seconded by Mr. Steltz and carried, secretary was authorized to prepare the society's 1994 operating budget on the basis of these approved increases (Aye-7; Nay-0).

It was moved by Mr. Simons, seconded by Mr. Prokosch and carried that the following advertising policy be implemented in 1994: "The State Fair's basic advertising outlets shall be all daily and weekly newspapers in Minnesota as well as broadcast outlets selected from the state's radio and television stations, plus selected newspapers and radio and television stations in surrounding states." Included in the motion was approval of the 1994 advertising agency contract with the M.R. Bolin firm. (Aye-7; Nay-0).

Mr. Wenzel outlined the provisions of the new family medical leave act, a federal law which became effective August 5, 1993 and covers all State Fair salaried employees. He also explained a new state policy which provides an \$80 employer contribution to the medical and dental expense account of each qualified state employee. It was moved by Mr. Keenan, seconded by Mr. Recknor and carried that State Fair salaried employees be provided the same \$80 benefit (Aye-7; Nay-0).

A review of fair-week payrolls was undertaken, after which it was moved by Ms. Schmidt, seconded by Mr. Prokosch and carried that the submitted payroll summary, totaling \$1,250,851, be approved (Aye-7; Nay-0).

It was moved by Mr. Keenan, seconded by Mr. Prokosch and carried that the following Grandstand and Coliseum tickets be transferred to non-pay status (Aye-7; Nay-0):

1993 NON-PAY REPORT GRANDSTAND AND COLISEUM

GRANDSTAND

| | | | | |
|------|------------------------------------|-----------|-----------------|----------------------------|
| 8-26 | Clint Black, Wynonna Judd | 7:30 p.m. | 286 @ \$ 15.00 | Contract Provision |
| 8-27 | Bob Dylan, Santana | 7:30 p.m. | 88 @ \$ 15.00 | Contract Provision |
| 8-28 | Hank Williams Jr., Aaron Tippin | 7:30 p.m. | 65 @ \$ 12.00 | Contract Provision |
| 8-29 | Blues Music Festival | 5:30 p.m. | 187 @ \$ 15.00 | Contract Provision |
| 8-30 | Barry Manilow, Kyle Vincent | 7:30 p.m. | 109 @ \$ 15.00 | Contract Provision |
| 8-31 | Wild & Crazy Kids | 2:00 p.m. | 36 @ \$ 8.00 | Contract Provision |
| 8-31 | Wild & Crazy Kids | 7:30 p.m. | 5 @ \$ 8.00 | Contract Provision |
| 9-01 | Def Leppard, Ugly Kid Joe | 7:30 p.m. | 29 @ \$ 8.00 | Contract Provision |
| 9-02 | Stars of Lawrence Welk | 2:00 p.m. | 139 @ \$ 15.00 | Contract Provision |
| 9-02 | Keith Brion and His New Sousa Band | 7:30 p.m. | 242 @ \$ 10.00 | Seniors Editor, Legislator |
| 9-03 | Dolly Parton | 7:30 p.m. | 319 @ \$ 10.00 | Contract Provision |
| 9-04 | Sammy Kershaw | 7:30 p.m. | 83 @ \$ 14.00 | Contract Provision |
| 9-05 | Alabama, Michelle Wright | 7:30 p.m. | 74 @ \$ 15.00 | Contract Provision |
| 9-05 | The Beach Boys America | 3:00 p.m. | 647 @ \$ 12.00 | Contract Provision |
| 9-05 | The Beach Boys America | 7:30 p.m. | 1287 @ \$ 12.00 | Contract Provision |

COLISEUM

| | | | | |
|------|--------------------|-----------|-------------|-----------|
| 8-27 | English Horse Show | 1:00 p.m. | 5 @ \$ 5.00 | Judges |
| 8-27 | English Horse Show | 6:30 p.m. | 5 @ \$ 5.00 | Judges |
| 8-28 | English Horse Show | 6:30 p.m. | 5 @ \$ 5.00 | Judges |
| 9-01 | Rodeo | 7:00 p.m. | 4 @ \$ 6.50 | Announcer |
| 9-02 | Rodeo | 1:00 p.m. | 4 @ \$ 6.50 | Announcer |
| 9-02 | Rodeo | 7:00 p.m. | 4 @ \$ 6.50 | Announcer |
| 9-03 | Rodeo | 7:00 p.m. | 4 @ \$ 6.50 | Announcer |

Under the same motion, outside gate and carnival tickets having a total face value of \$151,456, used by various departments for promotion, entertainment, contract requirements and for institutional purposes during the 1993 fair, were reclassified as non-pay. Following is a breakdown:

DEPARTMENTAL:

| | | | |
|--------------------------|-------|------|-----------|
| Box Office | 5 | 3.00 | \$ 15.00 |
| | 12 | 2.25 | 27.00 |
| Cattle | 72 | 3.00 | 216.00 |
| Competitive Exhibits | 96 | 3.00 | 288.00 |
| | 5 | 2.25 | 11.25 |
| Creative Activities | 177 | 3.00 | 531.00 |
| | 3 | 2.25 | 6.75 |
| Education | 305 | 3.00 | 915.00 |
| Fine Arts | 50 | 3.00 | 150.00 |
| 4-H | 11079 | 3.00 | 33,237.00 |
| Free Entertainment | 8037 | 3.00 | 24,111.00 |
| | 16 | 2.25 | 36.00 |
| Fruits | 120 | 3.00 | 360.00 |
| FFA | 309 | 3.00 | 927.00 |
| Grandstand-Race | 556 | 3.00 | 1,668.00 |
| Grandstand-Concert | 1733 | 3.00 | 5,199.00 |
| Guest/Staff Services | 114 | 3.00 | 342.00 |
| Horse | 138 | 3.00 | 414.00 |
| | 3 | 2.25 | 6.75 |
| Meats | 32 | 3.00 | 96.00 |
| Media & Public Relations | 5244 | 3.00 | 15,732.00 |
| | 823 | 2.25 | 1,851.75 |
| | 98 | 8.00 | 784.00 |
| Miscellaneous | 32 | 3.00 | 96.00 |
| | 2 | 2.25 | 4.50 |
| Public Safety | 1675 | 3.00 | 5,025.00 |
| Senior Citizen | 575 | 3.00 | 1,725.00 |
| Space Rental | 208 | 3.00 | 624.00 |
| | 46 | 2.25 | 103.50 |
| Youth Camp | 78 | 3.00 | 234.00 |

INSTITUTIONAL-ORGANIZATIONS:

| | | | |
|--------------|------|------|-----------|
| Adults | 7206 | 3.00 | 21,618.00 |
| Youth/Senior | 601 | 2.25 | 1,352.25 |

INSTITUTIONAL-PROMOTION:

| | | | |
|--------------------|-------|------|--------------|
| Multiple Sclerosis | 15000 | 2.25 | 33,750.00 |
| Total | 54450 | | \$151,456.75 |

Discussion was undertaken regarding various aspects of the upcoming annual meeting and joint society and Minnesota Federation of County Fairs convention, scheduled for January 14-16, 1994. No action required.

Meeting adjourned at 11:25 a.m.

MINUTES IN VACATION

November

9 - Secretary attended and spoke at a meeting of the Fifteen Grand American Legion Club in St. Paul. The executive committee approved the October 31, 1993 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

| | | |
|-----------------------------|--------------|------------|
| Cash Balance-Sep. 30, 1993 | | \$ 414,485 |
| Add: Oct. Cash Deposits | \$ 1,467,749 | |
| Less: Payroll Ending Oct. 6 | (106,413) | |
| Payroll Ending Oct. 20 | (96,042) | |
| Oct. Cash Disbursements | (1,599,901) | (334,607) |

Cash Balance-Oct. 31, 1993 \$ 79,878

MARKETABLE SECURITIES ACTIVITY:

| | | |
|-----------------------|-------------|--------------|
| Balance-Sep. 30, 1993 | | \$ 3,452,823 |
| Add: Interest Earned | \$ 7,080 | |
| Less: Service Charges | (578) | |
| Securities Cashed | (1,450,000) | (1,443,498) |

Balance-Oct. 31, 1993 \$ 2,009,325

BUILDING FUND ACTIVITY:

| | | |
|-----------------------|-----------|------------|
| Balance-Sep. 30, 1993 | | \$ 942,480 |
| Add: Interest Earned | \$ 2,369 | |
| Securities Purchased | 1,000,000 | |
| Less: Service Charges | (194) | |
| Disbursements | (500,000) | 502,175 |

Balance-Oct. 31, 1993 \$ 1,444,655

CASH BALANCES FOR MONTH ENDING OCTOBER 31:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 228,665 | \$ 79,878 |
| Petty Cash | 2,500 | 2,500 |
| Marketable Securities | 882,755 | 2,009,325 |
| Building Fund | 1,558,809 | 1,444,655 |
| Total Cash Balances | \$ 2,672,729 | \$ 3,536,358 |

10 - Wenzel, Frost, Fischler and Heffron met with Tom Kirk of TKDA to discuss storm and sanitary sewers on the fairgrounds. Frost and Heffron met with Senator Florian Chmielewski to discuss legislative matters.

17 - Hammer met with representatives of Miller Brewing Company to discuss sponsorship and promotions. Hammer and Giannini met with Minnesota State Historical Society staff to discuss special exhibits, and with Minnesota Department of Tourism staff to discuss group sales.

18 - Hammer, Ritt and Heffron attended a luncheon meeting with the officers of M.R. Bolin Advertising.

19 - Frost met with Steve Malloy, BRW Engineers, on the Commonwealth Park project.

20 - A video game equipment auction was held in the Block 44 arcade. Hammer addressed the Central Region DECA Leadership Conference.

22 - Frost, Birk and Goodrich met with Donald Schiefelbein, Limousin Educational Foundation regarding last summer's national Limousin show.

23 - Frost and Pooch met with state fire marshals to discuss guidelines controlling sleeping areas in livestock barns.

24 - Wenzel, Sinclair and Hammer met with representatives of the St. Paul Pioneer Press to discuss the newspaper's State Fair exhibits.

29-2 - Wenzel, Frost, Alexander, Hammer, Jacobson, Sinclair, Leach, Pooch and Heffron, along with board members Morris, Annexstad, Schmidt, Steltz, Prokosch, Roehlke, Simons and Recknor attended the annual convention and trade show of the International Association of Fairs & Exposition in Las Vegas, Nevada.

30 - The Legislative Auditor began field work at the fairgrounds.

December

6 - Pooch met with the Minnesota Hunter/Jumper Association to discuss possible changes for 1994.

8 - Heffron met with Sonja Hill of the Legislative Auditors staff. Pooch, Birk and Goodrich met with representatives of the horse community to discuss mutual concerns.

10 - The executive committee approved the November 30, 1993 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

| | | |
|----------------------------|------------|-----------|
| Cash Balance-Oct. 31, 1993 | | \$ 79,878 |
| Add: Nov. Cash Deposits | \$ 734,071 | |

| | | |
|-----------------------------|-----------|--------|
| Less: Payroll Ending Nov. 3 | (96,042) | |
| Payroll Ending Nov. 17 | (71,719) | |
| Oct. Cash Disbursements | (509,366) | 56,944 |

Cash Balance-Nov. 30, 1993 \$ 136,822

MARKETABLE SECURITIES ACTIVITY:

| | | |
|-----------------------|-----------|--------------|
| Balance-Oct. 31, 1993 | | \$ 2,009,325 |
| Add: Interest Earned | \$ 8,490 | |
| Less: Service Charges | (701) | |
| Securities Cashed | (440,000) | (432,211) |

Balance-Nov. 30, 1993 \$ 1,577,114

BUILDING FUND ACTIVITY:

| | | |
|-----------------------|----------|--------------|
| Balance-Oct. 31, 1993 | | \$ 1,444,655 |
| Add: Interest Earned | \$ 2,551 | |
| Less: Service Charges | (211) | 2,340 |

Balance-Nov. 30, 1993 \$ 1,446,995

CASH BALANCES FOR MONTH ENDING NOVEMBER 30:

| | 1992 | 1993 |
|-----------------------|--------------|--------------|
| General Fund | \$ 150,716 | \$ 136,822 |
| Petty Cash | 4,500 | 2,500 |
| Marketable Securities | 588,898 | 1,577,114 |
| Building Fund | 1,561,868 | 1,446,995 |
| Total Cash Balances | \$ 2,305,982 | \$ 3,163,431 |

14 - Heffron, Wenzel, Frost and Birk met with Bob Piram and Vic Wickensteen, City of St. Paul, to discuss cooperative parking arrangements. Pooch and Assistant Horse Superintendent Fickett met with Richard Ames, Sean Dahl, Sheila Junkins, and Hank Junkins to discuss the draft horse show and the possible sponsorship of the six horse hitch class. Sinclair and Rustad met with representatives of the Minnesota Propane Gas Association regarding their exhibit at the 1994 fair.

16 - Frost and Sinclair met with Judy Melander to discuss life safety improvements for the D.N.R. building. Frost met with Keith Dahl, BRW, and Kenneth McClanahan, Markhurd Photogrammetric Engineering, to review a proposal on surveying and mapping the fairgrounds.

17 - Terry Dugan, 3M Company, made a presentation to the senior staff on 3M's total quality management program. Senior staff met with Steve Malloy and John Bertelson of BRW Engineering to review plans for Commonwealth Park.

20 - Frost and Pooch met with Dean Richard Jones, Dani O'Reilly, and Lee Hardman of the University of Minnesota to discuss the barn tours program, the possibility of Agriculture-Horticulture Buildings tours and a future agriculture exhibit.

27 - Wenzel and Heffron attended funeral services for former public safety superintendent Chuck McQuire. Sinclair met with Joe Schmitz to discuss changes in concession operations by the American Dairy Association recommended by the Minnesota Department of Agriculture.

28 - Goiffon, Giannini, Wenzel and Frost met with officers of the Federation of County Fairs and Midwest Showmen's Association at the St. Paul Radisson Hotel to finalize annual fairs meeting arrangements and schedule.

30 - St. Paul Police conducting training exercises on Machinery Hill.

January

14-16 - The society's annual meeting was held at the St. Paul Radisson Hotel in conjunction with the convention of the Minnesota Federation of County Fairs and the Midwest Showmen's Association.

ANNUAL MEETING

MINNESOTA STATE AGRICULTURAL SOCIETY

St. Paul Radisson Hotel
January 14-15-16, 1994

The 135th annual meeting of the Minnesota State Agricultural Society opened on Friday, January 14. The resolutions committee met to conduct business at 4 p.m. Delegates named to the committee were Erland McMartin, Dodge; Karen Lachmiller, Blue Earth; Glen Brown, Washington; Harry Schmidt, Ramsey; Rich Keenan, Hennepin; Anthony Jennissen, Stearns; Myron Greenquist, Douglas; Ron Hammitt, Carlton; Fred Huebsch, East Ottertail.

Appointees to the credentials committee, which met at 3:15 p.m. Saturday, were Robert Kuhn, Fillmore; Arlon Fritsche, Brown; Steve Leuer, Hennepin; Ron Erickson, Ramsey; Rich Keenan, Hennepin; Victor Schwinghamer, Stearns; Bernadine Miller, Yellow Medicine; Edward Mehle, St. Louis; Selvin Erickson, Jr; Roseau.

At 4:30 p.m. Saturday, delegates from the seventh and ninth regional districts met in caucus to certify nominees for election to the society's board of managers on Sunday. Selected were: seventh district - Vern Prokosch, Bird Island; ninth district - Clarice Schmidt, Sabin.

Members of the society met for breakfast at 9:30 a.m. Sunday, and at 10:00 a.m. convened in general session. President Roehlke called upon Secretary Heffron for his annual report.

Good morning ladies and gentlemen . . .

We'd like to open this portion of the program by providing you a window on the 1993 State Fair.

It is difficult to translate into a visual medium the warm, inviting weather, or the sounds and smells and good vibrations we shared last fall. The translation becomes even more difficult on a cold winter's morning like this. But give it a try, and perhaps through your mind's eye you can travel back to August and create the experience anew.

What we just saw was only a glimpse, only a snapshot of the exposition. If you weren't there, you can't possibly imagine the scope, the color, the variety, the pace, the excitement, the 12-day kaleidoscope of wonders that were offered and accepted by our audience.

As you can tell, I'm a big fan of the Minnesota State Fair; no less a fan today than I was 54 years ago when I was taken for my first visit. Why was I captured by the encounter way back then, and why do I continue to be fascinated by its magic even today?

That's not a rhetorical question. I wish I could offer a definitive answer, because if I could, I'd put it in a bottle . . . I'd copywrite it, I'd get my patent pending, I'd protect it, I'd nurture it, I'd hold it close so it could never get away. I'd worry less that we might lose it and I'd sleep better at night knowing that no matter what changes might occur in an ever-changing world, the fair would resist the temptation to become just another mega-something and would tenaciously hold fast to its charm and allure.

Can we do that? Can we pull out the bottle each year and sprinkle a little magic on the fairgrounds? Can we continue to garner the enthusiasm and draw into our small circle the same, comfortable mixture of city and country folks who have populated our 12-day city for 138 years?

Well I think we can. And I think we will.

But to do so, we must keep our eye on the prize and remember that we will survive and succeed only by doing what we have always done best.

And what is it that we've always done best? Well, the simple fact is that our best tradition has been that of accepting and embracing change for the dynamic energy it generates within our enterprise. We've made change our friend and used change to further our mission. That genie, ladies and gentlemen, has never been in a bottle, its been right out there for the entire world to see.

The prospect of change in Minnesota's agricultural community has resulted in an unease about the future and that same uneasiness has been reflected at the fair. Some even say the fair has lost its way.

Not so, but rather, the fair is at a crossroads. In fact, it confronts a crossroads nearly every year. Decisions must be made and remade; battle plans must be drawn and redrawn to suit a moving target.

While we understand that change normally engenders uncertainty, it should also be seen as an opportunity for continued growth. We intend to seize those emerging opportunities and while doing so, we further intend to employ the electricity generated by the process to fuse and temper the bond between our rural and urban cousins, for it is in the bond itself that we prosper.

I think I hear you saying, "but the devil is in the details." And I certainly agree. The plan is not succinct, the path is not clear. But we must strike out and begin the journey. We must find ways to bring Minneapolis, St. Paul, Rochester, Duluth, Redwood Falls, Crookston, and all of rural Minnesota together as interdependent partners.

We must create and sustain an environment at the fair which nurtures the formation of new industries throughout the state and compels their growth. Meanwhile, we must offer sustenance and encouragement to Minnesota agribusiness and the family farm as they struggle for a new economic base.

The Minnesota State Fair made excellent business progress in 1993, posting its best ever earnings at \$1.3 million. Income or sales improved 15 percent over the year before while operating costs were held to a six percent increase during the same period.

In 1993, society resources were again improved and increased in value with just over \$1.8 million spent on maintenance and capital projects. Over the past 10 years, the fair has invested nearly \$20 million in its facilities without seeking or receiving any state aid.

In closing this report, I'd like to thank our employees for their continued hard work and dedication to the fair's values. I'm grateful to the board for their experience and wisdom, to our customers for the opportunity to serve them and to you, the members of the society, for your continued support.

Thank you ladies and gentlemen.

The following credentials report was presented by Chairperson Arlon Fritsche, Brown County and adopted by the membership:

All credentials have been found to be in order with the following exceptions: Minnesota Brown Swiss Association; Minnesota Federation of County Fairs; Minnesota Horse Breeders Association; Minnesota Milking Shorthorn Association and the Minnesota State Poultry Association which did not file with the secretary of state by the statutory deadline of 12/20/93. Cannon Valley County Fair lacked the president's signature.

Resolutions committee report was offered for the record by Chairperson Myron Greenquist, Douglas County. The following resolutions were adopted by the membership:

Resolution 1 — Whereas, the 1993 Minnesota State Fair was a success by every measure, and whereas the State Agricultural Society acknowledges its debt to the many individuals involved in its presentation, be it resolved that the Society extend its appreciation and sincere gratitude to everyone who contributed to its success.

Resolution 2 — Whereas, the economic and social climate of contemporary society provides the Minnesota State Fair with an ever-changing environment, be it resolved that the State Fair acknowledge its obligation to adapt, and to reaffirm its commitment to accurately reflect society through vigorous pursuit of new and diverse presentations of the highest quality in agriculture, industry, education and entertainment.

Resolution 3 — Whereas, the continued success of the Minnesota State Fair is highly dependent on the efforts of dedicated people, be it resolved that we acknowledge with sadness the loss of members and associates of the Society who died during the past year. Among them are Doug Barthany, D.T. Grussendorf, Johnnie Hammer, Chuck McGuire, Paul Mettling, Gene Nardini and George Stone. Be it further resolved that we extend our sympathy to the families and friends of these good people.

Resolution 4 — Whereas, the Minnesota State Fair derives great benefit from its association with other expositions and related businesses, be it resolved that the Society continue its strong relationships with the Minnesota Federation of County Fairs, International Association of Fairs and Expositions and other organizations dedicated to professional improvement.

Resolution 5 — Whereas, the 135th annual meeting of the Society was a success, be it resolved that we extend our sincere appreciation to all those who contributed to its presentation.

Special guest speaker Lewis Miller, vice president and general manager of the International Association of Fairs & Expositions, Springfield, Missouri, offered remarks to the delegates.

The society proceeded to conduct elections with results as follows:

Eileen Roehlke, Rogers, president, one-year term; Rich Keenan, Minneapolis, vice president - fifth regional district, two-year term; Vern Prokosch, Bird Island, seventh regional district, three-year term; Clarice Schmidt, Sabin, ninth regional district, three-year term; Evelyn Hagen, Minneapolis, honorary life member.

Ms. Shannon Busch, president, Minnesota FFA, presented Vice President Bert Lund and staff member Steve Pooch with honorary American FFA degrees.

There being no further business before the body, the 135th annual meeting of the Minnesota State Agricultural Society was adjourned.