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The Minnesota State Fair has a rich and flavorful 142-year history. Like a recipe handed down from generation to generation, the fair's main ingredients have remained the same. Agriculture, education, entertainment and community are essential to creating a successful fair. Over the years, new flavors have been added to suit new tastes. At the turn of the century, audiences thrilled to Civil War re-enactments and fireworks spectacles. The '30s brought stunt flights and locomotive crash-

es. Thrill seekers in the '90s are looking for interactive amusements, thus the popularity of the Ejection Seat and Sky Coaster. Today's fair visitors are more interested in auto races than horse races. And in State Fair competition, food connoisseurs are entering salsa and bread machine-baked loaves rather than canned meats and tea cakes.

The following pages show how many elements are carefully blended to create a blue-ribbon-caliber State Fair. Enjoy!

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Our mission To educate and involve our guests by providing a world-class showcase that is innovative, entertaining and fun. We strive to: provide outstanding customer service • offer exceptional value • showcase Minnesota's finest agriculture, art and industry • present an unparalleled forum for knowledge and ideas • create unique experiences.

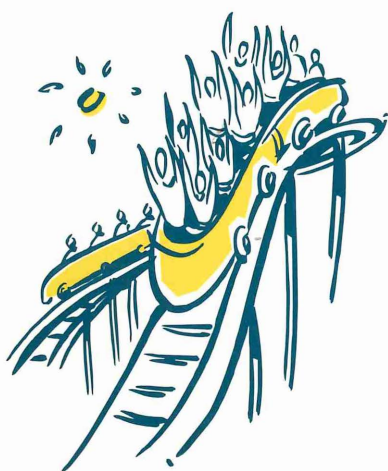
Report

of the Executive Vice President, Mike Heffron



Fun at the Fair—No Kidding!

Lisa Blackstone, Minneapolis, submitted this picture of her friend's son, Kristoffer Anderson. This 14-month-old is well on his way to becoming an avid fair visitor. He's already attended the fair two years in a row!



The new millennium draws near. Its advent offers opportunity and promise, some doubt and many questions.

Aside from the profound issues of survival—whether social security will survive to 2025; whether man will survive his own intolerance; or whether our star will continue to rise in the east each morning—we have other questions, both transitory and ordinary in the global sense, but important to us because they bear upon an institution we hold dear.

And so we ask: What of the fair and its future prospects into the 21st century? Will its traditional values of home and farm, work and reward, competition and education, will these values prove durable? Will the fair's constancy of purpose and unique style remain firmly planted in the dark, rich soil to be harvested each fall? Or will the age of "dot com" make

irrelevant the formula which has served us so well for 142 years.

Three tests apply in any time period: Is our mission and our purpose relevant; does the public welcome our presentation; can leadership recognize the difference between fad and innovation, reject the former, embrace the latter and hold firm to that which denotes enduring character?

The course upon which our predecessors set the fair so long ago remains clear, though obstructed from time to time; its mission and statutory imperative, though written in a primitive style, are evolutionary, useful and not unlike a magnetic compass; its systems of governance and management have advanced, and though not always peaceful, continue to serve good business practice.

Is the institution perfect? Should we assume its future is safe?

It is hardly perfect; we should assume nothing. Bad weather and political incorrectness are its constant companions. Economic distress and financial failure regularly visit to huff and puff and try to blow the house down.

Yet, friends abound; support is always nearby. The Society's membership, few in number, but strong in resolve, muster to the call if help is needed. When asked, they join hands to provide a network impervious to political harassment or bureaucratic bombast. They regularly transfuse the institution with strength and nutrition.

This report is the 21st and last of my administration. Reviewing

1855

First Minnesota territorial fair, Minneapolis. Early fairs showcased the territory as a farmer's paradise, hoping to attract settlers.

1858

Lack of funds prevents holding a fair the first year of Minnesota's statehood.

1859

First State Fair, Minneapolis. An estimated 4,400 visitors paid 25¢ to attend the three-day event.

1861-62

No fair is held because of the Civil War and Dakota Indian Conflict.

1885

First fair held at the present fairgrounds. The land—previously the county poor farm—was donated by Ramsey County.

1889

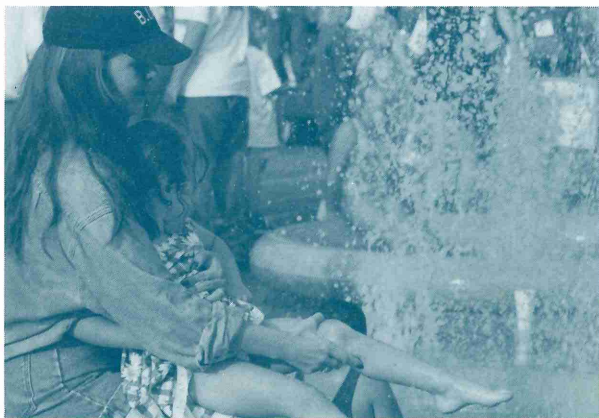
First Children's Day, featuring pony races, bicycle dashes and a Wild West show.

the 20 documents that came before this one, I was struck by the fact that the word "success" appears often while the word "failure" appears not at all. Such a phenomenon might suggest good outcomes throughout the period (not a fact in evidence) or reconstructionist attitude on the part of the author (a more plausible explanation). Our successes have been "artistic" or "financial" and on rare occasions both artistic and financial, such as in 1995 when astrological alignment was near perfect.

Let me balance the account now by admitting to abject, unredemptive failure...a failure to recognize the board of extraordinary leadership and unswerving loyalty; a failure to adequately acknowledge the staff for providing selfless, thoughtful, constant performance in the face of adversity and, finally, failure to fully comprehend the depth and breadth of our community support. Corporate America would call this a "customer base," but our guests are far more than customers. They are fans, owners, cheerleaders, critics, riders, spectators, apologists, dinner companions, defenders and family. They give our work meaning; they justify the risks we take to provide the best when the budget suggests something less.

Successes and failures aside, the work has made my life complete. I will miss it, I will miss you.

Turn now to the bright light of the new millennium with joy and enthusiasm. Anticipate the future and seize every opportunity to advance the cause. The Minnesota State Fair is here to stay. It will prosper with your help and guidance.



1996 Attendance and Weather

Date	Day	Hi/Lo	Precip
Thursday August 22 80,124	Mighty Midway Day & Family Day	80/58	.28
Friday August 23 113,631	Volunteer Recognition & Natural Resources Day	83/52	.00
Saturday August 24 169,353	FFA and Fine Arts Day	83/56	.00
Sunday August 25 173,537	Milk Run Day	89/63	.07
Monday August 26 124,966	Seniors and Kids Day	77/60	.00
Tuesday August 27 103,200	Veterans Day and State Fair Explorer Day	75/51	.00
Wednesday August 28 107,873	Son of Elvis Day	80/53	.00
Thursday August 29 135,537	Seniors and Kids Day	83/54	.00
Friday August 30 150,748	International Day	82/57	.00
Saturday August 31 203,293	Agriculture and Rural Youth Day	83/59	.00
Sunday September 1 189,630	4-H Day	84/60	.00
Monday September 2 122,084	Last Chance Day	86/68	.00
1,673,976 (a new attendance record)	TOTALS		.35

Cool as a Cucumber Fair guests cooled off in the Carousel Park fountains, one of many improvements made under Heffron's leadership.



1893

No State Fair held; fair organizers instead assist with Minnesota exhibits at the Chicago World's Fair.

1899

First evening Grandstand shows, including "The Burning of Manila" fireworks presentation.

1901

Vice President Teddy Roosevelt delivers his "walk softly and carry a big stick" speech at the fair. Days later, President McKinley is assassinated and Roosevelt becomes president.



1903

First appearance of race horse Dan Patch, famous for setting the world's pacing record at the 1906 State Fair.

1904

Rides and shows previously scattered about the grounds are grouped at the "Merry Pike," the State Fair's first midway.

New & Improved!



All Shook Up Three of Elvis' biggest fans, vying for prizes in the "Most Memorabilia" competition on Son of Elvis Day.

Admission Prices

\$5.00	Adults (13 to 64)
\$4.00	Seniors (65 and over)
\$4.00	Kids (5 to 12)
Free	Kids under 5
\$3.00	Advance sale (all ages)*

*Available at the State Fair and Holiday Station Stores throughout Minnesota and western Wisconsin.

Midway Tickets

\$10.00	(sheet of 20)
\$8.00	Advance sale

Early Bird Special Weekdays, 9 a.m. to noon, rides discounted 33 to 50% (also discounted all day on Family Day, Kids Days and Last Chance Day)

Discount Days

Family Day	
\$3.00	Adults (13 and over)
\$1.00	Kids (5 to 12)
Seniors and Kids Days	
\$1.00	Seniors (65 and over)
\$1.00	Kids (5 to 12)

Extra portions of fun and sun were added to the 1996 Minnesota State Fair recipe. With scrumptious weather and heaps of new attractions, the fair surpassed last year's cumulative attendance record by 664 visitors.

One of those visitors was Vice President Al Gore. During his brief Labor Day speech on Machinery Hill, the VP jokingly asked where he could find some cheese curds. Gore was the fifth vice president to visit the fair (others were Teddy Roosevelt, 1901; Calvin Coolidge, 1922; Hubert Humphrey, 1965 and Walter Mondale, 1980).

VPs and regular folks alike were treated to plenty of new attractions and promotions at the 1996 fair.

Cheapskate the Chicken debuted as the fair's ambassador of value. The costumed character surprised lucky visitors with coupons for discounts and free fair merchandise. Hidden bargains and freebies were revealed in *Cheapskate's Guide to*

the Fair, which was distributed free at State Fair information outlets.

Great American Wild West Show

Roman and acrobatic riders, trick ropers and rodeo events galloped into the Coliseum during ticketed Western and English horse shows.

Bud Ice NHL Face-Off at the Fair

Hockey skills tests plus pro hockey memorabilia were housed in the North Crossroads Exhibit Hall.

NBA Jam Session Outrageous basketball challenges included a bungee run, trampoline one-on-one and the Sprite BasketBug—a VW Beetle dressed in Spalding basketball leather and equipped with a telescoping basketball hoop. Located south of Baldwin Park.

State Fair Explorer Dozens of adventurous information hunters scoured the 310-acre fairgrounds seeking answers to fair trivia questions. First prize was a \$100 Target gift certificate.

Super Stock Go-Cart Racing in the Amphitheater Speedway. Thrill seekers raced with up to 16 other drivers in stock car replica go-carts (a paid attraction).

The State Fair also featured many popular returning attractions.

Adventure Park Not for acrophobes, this one-block area boasted the Ejection Seat, IWERKS reactor simulator, the Rock—a 24-foot-high climbing structure—and the Sky Coaster, where up to three riders at a time were strapped in and swooped like Superman up to 100 feet in the air.

4

1907

First auto races at the fair, held on the final day.



1909

Grandstand built. The previous wooden structure was razed after the 1908 fair.

1915

- First women's auto race in Minnesota, held at the State Fair.
- Construction of Ye Old Mill, the fair's oldest permanent ride.

1918

Pies, cakes, cookies and candy were not exhibited because of World War I sugar rationing.

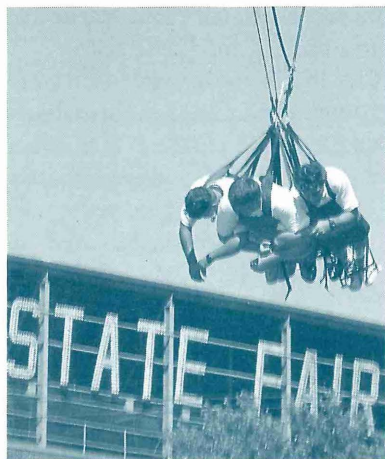
Mighty Midway After last year's overwhelmingly successful presentation, the Mighty Midway and Kidway were back in full force. Of the 68 rides in both areas, 16 were brand-new to the fair.

Minnesota Sports—Yesterday & Today The state's professional and Olympic sports history was showcased in the East Crossroads Exhibit Hall.

Old Iron Show This popular exhibit debuted for three days in '95 and returned for six days in '96. More than two dozen pieces of antique working farm equipment were displayed on the Hill.

Petting Zoo A giraffe, addax, kangaroo and Scotch highlander were among the 16 different types of exotic animals at the zoo.

Sand Castle Spectacular, sponsored by Coca-Cola. An enchanted gnome village was created from 470 tons of sand.



Catch of the Day Three daredevils scoped out the newest view of the fairgrounds on the Sky Coaster.



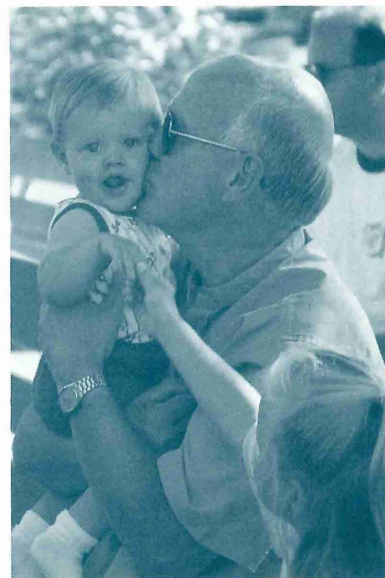
Son of Elvis Day The second annual tribute to the King featured rides with the official State Fair Elvis, Elvis and Priscilla hairdos and a lip-sync contest.

Wonders of Technology This hands-on exhibit moved to its new, more spacious home in the Progress Center (one of the fair's two oldest buildings). NASA space flight simulation, Internet surfing, video conferencing with astronauts in Houston and more were presented through the Minnesota High Technology Council.

Some time-tested attractions were found in all corners of the fairgrounds. On the north end, Machinery Hill showcased the latest in agricultural equipment, from traditional farm machinery to mowers and tillers for the urban lawn.

In the southeast, fair visitors took a trip around the globe after stepping into the Bazaar. International food, commercial exhibits and entertainment enhanced the virtual trip.

Traveling west on the grounds to Heritage Square, visitors were transported to pioneer times. The early-American themed area featured a blacksmith shop, the Minnesota Letterpress Museum, an authentic pioneer cabin and the Museum of State Fair History—a railroad-themed area celebrating the fair's rich heritage. Also in Heritage Square was the Bass Bin, a larger-than-life fish tank stocked with 75 Minnesota fish.



Give Me Some Sugar The State Fair is a multigenerational celebration. While fair attendees represent all age groups, most visitors (67%) are between the ages of 25 and 54.



New Foods

Fudge Puppies (a chocolate covered Belgian waffle on a stick)

Gourmet hand-dipped chocolates

Deep-fried oysters

Ostrich burgers

Pheasant legs, sandwiches, fajitas and Hawaiian dishes

1920

First of a series of staged head-on locomotive crashes in the Grandstand. Despite the pre-fair hype, the crashes were less than spectacular (slow speeds, short tracks and light trains contributed). Crashes were also presented in 1921, 1933 and 1934.



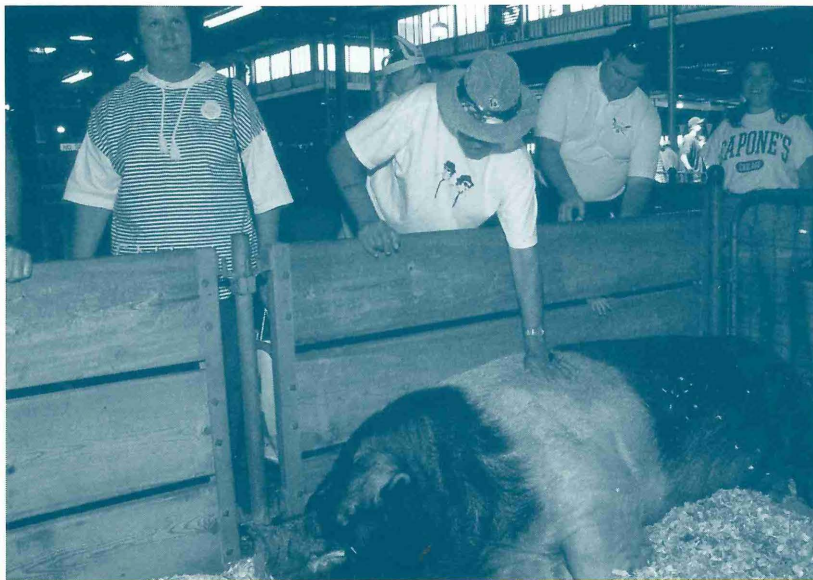
1927

John Philip Sousa spends a day at the fair, performs with his band, tours the barns and midway and plays golf with the fair's board of managers. Sousa presents his *Minnesota* march manuscript to the people of Minnesota. (The Minnesota Historical Society was presented the manuscript at the 1994 State Fair.)

1933

Two Minnesota originals are established (and later adopted by many fairs): "Everybody Pays" gate policy, and Thrill Day.

* Hearty Helpings *



Rollin' in the Dough Big Bob, winner of the '96 largest boar competition, earned a first place premium of \$400 for his owner, Robert Bryson.

People love to see the biggest, the best and the most unusual. The fair obliges by showcasing those very things. From pumpkins to pigs and everything in between, if it's big or unusual, you'll find it at the fair.

Butter Linda Christensen, the fair's resident butter sculptor, has used 11 tons of butter in the past 25 years to sculpt the likenesses of 275 dairy princesses at the fair. Each year, Christensen carves 11 sculptures—one of Princess Kay of the Milky Way, and one of each of the other 10 regional dairy princesses. She begins each sculpture with an 85-pound block of butter, and works in a refrigerated booth in Empire Commons. It takes about six to eight hours to complete each carving.

Citizens On International Day, 653 new U.S. citizens were naturalized at a ceremony at the Bandshell. What better way to celebrate being an American than by sampling cheese curds and hot dogs?

Horses In the realm of horses, it doesn't get much bigger than the Budweiser Clydesdales and the Heinz Hitch Percherons. Each horse in the eight-horse Heinz Hitch weighs over one ton, and the wagon is the largest of its kind in the world, weighing more than 6,800 pounds. Each of the Budweiser Clydesdales consumes a daily meal of 25 to 30 quarts of feed, 50 to 60 pounds of hay and 30 gallons of water.

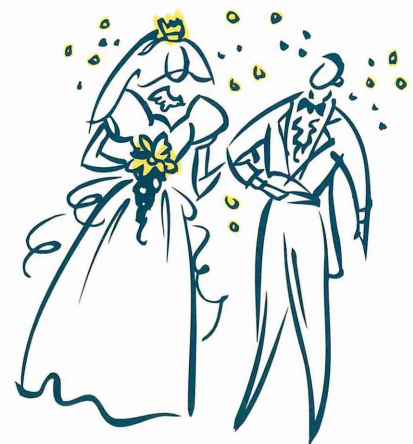
Pigs Big Bob won the largest boar competition in '96. The 5-year old Hampshire weighed 1,190 pounds, and was entered by Robert Bryson

from Alden, Minn. More than likely, the premium award was used to buy Big Bob his favorite treats—beer and Strawberry Newtons.

Pumpkins The largest pumpkin of '96 weighed in at 186 pounds, and was entered by Travis Gienger of Andover. That's enough pumpkin to make almost 300 pies!

Weddings Married life has its ups and downs, as Stacey Pittroff and Robert Barona quickly discovered. The couple was married atop the Giant Slide on the fair's opening day. At the conclusion of the ceremony, the bridal party slid down in pairs, followed by the newlyweds. Two hundred doves were released into the fair skies. Why get married at the fair? Pittroff's father owns the slide, and the couple met at the fair when they were children.

A second couple tied the knot in DNR Park. Monte Spears and Patty Eggert were married the second Saturday of the fair. The couple met at the fair three years earlier in front of the Cattle Barn. After the ceremony, the bride and groom raised a toast at the milk stand nearby.



6

1934

The WPA begins repairing and building dozens of structures on the fairgrounds. Their work continued periodically until 1943.



1939

First 10-day fair. The new 4-H Building is pronounced "the most modern and useable building of its kind in the world."

1940

A half-mile dirt track is built in the Grandstand. It replaced the one-mile track and created additional parking.

1943

To aid the war effort, the Army Air Corps converts the Hippodrome and livestock buildings into an airplane propeller factory. No horses, cattle, sheep, swine, poultry, wool or goats are shown. The plant operated until 1945. Extensive damage to the Hippodrome necessitated its razing in 1946.

Serving Size

(State Fair by the numbers)

Number of plastic beverage cups used by fair visitors in 1996 4.9 million.

Percentage of cups recycled in '96 75%. The recycled plastic is used to make building insulation board, video cassette cartons and office equipment.

Percentage of cups recycled in 1991 (program's inception) 51%

Number of parking spots in fair-ground lots 11,500. (Cost to park was \$3, or free for carloads of four or more people.)

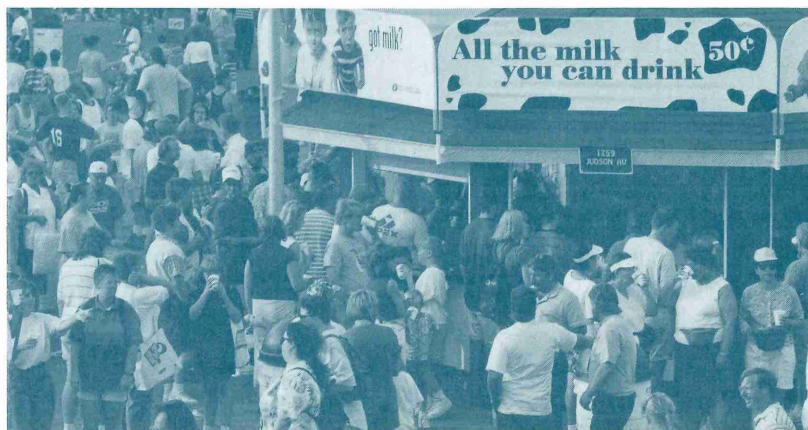
Number of parking spots in the Park & Ride network about 18,000 in 21 nearby parking lots. Parking and the bus ride to and from the fair were free.

Number of people who used the free Park & Ride 399,092

Number of people who rode their bike to the fair 2,500 people parked their bike in the fair's free bicycle lot and received \$2 off their gate admission ticket.

Number of concessions and exhibits at the State Fair 1,243 concessionaires sold everything from mops and cars to handcrafted items. Local media, political parties and educational organizations also exhibited at the fair. New commercial exhibits included a walk-through butterfly garden and a display of live bison.

Number of those concessions that sold food and beverages 310 locations offered an enormous variety of food choices. Australian battered potatoes, pork chops on a



Milkin' It For All It's Worth Number of gallons of milk guzzled at the American Dairy Association's all-you-can-drink stand: 20,000.

stick, French crepes and pickle dogs were a tiny portion of the virtually endless smorgasbord.

Number of food concessions offering discounts through the Fair Deal Food program 77 vendors helped hungry visitors eat more for less with discounts and value packages.

Number of impaled taste treats available 25 types of food were conveniently served on a stick, including chocolate covered cheese cake, turkey, walleye, deep-fried cheese and watermelon.

Number of health-related exhibits 19, including the American Cancer Society, American Lung Association, Arthritis Foundation and free blood pressure checks at KARE-11 TV's exhibit.

Number of coupons in the Super Saver Booklet from Happenings 93 coupons offered weekday savings with two-for-one deals and discounts. Books were sold for \$4 in

advance and \$4.50 during the fair.

Number of campsites in the State Fair campgrounds 350

Number of off-season events held on the fairgrounds 69 events were attended by 603,175 people during the fair's off-season. More than 80,000 people flocked to Wilson's Leather Sale—the best-attended event. Also popular was the annual Minnesota Street Rod Association's Back to the '50s car show, catering to 60,000 car enthusiasts.

Number of dollars generated by off-season events \$1.3 million in gross operating income.

Number of hockey games played in the Coliseum 115 games were attended by 50,000 people. Many colleges and high schools used the Coliseum as their home ice, including Hamline University and Mounds View High School. Week-day lunch hour skating was offered to the public, along with jogging on the Coliseum concourse.

1944

The Agriculture Building—the first building erected on the permanent grounds in 1885—burns to the ground.



1945

The government declares a transportation emergency due to World War II, and bans all regional and state fairs.

1946

Although plans for the fair are in full swing, the '46 exposition is cancelled due to the polio epidemic.

1949

- Last year of harness racing. Once the biggest crowd-pleaser at the fair, horse racing lost its appeal due to auto racing.
- Last year an appropriation of any sort is received. During its entire life span, the Society has received just \$3.5 million in public funds.

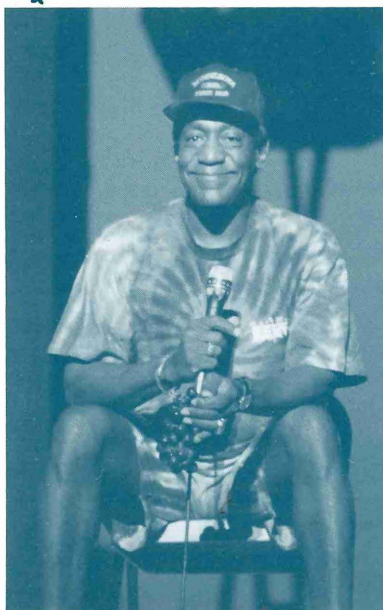
Recipes for Entertaining

"A good band of music is an absolute necessity at every fair."

John A. Johnson, 1898, friend of the Agricultural Society and Governor of Minnesota (1905 to 1909)



Star Struck An Alan Jackson look-alike and friends enjoyed an evening of music under the stars. Photo submitted by Kurt Beuchler, Osseo, Minn.



A Bunch of Laughs Sporting fair-wear and munching grapes, Bill Cosby spent the evening telling classic Cosby tales.



Start with alternative, country and pop music, throw in a game show and add a classic comedian—that was the recipe for the '96 Grandstand line-up.

A varied line-up made for a total Grandstand concert attendance of 106,560. Country artist Alan Jackson brought down the house at the best-attended shed show of '96. Specialized lighting and high-tech video screens enhanced Jackson's stage appeal.

Another country legend, Vince Gill, stopped in the middle of his show to comment on the breathtaking moonlight.

On Labor Day, auto race fans were treated to a close finish on the oval track. Mike Miller beat Ted Smokstad by .364 of a second, with Tony Raines on Smokstad's tail. Minnesota State Fair Speedway favorite and NASCAR star Dick Trickle dropped out at lap 60 after engine trouble. Other NASCAR competitors were Mark Martin and Ken Schrader. The Miller Genuine Draft 300 was part of the American Speed Association's AC-Delco challenge series.

'96 Grandstand Events (Attendance, Ticket Prices)

August

22	Gin Blossoms, Goo Goo Dolls	\$18	7,833
23	Alan Jackson, Wade Hayes	\$19 & \$9	18,135
24	Michael Bolton, Soraya	\$20.50	6,956
25	Brooks & Dunn, Kathy Mattea	\$19 & \$9	17,788
26	Travis Tritt, Marty Stuart	\$17	7,451
27	Willie Nelson & Family, Sammy Kershaw	\$17	4,379
28	Vince Gill	\$20 & \$9	13,323
29	Wheel of Fortune Live! with Bob Eubanks	\$12	5,847
30	Mary Chapin Carpenter, BoDeans	\$17	11,929
31	Bill Cosby	\$17	6,393

September

1	Randy Travis, Trisha Yearwood	\$18	6,526
2	Miller Genuine Draft 300 Auto Race, presented by Auto Value Parts Stores	\$16 & \$12	17,463

Total **124,023**

1951

- Coliseum construction is completed. After a nine-year lapse, the horse show is reinstated during the fair.
- After 41 years of flight and dare-devil shows at the fair, stunt airplane flights are banned by the Civil Aeronautics Administration.



1953

Crowning of the state's first Princess Kay of the Milky Way. The well-known tradition of carving the likenesses of Princess Kay and her court in butter began in 1971.

1955

The fair's attendance tops one million. The millionth fair guest is given a commemorative wrist watch and a silver trophy.



Stirring It Up Country music's hottest rising star, Bryan White, whipped up the crowd at the Bandshell. Ten of his most dedicated fans camped out for hours to get the best seats at all of his performances.



From morning until night, the fairgrounds were bursting with free entertainment. Nationally-known musicians, amateur talent contestants, comedians and jugglers performed on the fair's six free stages.

Each stage is known for its musical theme: nationally-popular and up-and-coming artists on the Bandshell, international-flavored entertainment at the Bazaar,

Minnesota artists in Baldwin Park, traditional music in Heritage Square, family entertainment at the Children's Theater and acts of special interest for seniors in the Ramberg Senior Building.

Of course, there's more than scheduled entertainment on the free stages. A fair visitor made arrangements with Tonic Sol-fa to join the band onstage. Seizing the opportunity, he proposed to his

girlfriend in front of hundreds of onlookers at the Bandshell. (Incidentally, she said yes!)

Other stages and venues also offered free entertainment, including the 4-H Building and Natural Resources Park. Parading nightly were the Budweiser Clydesdales and Heinz Hitch Percherons, high school marching bands, local royalty and lots of special attractions.

	Aug. 22-25	Aug. 26-29	Aug. 30-Sept. 2	
Grain Belt Premium Bandshell	Smokin' Armadillos Rob Grill & The Grass Roots Bryndle	Bryan White Peter Noone 4 Runner	Lonestar Gary Puckett James Bonamy	Aug. 22-Sept. 2 Tonic Sol-fa State Fair Amateur Talent Contest
	Ray Komischke's State Fair Orchestra (except 8/30 and 9/2) Comedy Break (except 8/23 and 8/29)			
Cal Spas Stage in Baldwin Park	Mick Sterling & The Stud Brothers Jack Knife & The Sharps The Originals	The Dweebs Moore By Four Cliff Brunzell & The Golden Strings	G.B. Leighton Trailer Trash Ill Soul Cry	Aug. 22-Sept. 1 MSF County Fair Talent Contest
Red Dog Stage in the Bazaar	Steel Bandits Limpopo	Irish Brigade Bone Tones	Scared Weird Little Guys Willowgreen	Aug. 22-Sept. 2 State Fair Variety Show
Heritage Square Stage	The Bullas Barbary Coast Dixieland Band	The Nashville Bluegrass Band The Six Fat Dutchmen	Leroy Van Dyke Wylie & The Wild West Show	
Children's Theater	Aug. 22-27 The Splatter Sisters The Gizmo Guys Norm Barnhart	Aug. 28-Sept. 2 The Spoon Man Kenny Ahern Tricia & The Toons	Aug. 22-Sept. 2 Sean Emery	

1958

Pioneer Woman statue is erected to celebrate Minnesota's centennial of statehood. The 36-foot high statue now stands in front of the Ramberg Senior Center.

1962

First year of "big name" entertainment at Grandstand evening shows: Dennis Day, Jane Russell and Jimmy Dean.



1964

Sky Ride is built. Race track surface is converted from dirt to pavement. Fairchild debuts as the State Fair mascot.

1965

Space Tower is built. At 340 feet, this privately-owned ride is still the highest point on the fairgrounds.

Blue Ribbon Winners



Two Peas in a Pod These "loving llamas" were among more than 100 exhibited in '96. Llamas debuted in the fair's livestock competition in 1988.

More than \$600,000 in cash prizes was awarded to competitive events winners in 1996. There were a record 5,940 entries in creative activities, with the most entries (287) in the counted cross-stitch category.

In the fair's livestock complex, 18,717 animals bedded down during the course of the exposition. Cattle, sheep, swine, dairy goats, llamas, horses, turkeys, rabbits, chickens, pigeons and waterfowl all competed for State Fair blue ribbons.

4-H'ers raised a record \$62,675 in their market livestock auction. Proceeds from the sales of top prize-winning sheep, swine and cattle went to the Ronald McDonald House, St. Paul Food Bank,

American Heart Association, Leukemia Society of America Minnesota Chapter and the participating 4-H'ers.

Computer artists showcased their work in a new fine arts category—digital. New categories in creative activities included Land O' Lakes Butter Best Cookie Contest, Frank's Inkrautable Recipe Contest and Saco's Bake Your Best Cooking Contest. All three offered a first prize of \$100. New in livestock were the milking shorthorn production awards.

All About Animals

The judging arena wasn't the only place at the fair to meet animals. Barn Tours offered regular treks through several of the fair's barns,

1996 Competitive Events Categories

Ag-Hort-Bee

Christmas trees, honey and bee culture, farm crops, flowers, fruits and vegetables.

Creative Activities

Needlecraft, garment making, maple syrup, work of senior citizens, baking, canning, handicrafts and special exhibits.

Education

School projects from grades K-12.

4-H

Entries include livestock, performing arts, and indoor and non-livestock exhibits.

FFA

Livestock and crop entries.

Livestock

Cattle, swine, sheep, dairy goats, llamas, meats, poultry and rabbits.

Western Stock Horse Show

Miniature horses, paints, palominos, quarter horses, reining and saddle clubs.

AHSA English Horse Show

Arabians, draft horses, Half-Arabians, hunters, jumpers, Morgans, ponies and saddlebreds.

guided by livestock professionals from around the country.

The Moo Booth introduced folks to cows through game show-style dairy quizzes, mooing contests and celebrity appearances by Tabatha, the Kemps spokesperson. At the Milking Parlor, demonstrations of modern automated milking were presented. Tobias—the St. Paul Saints' mascot pig—made his State Fair debut in the fair's Oink Booth.

Baby ducklings took their first swim at the Children's FFA Barnyard. Other animals to meet and pet at the barnyard included sheep, goats, llamas and miniature horses.

10

1968

Driest fair in history (.08 inches of rain). The wettest fair (9.48 inches of rain) was in 1977.

1970

Latin culture and cuisine are featured at the new Mexican Village. (In 1984, it became the international Bazaar.)

1972

First 11-day fair. Attendance increases from 1,204,900 in '71 to 1,273,366 in 1972.

1973

First State Fair Amateur Talent Contest.

1974

For the first time, each night features a different performer in the Grandstand. Previously, a handful of entertainers would perform several nights each during the run of the fair.



Some competitors entered livestock or crops. Others entered cookies or needlework. Still others entered themselves!

State Fair Amateur Talent Contest

Evenings at the Bandshell featured a total of 176 talent contest acts. Singers, dancers and instrumentalists competed in the 24th annual event. Finals were held on Labor Day. Grand prize winners were:

- **Open division** vocalist Nathan Beck, Coon Rapids
- **Teen division** pianist Mary Prescott, Minneapolis
- **Preteen division** pianist Collin Anderson, Mahtomedi.

High School Marching Band Competition

Held during the evening mall parade, winners of the competition were: Class AA, Irondale; and Class A, St. Peter.

Milk Run Winners of this five-mile footrace sponsored by the American Dairy Association and WCCO Radio were Bev Docherty, St. Paul (women's division) and Wade Bergner of Red Wing (men's division).

Special Contests Lighthearted competition reigned under the State Fair's Special Contest Tent in West Carousel Park. Highlights were C&H's SugArt, Gedney's Pickle Art, the Marine Corps Chin-Up Challenge and many messy contests sponsored by Spooky World—including Bucket of Guts, where kids fished "body parts" out of a "tub of guts" (toy shrunken heads and other assorted goodies hidden in spaghetti sauce).



Got Milk? A Special Contest participant tried her hand at "milking" during the Barnyard Olympics in West Carousel Park.

Outstanding Seniors Marion Gusa, Middle River and Albert "Cliff" Larson, Thief River Falls, were named Minnesota's 1996 Outstanding Senior Citizens. Gusa is president of the Marshall County Council on Aging and a community volunteer. Larson tutors children, delivers meals to seniors and provides charitable fund-raising. Each year, the fair, the Minnesota Board on Aging and the Minnesota Federation of County Fairs recognize more than 100 seniors for their commitment to community. From that group, one woman and one man are selected to represent these seniors.

Other award programs are Century Farms, which recognized 241 Minnesota farms held in continuous family ownership for 100 years; and the Ben C. Hallberg Rural Youth Scholarship, which awarded \$1,000 to 20 young adults from greater Minnesota who participated in the '96 State Fair.



Cheers to you! Marion Gusa and Albert Larson are Minnesota's 1996 Outstanding Senior Citizens.

The 50 Year Award recognizes people actively involved with the fair for a half-century. 1996 recipients:

- **Jim Bryan** Gate Ticket Sales
- **Al Hohenwald** Food concessions
- **Laura Johnston** Hamline Dining Hall
- **Jim Kingen** Jim & Jo's Food Stand
- **George Nornes** FFA, 4-H and other agricultural groups
- **Clark Piper** Admissions Department
- **The Karnis Family** Pronto Pups
- **Mike Schneider** German Root Beer Stand

1975

First 12-day fair. Debut of pioneer-themed Heritage Square (formerly the Teen Fair, with music and exhibits appealing to teens).

1978

Haunted House is built. This privately-owned permanent structure hosted approximately 100,000 visitors during its first year.

1980

Fine arts competition moves into the newly-renovated Arts Center, one of the two oldest State Fair buildings.

1981

State Fair adopts a new logo.



1983

- Fairborne debuts as the fair's second costumed mascot.
- Johnny Hunter carves the fair's first chain saw tree sculpture. The fair currently has 31 carvings from three additional artists displayed on the grounds.

Chefs

behind the State Fair recipe



Thanks A Bunch After 43 years serving the State Fair, Mike Heffron, the executive vice president and general manager, retired in January during the Society's 1997 annual meeting. Heffron spent 20 years leading the fair, a time during which the exposition enjoyed enormous growth, and became firmly established as one of the premier events in North America.



1996 One Goal Plus Winners Since 1995, the fair annually recognizes four outstanding employees who go above and beyond the call of duty. Winners are recognized during a special ceremony, and each receives \$100 in cash.

Katie Fuller employment services • **Tony Giannini** marketing • **Amy Wagner** midway ticket sales and guest services • **Steve Windell** midway operations

State Fair Divisions & Responsibilities

Administration

Accessibility, employment, guest and staff services.

Competition

Competitive entries, 4-H and FFA, livestock facilities.

Entertainment

Grandstand, free stages, parade, auto racing program.

Finance

Accounting and payroll, box office, purchasing, ticket audit.

Marketing

Media and public relations, promotions, sponsorships, advertising.

Operations

Maintenance of buildings, grounds and vehicles, security, off-season events.

Sales

Exhibit and concession licensing, midway operations.

A full-time staff of more than 50 spends the entire year planning and preparing for the annual exposition. At fair time, State Fair superintendents provide direction for the seasonal staff of over 2,500. Employees are hired to sell and take tickets, maintain the grounds, provide security and customer service, administer the competitive events departments and perform many other functions necessary to produce the 12-day event.

State Fair offices are located on the fairgrounds.

1996 Fair-Time Superintendents

Admissions Lyle Anderson, Roseville

Auto Race Neil Larson, Blue Earth

Bee Culture Winnie Johnson, Elk River

Beef Cattle Chuck Schwartau, Goodhue

Christmas Trees Greg Ustruck, Vadnais Heights

Creative Activities Evelyn Hagen, Minneapolis

Dairy Cattle Jim Linn, White Bear Lake

Dairy Products Gene Watnaas, Vining

Education Jim Brown, Prior Lake

Farm Crops Duane Smith, Minneapolis

FFA Paul Day, Northfield

Fine Arts Brad Nuorala, Plymouth

Flowers Betty Reyer, Maplewood

Forage Andrew Novicki, Outing

4-H Brad Rugg, Owatonna

Fruits Louis Quast, Jr., St. Louis Park

Goats Kevin LeVoi, Maple Lake

Grandstand Production John Mons, Brownton

Heritage Exhibits Gale Frost, St. Paul

Horses Robert Peterson, St. Paul

Llama Anne Heideman, Long Lake

Meats Ed Butler, Rochester

Midway Ticket Takers Marty Rossini, Stillwater

Milking Parlor Doris Mold, Lauderdale

Park & Ride Dan Elmer, Edina

Parking Ron Vannelli, St. Paul

Poultry John Thomforde, Crookston

Public Safety Art Blakey, St. Paul

Sanitation Scot Ribar, Minneapolis

Senior Citizens Marge Krueger, St. Paul

Sheep Bill Schulke, Bemidji

Swine Jerry Hawton, St. Paul

Ticket Audit Dick Reinhardt, Owatonna

Ticket Sales Ken Wagner, Jr., St. Paul

Vegetables Curt Klint, Coon Rapids

1986

Pie baking was re-introduced to the fair's creative activities competition after an absence of three decades.



1988

First State Fair Llama show.

1991

- Visitors Plaza is built. The plaza houses the fair's guest services office, State Fair Store, a post office and a bank.
- The new Pet Center provides a home for the Minnesota Purebred Dog Breeders, plus commercial exhibits featuring pet products and services.

1992

First larger-than-life sand castle is created at the fair. Sculptures were built during the 1992-96 State Fairs.

The State Fair's Board of Managers



Back Row

Bob Lake
Aitkin, sixth
district manager

Lyle Steltz
Rush City, third
district manager

**Martin
Annexstad**
St. Peter, second
district manager

Don Simons
Grand Rapids,
eighth district
manager

Vern Prokosch
Bird Island,
seventh district
manager

**Howard
Recknor**
Hartland, first
district manager

Front Row

Clarice Schmidt
Sabin, ninth
district manager

Bert Lund
St. Paul, fourth
district vice
president

Howard Morris
Cokato, president

Richard Keenan
Minneapolis,
fifth district vice
president

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

While the Agricultural Society is a quasi-state agency, the Minnesota State Fair is completely financially self-sufficient. No government funds have been used by the fair since 1949. During the fair's life span of nearly 142 years, the fair has received only \$3.5 million in appropriated funds. The bulk was used between 1885 and 1920 to construct buildings on the fair's permanent grounds in Ramsey County.

"These new grounds will be a great center of attraction in future years....There will be made a grand and permanent exposition of the whole resources of our great and growing state; and these exhibitions will be attended by hundreds of thousands of admiring people."

—James H. Baker, 1885, Secretary of State & Agricultural Society member

1994

Progress Center renovation completed. Built in 1907, this exhibition hall is one of the two oldest State Fair buildings, and has housed everything from poultry and machinery to a tribute to Oriental culture and, currently, the Wonders of Technology exhibit.

1994

All-time Labor Day record attendance: 143,624.

1995

- First year of the fair's independently operated Mighty Midway and Kidway.
- Carousel Park opens.
- Commonwealth Avenue changes to Dan Patch Avenue.

1996

- Vice President Al Gore visits the fair on Labor Day.
- All-time record cumulative attendance: 1,673,976.

1996 Concession and Exhibit List



Agricultural, Lawn & Garden Supplies

Ace Trailer Sales Shakopee, Minn.
 Agromatic - A.F. Klinzing Co. Inc. Fond Du Lac, Wis.
 Altura Truck & Tractor Altura, Minn.
 Alum-Line Inc. Cresco, Iowa
 Amsoil Inc. Superior, Wis.
 Apache Mfg. Norfolk, Neb.
 Askov Greenhouse and Nursery -
 Petersen Sales Askov, Minn.
 Asphalt Maintenance Supplies East Bethel, Minn.
 Balts, D. Chetek, Wis.
 Beard Industries. Frankfort, Ind.
 Berg Equipment Company Marshfield, Wis.
 Blomquist Designing Inc. Eagan, Minn.
 Bloom'n Plant Products Stillwater, Minn.
 BMK Bonsai Blaine, Minn.
 Bou-Matic/Dairy Equipment Co. Madison, Wis.
 Boyer Ford Trucks Inc. Minneapolis, Minn.
 Central States Marketing Inc. Owatonna, Minn.
 Crysteel Dist. Inc. Lake Crystal, Minn.
 Cub Cadet Corporation Rogers, Minn.
 Curtis D. Erickson Company St. Paul, Minn.
 Custom Marketing Co. Inc. West Fargo, N.D.
 Custom Products & Services Minneapolis, Minn.
 Drovers Trailer Sales. South St. Paul, Minn.
 Duratech Industries Jamestown, N.D.
 E-Z Implements Inc. Jordan, Minn.
 Easy Way Cattle Care Decorah, Iowa
 Edney Distributing Co. Inc. Huron, S.D.
 Enestvedt Bros. Sacred Heart, Minn.
 Erickson, M. Alexandria, Minn.
 Erskine Mfg. Co. Erskine, Minn.
 Farm Fans Inc. Indianapolis, Ind.
 Featherlite Mfg. Inc. Cresco, Iowa
 Federated Garden Clubs
 of Minn. Inc. White Bear Lake, Minn.
 For-Most Inc. Hawarden, Iowa
 G.D.I. Bloomington, Minn.
 Gardner Barn Equipment Co. - Fliteway Juneau, Wis.
 Gullickson Trailer Sales & Services Inc. Elk Mound, Wis.
 Hanson Silo Company Lake Lillian, Minn.
 Highcroft Company Le Sueur, Minn.
 Howe Company Minneapolis, Minn.
 Hydra-Mac International Thief River Falls, Minn.
 Hydro Engineering Inc. Young America, Minn.
 Idso's Eau Claire, Wis.
 Instantop Inc. Ramsey, Minn.
 Isanti Engineering Inc. Fergus Falls, Minn.
 Itasca Greenhouse Inc. Cohasset, Minn.
 J & D Distribution Willmar, Minn.
 J-Craft Inc. Kimball, Minn.
 Jack Kovar Sales Co. Anoka, Minn.
 John Deere Company Burnsville, Minn.
 K & O Manufacturing Co. Inc. Hull, Iowa
 Kaye Corp. North Mankato, Minn.
 Knutson, R. Foley, Minn.
 Kretzschmar Sales Janesville, Minn.
 Kubota Tractor Corp Dallas, Texas
 L-Z Company Inc. Roseville, Minn.
 Lano Equipment Inc. Shakopee, Minn.
 Lorenz Manufacturing Co. Benson, Minn.
 Luverne Truck Equipment Inc. Brandon, S.D.
 Manke Service. Owatonna, Minn.
 Maple Grove Heating and Supply Inc. . . . Hillsdale, Wis.
 Marquette Systems Inc. Byron, Minn.
 Mathews Company Crystal Lake, Ill.
 Metropolitan Council
 Environmental Services. St. Paul, Minn.
 Meyer Products Cleveland, Ohio
 Midwest Industries Inc. Ida Grove, Iowa

Midwest Stihl Inc. Hayward, Wis.
 Mills Fleet Farm Inc. Appleton, Wis.
 Minn. Select Sires Coop Inc. St. Cloud, Minn.
 Minnesota Bison Association Owatonna, Minn.
 MTI Distributing Company Plymouth, Minn.
 N.T.H. Inc. Barron, Wis.
 NK Sales Inc. Annandale, Minn.
 North Central Chapter of
 The American Ostrich Assn. Maplewood, Minn.
 Northwest Mfg. Inc. Red Lake Falls, Minn.
 Notch Manufacturing. Paynesville, Minn.
 O/M Enterprises of Atwater Inc. Atwater, Minn.
 Palco By Hagie Clarion, Iowa
 Palco Inc. Belle Plaine, Iowa
 Palm Sales Inc. Grove City, Minn.
 Patz Sales Inc. Pound, Wis.
 Pearson's Inc. Thedford, Neb.
 Petty Mfg. Co. Gladbrook, Iowa
 Pioneer Hi Bred International Inc. Tipton, Ind.
 Poly Dome (Div. of Polytank). Litchfield, Minn.
 Radco Industries Inc. Brainerd, Minn.
 Radintz, H. Orono, Minn.
 RDO Equipment Company Burnsville, Minn.
 Reed Metal Works. Warroad, Minn.
 Rising Sun Emu Ranch. Spring Park, Minn.
 Ritchie Industries Inc. Conrad, Iowa
 Roberta's Inc. Shelbyville, Minn.
 S.I. Feeders Division of Schoessow Inc. . . Portage, Wis.
 Scharber & Sons Rogers, Minn.
 Schuman & Sons Inc. Galesville, Minn.
 Schweiss Distributing Inc. Fairfax, Minn.
 Schweiss Inc. Sherburn, Minn.
 Simplicity Mfg. Inc. New Prague, Minn.
 Specialty Equipment Co. Mendota Heights, Minn.
 Sudenga Industries Inc. George, Iowa
 Sullivan Supply Inc. Dunlap, Iowa
 Sundowner Trailers of Minnesota Northfield, Minn.
 Tailwind Trailers Elk River, Minn.
 Truck Equipment Applications Marketing. . Edina, Minn.
 Truck Utilities and Mfg. Co. Inc. St. Paul, Minn.
 Tumbleweed Trailer Sales. Ham Lake, Minn.
 Twin City Truck Equip. Inc. Lakeview, Minn.
 Uni-Hydro Inc. Cosmos, Minn.
 W-W Livestock Systems. Dodge City, Kan.
 Winpower Sales and Service. Luverne, Minn.
 21st Century Genetics Shawano, Wis.



Amusements

AB's Concessions Imperial, Calif.
 Action Amusements Phoenix, Ariz.
 American Amusement Arcades. Golden Valley, Minn.
 Amusements Inc. Dallas, Texas
 Anderson, C. Tampa, Fla.
 Ann's Concessions Imperial, Mo.
 Antique Auto Club of America -
 Minnesota Region. Minneapolis, Minn.
 Archway A.M.S. Imperial, Mo.
 Arrow Enterprises Inc. d/b/a Skyride. . . Hopkins, Minn.
 B & B Sports Entertainment Salem, Ore.
 B & H Attractions Galesburg, Mich.
 Bernweg Industries Inc. Oakland, Mich.
 Bishop Amusements San Antonio, Texas
 Bob Duerr's Snake Zoo. New Hope, Minn.
 Cassata Concessions. Daytona, Fla.
 Conklin Shows Inc. Royal Palm Beach, Fla.
 Cristiani Concessions Inc. Sarasota, Fla.
 Farrow Amusement Company Inc. Jackson, Miss.
 Floyd & Baxter Amusement Company . . Lebanon, Tenn.
 Fun For All Inc. Dallas, Texas
 Gary Oren Concessions Parker City, Ind.
 Giant Ride Inc. d/b/a Giant Slide Pasadena, Calif.

Giere, J. Staples, Texas
 Gold Star Amusements Minneapolis, Minn.
 Golden State Amusement Co. Inc. Sebastopol, Calif.
 Infinite Adventures Inc. Wildwood, N.J.
 Inflate A Cage Inc. Loreto, Minn.
 Iwerks Entertainment Inc. Burbank, Calif.
 K & M Recreation Inc. St. Paul, Minn.
 Lee, J. Palm Beach Gardens, Fla.
 Lee's Concessions Inc. Coon Rapids, Minn.
 Lindgren, T. Ham Lake, Minn.
 McDaniel, W. New Braunfels, Texas
 MLM Amusements North Hollywood, Calif.
 Monty's Traveling
 Reptile Show Inc. Bloomington, Minn.
 National Basketball Association. Secaucus, N. J.
 Nemeth, D. San Antonio, Texas
 Paramount Attractions Inc. Tampa, Fla.
 Parker, D. Zephyrhills, Fla.
 Parkfair Concessions Inc. Negley, Ohio
 Paul's Concessions Inc. San Antonio, Texas
 Pinnacle Management Phoenix, Ariz.
 Pugh Shows Inc. Lancaster, Ohio
 R & R Rides. Chandler, Ariz.
 RE Enterprises Phelan, Calif.
 Renchino Amusements Inc. Sarasota, Fla.
 River Raft Ride Inc. Mound, Minn.
 Rock Amusement Inc., The Poway, Calif.
 Sampson, P. Richfield, Minn.
 Schlough, J. Crystal Lake, Ill.
 Spectacular Attractions Inc. Jackson, Miss.
 State Fair Penny Arcade St. Paul, Minn.
 Steck Equipment Company Inc. Dallas, Texas
 Suki's Cyberium Virtual Reality Greenfield, Wis.
 SYD Concessions Inc. Jupiter, Fla.
 T.F. Bors & Company Inc. Mason, Mich.
 Tallmadge, T. Tampa, Fla.
 Teo Zacchini & Sons Sarasota, Fla.
 Thacker, G. Tampa, Fla.
 Thomas Carnival Inc. Austin, Texas
 Thornberry Concessions Okeechobee, Fla.
 Uncle Nick Inc. Salem, N.H.
 United Concessions Kenner, La.
 Ventnor Place Inc. Minneapolis, Minn.
 Waymark Company Shoreview, Minn.
 West, R. Okoboji, Iowa
 Wood, M. San Antonio, Texas
 Wood Entertainment Company San Antonio, Texas
 Ye Old Mill Amusements Inc. Burnsville, Minn.



Arts & Crafts, Jewelry, Collectibles

A & B Specialty Co. Inc. Cannon Falls, Minn.
 A & D Sales Mosinee, Wis.
 A Wreath of Franklin Buffalo, Minn.
 Adelle's Workshop St. Paul Park, Minn.
 Allards Rugs & Crafts Darwin, Minn.
 Aloe Tinnery Sarasota, Fla.
 Anchor Iron Company. Savage, Minn.
 Apple Basket, The. Sevierville, Tenn.
 Apple Craft Lake City, Minn.
 Art Unlimited -
 Calif. Western Bronze. Coeur D'alene, Idaho
 Becca-Rand Sales and Marketing Golden Valley, Minn.
 Beeswax Artifacts St. Paul, Minn.
 Bonnie's Boutique Morristown, Minn.
 Brush With Nature Walker, Minn.
 Busy Needle Inc. Stillwater, Minn.
 Butterfly Company, The Eufaula, Okla.
 By The Shores. St. Paul, Minn.
 C & D Sales Mound, Minn.
 Cane Factory, The Attica, N.Y.
 Carousel Horse Replica Somerset, Wis.

More Arts & Crafts, Etc.

Christy Home Creations Maple Plain, Minn.
 Cliffords Woodcraft Co. Forest Lake, Minn.
 Cloud Nine Factory Lindstrom, Minn.
 Collectors Cabinet St. Paul, Minn.
 Copper Art of Texas Irving, Texas
 Costigans Minerals Newport, Minn.
 Country Woodcraft Maple Plain, Minn.
 Countryside Art Gallery Mayer, Minn.
 Coverston, P. Shoreview, Minn.
 Creations By Sisters New Brighton, Minn.
 Creative Memories Bloomington, Minn.
 Crystal Visions Minnesota Lake, Minn.
 Dahl, M. Edina, Minn.
 Datana Stillwater, Minn.
 Davis Woodcarvings Apple Valley, Minn.
 Days Art Hope, Ind.
 Debra's Glasscraft Minnetonka, Minn.
 Eyes of The Wild Art Gallery Maple Grove, Minn.
 Fair Market Promotions Dauphan Island, Ala.
 Favorite Memories Inc. Eagan, Minn.
 Fifth Avenue Collection Inc. Sioux Falls, S.D.
 Fuhrman Leather Co. Duck Key, Fla.
 G.S.T. Company Lake Elmo, Minn.
 Gem Mountain Studio Seattle, Wash.
 Glassworks Inc. Marine On St. Croix, Minn.
 Global Enterprises Burnsville, Minn.
 Grandmothers House Antiques White Bear Lake, Minn.
 Gunvaldson, E. Boston, Mass.
 Hagstrom, J. Roseville, Minn.
 Haliber Company Chatfield, Minn.
 Hammel Wheat Shoreview, Minn.
 Hands Unlimited Ridgecrest, Calif.
 Hang-In Tree Marietta, Ga.
 Historic Photos Ely, Minn.
 Hixon Glass Blowers Phoenix, Ariz.
 Howards Garrison, Minn.
 Hue Inc. Spooner, Wis.
 Images of The Past Stillwater, Minn.
 Intermezzo Minneapolis, Minn.
 Jerry Simertz Porcelain Elk River, Minn.
 Johnson, K. Coon Rapids, Minn.
 K & R Concessions Cape Coral, Fla.
 Katies Korner Cottage Grove, Minn.
 Kinane, M. St. Paul, Minn.
 Koleber, D. Maplewood, Minn.
 Lavigne Leather Star Prairie, Wis.
 Layden Studios Minneapolis, Minn.
 Lionstone Pottery Inc. Milaca, Minn.
 Little Pine Wood Specialties Cambridge, Minn.
 Longaberger Company Minneapolis, Minn.
 Lott's of Crafts Superior, Wis.
 Marions Jewelry Inc. Federal Way, Wash.
 Marita's Red Wing, Minn.
 McArthur's Fond Du Lac, Wis.
 Mehus, K. Leonard, N.D.
 Mountain Flower Pottery & Tin Wayzata, Minn.
 Mrs. Anderson's Christmas Treasures Dana Point, Calif.
 Muriel's Wood Arrangements Richfield, Minn.
 Northern Superior Trading St. Paul, Minn.
 Overbeek, H. Leota, Minn.
 Paul's Products Garden Valley, Calif.
 Pearl Diver I Inc. Panama City, Fla.
 Pedretti, M. Watertown, Wis.
 Petruska Photography and Video Chanhassen, Minn.
 Picture It With Fabric Faribault, Minn.
 Picture Palace St. Louis Park, Minn.
 Pol-O-Craft Nails In Bloom Reading, Pa.
 Porcelain By Lynn Anoka, Minn.
 Primera Enterprises Phoenix, Ariz.
 Professional Products Inc. Los Angeles, Calif.
 Rebecca's Brooklyn Park, Minn.
 Regency Products Houston, Texas
 Ribbon Magic Inc. Chaska, Minn.

Riverfront Gallery Red Wing, Minn.
 Roxie's Clay Creations Cottage Grove, Minn.
 Ruffles and Flourishes Lakeville, Minn.
 Rug Lady, The Bigfork, Minn.
 Rustic Arts White Bear Lake, Minn.
 Saint Croix Jewelers Inc. Forest Lake, Minn.
 Saliture Designs St. Paul, Minn.
 Saugestad, E. Minneapolis, Minn.
 Sculptured Candle Co. Inc. Grand Rapids, Mich.
 Settlemyre, J. Chino Hills, Calif.
 Silver Gallery Tulsa, Okla.
 Silver Strands La Mesa, Calif.
 Simonsons Victoria, Minn.
 Sir Laurence Stained Glass Studio Bloomington, Minn.
 Siren Wood Company Siren, Wis.
 Stampworks of Florida Deland, Fla.
 Star Silver Key West, Fla.
 Sterling Silver Plus Minnetonka, Minn.
 Tole House St. Paul, Minn.
 Tony Sheda Enterprises Wrenshall, Minn.
 Unique Reflections
 Stained Glass Co. Brooklyn Park, Minn.
 Victoria's Collection Orlando, Fla.
 Way Out West Claremore, Okla.
 Wildlife Collection Inc., The Kingsville, Texas
 Windi Southwest Arts Scottsdale, Ariz.
 Woodcut Hall Ltd. East Troy, Wis.
 Youngquist Gold Wire Jewelry Walsenburg, Colo.
 Yuki's Country Crafts River Falls, Wis.



Automotive Dealers & Supplies

Burnsville Volkswagon Inc. Burnsville, Minn.
 Dodge Advertising Association Plymouth, Minn.
 Dyna Glass Inc. White Bear Lake, Minn.
 Heartland Chevrolet Dealers St. Paul, Minn.
 Imperial Products Ltd. St. Paul, Minn.
 Jeep/Eagle Advertising Assn. Plymouth, Minn.
 Jim Lupient GMC Trucks Minneapolis, Minn.
 Jim Lupient's
 Harold Chevrolet-Geo Bloomington, Minn.
 Leroy's Custom Painting Inc. Coon Rapids, Minn.
 Lincoln-Mercury Dealer Association Chicago, Ill.
 M & L Motor Supply Company St. Paul, Minn.
 Morrie's Mazda Minnetonka, Minn.
 Pontiac Div. of General
 Motors Corp. Bloomington, Minn.
 Red Carpet Car Service Inc. St. Paul, Minn.
 Stallion Customs Ham Lake, Minn.
 Thane Hawkins
 Polar Chevrolet White Bear Lake, Minn.
 Truck-Mate Vans Inc. Annandale, Minn.
 Twin Cities Oldsmobile Dealers Edina, Minn.
 Twin Cities Saturn Retailers Golden Valley, Minn.
 Waldoch Crafts Inc. Forest Lake, Minn.



Books & Literature

Dorling Kindersley Family Library St. Paul, Minn.
 Great Minnesota
 Bookstore, The Boulder Junction, Wis.
 Northwestern Products Minneapolis, Minn.
 World Book Educational Products Edina, Minn.



Building, Construction & Hardware

American Buildings Fargo, N.D.
 Anchor Fence of Minnesota Inc. Richfield, Minn.

Backyard Building Systems

Construction Co. Hampton, Minn.
 Bergee Industries Golden Valley, Minn.
 Century Mfg. Co. Minneapolis, Minn.
 Clara City Tool & Mfg. Clara City, Minn.
 Conklin Products Company Bloomington, Minn.
 Crystal Bay Corp. Wyoming, Minn.
 Curb Creations of Minn. Buffalo, Minn.
 D & D Enterprises Buffalo, Minn.
 Engineered Pressure
 Washing Equipment Monticello, Minn.
 Heartland Industries Inc. Carmel, Ind.
 Lester Building Systems Lester Prairie, Minn.
 Metro Forklift Inc. Maple Grove, Minn.
 Midwest Fence & Mfg. Co. South St. Paul, Minn.
 Minn. Wood Promotion Council St. Paul, Minn.
 Morton Buildings Inc. Morton, Ill.
 Natural Spaces Domes, L.L.C. North Branch, Minn.
 North Star Service and Supply Inc. Minneapolis, Minn.
 Northern Hydraulics Inc. Burnsville, Minn.
 Northland Buildings Inc. Eau Claire, Wis.
 Nut & Bolt Warehouse Marine On St. Croix, Minn.
 Parsons Electric Co. - Welding Div. Minneapolis, Minn.
 Powers Construction Co. Inc. St. Paul, Minn.
 Preferred Welder Sales Mankato, Minn.
 R.B. Industries Inc. Harrisonville, Mo.
 Rodman & Company Inc. Burbank, Calif.
 Royal Conservatories, L.L.C. Minneapolis, Minn.
 Shopsmith Woodworking Promotions Dayton, Ohio
 Thomas Tool and Supply Inc. St. Cloud, Minn.
 Twin City Abrasives Inc. Burnsville, Minn.
 Wick Building Systems Inc. Mazomanie, Wis.
 Wing Enterprises Inc. -

Little Giant Ladder System Springville, Utah
 Woodmaster Foundations Inc. Prescott, Wis.
 Wunder Klein Donohue Company Plymouth, Minn.



Clothing & Accessories

Bob McNamara Footwear Minneapolis, Minn.
 Brad's Discount Boots Humboldt, Iowa
 Classy Hangers Fridley, Minn.
 Colorful Cotton Clothing Minnetonka, Minn.
 Continental Leather Fashions Co. Inc. Chula Vista, Calif.
 Diaper Gang, The Minneapolis, Minn.
 Dormie Inc. Dellwood, Minn.
 Dworkin, M. Middletown, N.Y.
 Elegant Accents San Diego, Calif.
 Flora's Dress Emporium Minneapolis, Minn.
 Funk's Leathercraft Long Lake, Minn.
 Green Mountain Trading Co. Lebanon, Ind.
 Happy Feet Corona, Calif.
 Inspirations By J.R. Laguna Niguel, Calif.
 J & J Sportswear Hudson, Wis.
 Jane's Boutique Bloomington, Minn.
 Johnson, M. St. Paul, Minn.
 Kim's Fashions Los Angeles, Calif.
 Minnetonka Moccasin
 Company Inc. Minneapolis, Minn.
 Norden Inc. St. Paul, Minn.
 Pen-Reed Company Capistrano Beach, Calif.
 Puppy Toes San Dimas, Calif.
 Sandak Aloha Sandals Henderson, Nev.
 Shay-French Sunglasses Brooksville, Fla.
 Shoes To Boot Minneapolis, Minn.
 Show String Embroidery Inc. Frederick, Okla.
 Socks Factory, The Chicago, Ill.
 Spectacle Shoppe New Brighton, Minn.
 Studio, The Bemidji, Minn.
 Tiffany Star Inc. Oakdale, Minn.
 Triple H. Australian Western Wear Oxford, Pa.
 Wee-Dazzle Palm Beach Gardens, Fla.



Financial Services

North Star State Bank Roseville, Minn.
Offerman & Co. Inc. Minneapolis, Minn.
Prudential Insurance Co. Shoreview, Minn.
Sears Burnsville, Minn.



Food & Beverages

Abdo, L. St. Paul, Minn.
Acomb, B. Maitland, Fla.
Alere's Concessions Pine City, Minn.
American Dairy Assn. of Minn. St. Paul, Minn.
Andrew, M. Minneapolis, Minn.
Andrus Concessions Inc. Edina, Minn.
Arrow Enterprises Inc.
d/b/a Skyride Cafe Hopkins, Minn.
Art Tysk Concessions St. Paul, Minn.
Australian Foods Balboa, Calif.
Austrian Oblaten Company Minneapolis, Minn.
Bahr, P. Spicer, Minn.
Bahr, T. St. Cloud, Minn.
Barrett, J. St. Paul, Minn.
Belfrey, H. Minneapolis, Minn.
Benson, B. Mahtomedi, Minn.
Best Around, The North Ft. Meyers, Fla.
Bianca's Foods Deephaven, Minn.
Blue Bell Ice Cream Inc. Apple Valley, Minn.
Bougie, D. Maplewood, Minn.
Bread Basket, The Minneapolis, Minn.
Brede Enterprises Inc. New Brighton, Minn.
Bridgeman's Restaurants Inc. Minnetonka, Minn.
Budrow, P. Dallas, Texas
C.C. International Eden Prairie, Minn.
Caples, F. St. Paul, Minn.
Carousel Foods Inc. Louisville, Ky.
Case, G. St. Louis Park, Minn.
Chocolate Chip Cookie Company St. Paul, Minn.
Church of The Epiphany Coon Rapids, Minn.
Cleworth's Food and Beverage Bloomington, Minn.
Coller Family Inc. Shakopee, Minn.
Confection Designs Kailua Kona, Hawaii
Conklin, J. Royal Palm Beach, Fla.
Country Store Sweet Shoppe Minneapolis, Minn.
Crocker Enterprises Inc. Maple Grove, Minn.
Crocker's Spaghetti Village Maple Grove, Minn.
Crutchfield, G. San Diego, Calif.
D & K Concessions Winterset, Iowa
Dairy Bar Minneapolis, Minn.
Danielson, W. St. Paul, Minn.
Darlinda Inc. Ham Lake, Minn.
Davis, J. Coon Rapids, Minn.
Davis, L. Minneapolis, Minn.
Davis, M. Minneapolis, Minn.
Davis, W. Alexandria, Minn.
Degnans Popcorn Minneapolis, Minn.
Delacatessan Food
International Inc. Golden Valley, Minn.
Delrick Enterprises Golden Valley, Minn.
DFL Districts 66 and 67 St. Paul, Minn.
Dino's Gyros Coon Rapids, Minn.
Dip Stix - M & S Concessions St. Paul, Minn.
Dippin Dots Hampton, Minn.
Donna's Bar-B-Q Rib Sandwich South St. Paul, Minn.
E.A. Sween Company Eden Prairie, Minn.
Eagle Food Service Connerville, Ind.
El Sol Mexican Food St. Paul, Minn.
Erb, W. St. Paul, Minn.
F & W Concessions Inc. Rhinebeck, N.Y.

Falde, F. St. Paul, Minn.
Family Tree Cafe -
Arlo's Fun Foods Inc. St. Cloud, Minn.
Far Eastern Foods Woodbury, Minn.
Far View Farms Hutchinson, Minn.
Ferch, S. Loretto, Minn.
Fisherman's Wharf Seafoods -
Wiles Ent. Ltd. Minneapolis, Minn.
French Meadow Bakery Minneapolis, Minn.
Fresh Fruit St. Paul, Minn.
Fresh Hot Homemade Potato Chip Co. Naples, Fla.
Funk's Coffeerville Long Lake, Minn.
Gasthaus Edelweiss Maplewood, Minn.
Gazpacho Girls Minneapolis, Minn.
Giant Ride Inc. Pasadena, Calif.
Giere, J. Staples, Texas
GLK Inc. Elk River, Minn.
Gloria Dei Lutheran Church St. Paul, Minn.
Golden's Guiltless Bagels St. Paul, Minn.
Gopher Dairy Club -
Univesity of Minnesota St. Paul, Minn.
Grand Court Order
of The Amaranth Minneapolis, Minn.
Grandstand Donuts Lauderdale, Minn.
Granny's Caramel Apple Sundaes Hampton, Minn.
Granny's Enterprises St. Cloud, Minn.
H.M.H. of St. Paul Inc. St. Paul, Minn.
Hamline United Methodist Church Little Canada, Minn.
Hand Maid Sweets Mankato, Minn.
Hannasch Inc. Minneapolis, Minn.
Hanold, T. Braham, Minn.
Hansen's Amusement Foods Fergus Falls, Minn.
Harrington's Enterprises Ellsworth, Wis.
Harrison, S. Minneapolis, Minn.
Hartley, J. S. Milwaukee, Wis.
Haugerud, H. Preston, Minn.
Hawaiian Shaved Ice Inc. Hutchinson, Minn.
Hectorne, D. Chanhassen, Minn.
Heller, R. Siren, Wis.
Hildebrand Concessions Inc. Roseville, Minn.
Hohenwald Enterprises Inc. Oakdale, Minn.
Hohenwald, P. Oakdale, Minn.
House of LaChoy - Minn. So. Dist.
Luth. Church Mo. Synod Burnsville, Minn.
Hussong Family Inc. Shakopee, Minn.
Huston Inc. Parker City, Ind.
Ice Cream Factory Inc. Livingston, Texas
Ice Kreml Mill Ltd. Westminster, Md.
Isaac, M. Inver Grove Heights, Minn.
Isaac, T. St. Paul, Minn.
Isabel Burkes Olde Tyme Taffy Plymouth, Iowa
Italian Grinder Sandwich Stillwater, Minn.
J.D.'s Eating Establishment Richfield, Minn.
Java Jive Edina, Minn.
Jehovah Lutheran Church St. Paul, Minn.
Jennisch, S. Stockholm, Wis.
Jesness Concessions Morris, Minn.
Jim & Jo's Rush City, Minn.
Johnson, J. Fergus Falls, Minn.
Just Say Glace St. Paul, Minn.
Kirch Enterprises Inc. Shoreview, Minn.
Kirschner's Beer Stube Burnsville, Minn.
Kitchen Kraft Concessions Columbia Heights, Minn.
Koney Express Hibbing, Minn.
Kordus, A. Columbia Heights, Minn.
Kusick, G. Cottage Grove, Minn.
La Paysanne Inc. Hayward, Minn.
Larson, G. St. Paul, Minn.
Larson, J. St. Paul, Minn.
Larson, K. Taylors Falls, Minn.
LaVaque, E. St. Paul, Minn.
Lee Soynuts Company Woodbury, Minn.
Leimon Concessions Harlingen, Texas
Lemonade Ltd. St. Louis Park, Minn.

Levin, S. Maple Grove, Minn.
Luigi Fries Lake Elmo, Minn.
Lynn's Lefse Richfield, Minn.
M & D Enterprises Marengo, Ill.
M.T. French Creperie Minneapolis, Minn.
Maple Grove Meats Big Lake, Minn.
Marrone, M. St. Paul, Minn.
Meents, B. River Falls, Wis.
Mertes, T. Minneapolis, Minn.
Mid-Continent Bottlers Inc. St. Paul, Minn.
Middle East Bakery St. Paul, Minn.
Midway Food Company Austin, Texas
Midway Mens Club Rush City, Minn.
Midwest Coca-Cola
Bottling Company Minnetonka, Minn.
Mini-Kabob Foods Golden Valley, Minn.
Minn. Apples Inc. White Bear Lake, Minn.
Minn. Honey Producers Assn. Inc. Clarkfield, Minn.
Minn. Turkey Growers Association St. Paul, Minn.
Mitchell Concessions St. Paul, Minn.
Muddy Waters Minneapolis, Minn.
Mullarky, M. Eagan, Minn.
Muskar Inc. White Bear Lake, Minn.
National Icee Corporation Brooklyn Center, Minn.
Nelson, J. South St. Paul, Minn.
North Suburban St. Paul
Kiwamis Club Arden Hills, Minn.
Nuebel, E. Hudson, Wis.
O'Neil, F. Roseville, Minn.
O'Neil, L. Roseville, Minn.
O'Neil, Leah St. Paul, Minn.
O'Neil, T. Lauderdale, Minn.
O'Shea Associates Minneapolis, Minn.
Odell, F. Staples, Minn.
Old City Cafe St. Paul, Minn.
Orange Treet Sales Minneapolis, Minn.
Organic Foods Inc. Excelsior, Minn.
Pearse, B. Golden, Colo.
Peg, The St. Paul, Minn.
Pelican Concessions Pelican Rapids, Minn.
Pennsylvania Dutch Funnel Cakes Springfield, Minn.
People For Boschwitz 1996 St. Louis Park, Minn.
Peters, J. Mesa, Ariz.
Peterson Concessions Ham Lake, Minn.
Petrovski Concessions Vista, Calif.
Pickle Dog Rosemont, Minn.
Pinkus, M. Minnetonka, Minn.
Pizza Palace Minneapolis, Minn.
Pizza Wagon Eagan, Minn.
Porky's Delight Eden Prairie, Minn.
Pounder, J. Hastings, Minn.
Pretzel Factory Aurora, Colo.
Prom Catering Company St. Paul, Minn.
R.J. Pretzel Company Breckenridge, Colo.
Rasmussen, T. Rochester, Minn.
Ribco Enterprises Mendota Heights, Minn.
Robbinsdale O.E.S. Dining Hall Robbinsdale, Minn.
Romano, M. Spring Lake Park, Minn.
Root Beer Stand Falcon Heights, Minn.
Rosenthal, D. St. Paul, Minn.
Runyon, D. St. Paul, Minn.
Rush, T. Minneapolis, Minn.
Sadie's Frozen Custard Fridley, Minn.
Saint Bernard's Dining Hall St. Paul, Minn.
Salem Lutheran Church Minneapolis, Minn.
Salsman's Food Specialties New Prague, Minn.
Sausage By Cynthia Maple Grove, Minn.
Schneider Popcorn Roseville, Minn.
Schroder Concessions Inc. Faribault, Minn.
Schultz's Concessions Shoreview, Minn.
Schumacher's New Prague Hotel Inc. New Prague, Minn.
Seville Company Inc. Plymouth, Minn.
Shutes, G. Bloomington, Minn.
Shutes, R. Edina, Minn.

More Food & Beverages

Sommers Concessions Minneapolis, Minn.
 Spaghetti Eddie's Deltona, Fla.
 Spencerbrook Pheasants Osseo, Minn.
 Steichen, J. Fridley, Minn.
 Steichens Food Market St. Paul, Minn.
 Stinchfield, J. Hopkins, Minn.
 Stone, A. St. Louis Park, Minn.
 Straight's Concessions Crystal, Minn.
 Strawberries 'n Creme Waseca, Minn.
 Strawberry Patch St. Paul, Minn.
 Sugar & Spice Concessions Boynton Beach, Fla.
 Sunderland, D. Andover, Minn.
 Sunshine Concessions Spring Hill, Fla.
 Sutich, J. Minnetonka, Minn.
 Sweet Martha's Cookie Jar St. Paul, Minn.
 T & A Conc. d/b/a Little

Tommy Tucker Cinnamon Rolls Candler, Fla.
 Teeny Weeny Donuts Cloquet, Minn.
 Testin, L. Taylors Falls, Minn.
 Tetrault, G. Minneapolis, Minn.
 Thames, M. Minnetonka, Minn.
 To Your Health Inc. Peterstown, W.Va.
 Tom Thumb Donut Corporation Minneapolis, Minn.
 Topp Enterprises New Hope, Minn.
 Townsend, M. Fergus Falls, Minn.
 Tran, V. Golden Valley, Minn.
 Tremblay's Sweet Shop Stillwater, Minn.
 Tropical Fruit Floss Roseville, Minn.
 Tysseling, J. St. Paul, Minn.
 Ulmer Metro Distributing Inc. St. Paul, Minn.
 Ultimate Confections Milwaukee, Wis.
 Vend Africa Inc. Minneapolis, Minn.
 Venetian Inn St. Paul, Minn.
 Vescio's Minneapolis, Minn.
 Vogt, V. New London, Minn.
 Ward Food Services St. Paul, Minn.
 Ward's Concessions Huntington Beach, Calif.
 Werner's Frontier Inc. New Brighton, Minn.
 Willis Enterprises Tulsa, Okla.
 Woldorsky, J. Minneapolis, Minn.
 Wonders Inc. Kennesaw, Ga.
 Wozniak Concessions Inc. St. Paul, Minn.
 Yahr, J. Minneapolis, Minn.
 Yahr, K. Minneapolis, Minn.



Health & Beauty

Apollo Hair Clinic St. Louis Park, Minn.
 Caspers House Minneapolis, Minn.
 Cottage Soaps St. Paul, Minn.
 Davis Enterprises Hartville, Mo.
 Dermac Labs Inc. Salem, Ore.
 Dyna Dental Systems Minnetonka, Minn.
 Fragrances Inc. St. Louis Park, Minn.
 Golden Pride/Rawleigh Dist. Fridley, Minn.
 Heartwatch of Wichita Inc. Wichita, Kan.
 Heckmann, J. Forest Lake, Minn.
 Mary Kay Cosmetics Inc. Bloomington, Minn.
 Nada Concepts Inc. Minneapolis, Minn.
 Naturally Beautiful Nails/Nail Masters Plant City, Fla.
 Neo-Life Kandiyohi, Minn.
 North Country Glycerine Soap Maple Plain, Minn.
 Professional Dynamics Burnsville, Minn.
 Tamiko Corporation North Hollywood, Calif.
 Timbos Enterprises La Grange, Calif.
 Wahl, T. Lakeville, Minn.



Home Improvement & Furnishings

AAA Garage Products Inc. St. Paul, Minn.
 ABC Seamless Inc. Fargo, N.D.
 Access One Inc. Wyoming, Minn.
 Aero-Dec Inc. Spirit Lake, Iowa
 Air One Heating &
 Air Conditioning Brooklyn Park, Minn.
 American Clocks Inc. Plant City, Fla.
 American Water Systems Lakeville, Minn.
 Andersen Corp. Bayport, Minn.
 Aqua-Therm Inc. Broomfield, Minn.
 Asphalt Specialties Co. Shoreview, Minn.
 B.C. Kitchens Inc. Hopkins, Minn.
 Battin Stucco Company Big Lake, Minn.
 BJ Products San Diego, Calif.
 Brinks Home Security Minneapolis, Minn.
 By The Yard Jordan, Minn.

Cabinetpak Kitchens
 of Minneapolis Bloomington, Minn.
 California Closet Company Eagan, Minn.
 Carpet Court St. Paul, Minn.
 Ceda Comfort Minneapolis, Minn.
 Classic Surfaces St. Paul, Minn.
 Classic Wood Furnace Isanti, Minn.
 Comforest Adjustable Beds Columbia Heights, Minn.
 Commiers Conditioned Water Co. Minneapolis, Minn.
 Coronet Co. Inc. Minneapolis, Minn.
 Country Place Cokato, Minn.
 Culligan Water Conditioning Minnetonka, Minn.
 Curley Furniture & Carpet Mendota Heights, Minn.
 D.A. Distributing Inc.

d/b/a Coronado Stone Spring Lake Park, Minn.
 Deck Rescue Plus Rockford, Minn.
 Deluxe Rug & Carpet St. Paul, Minn.
 Discount Windows And Wares Roseville, Minn.
 DPS Industries Little Falls, Minn.
 Ecowater Systems Inc. St. Paul, Minn.
 Entertainment Direct Plymouth, Minn.
 Fireside Corner Inc. Roseville, Minn.
 Floor Heat/Systems Minneapolis, Minn.
 Futon Gallery Minneapolis, Minn.
 Galaxy Custom Booths Wyoming, Minn.

General Security Services
 Corporation Bloomington, Minn.
 Glenwood Inglewood Minneapolis, Minn.
 Golden Hammocks Inc. Escondido, Calif.
 Grabit Inc. Stillwater, Minn.
 Great Garage Door Company Anoka, Minn.

Herrick Enterprises
 Hardwood Floor Co. Spring Lake Park, Minn.
 Hom Oak and Leather Furniture Fridley, Minn.
 Home and Garden Designs Greenville, Texas
 Home Visual Creations Burnsville, Minn.
 Hutch and Mantle Minneapolis, Minn.
 Incredicoat Oakdale, Minn.
 J.J. Vanderson & Company St. Paul, Minn.
 Jack Pixley Sweeps Inc. Andover, Minn.
 JIL Industries Malden, Mass.
 K.C. Woodworking Inc. Forest Lake, Minn.
 Kitchen Make-Over Minneapolis, Minn.
 Lindus Construction Inc. Baldwin, Wis.
 Magna Products Inc. Green Bay, Wis.
 Minn. Rusco Inc. Edina, Minn.
 Mollner's Heirloom Clocks Inc. St. Paul, Minn.
 Mon-Ray Window & Door Store Golden Valley, Minn.
 Niagara of America Inc. Gastonia, N.C.
 Northern Glass Block Company Embarrass, Minn.
 Oakstreet Maplewood, Minn.
 Panelcraft of Minnesota Inc. Minneapolis, Minn.
 Patio Enclosures Inc. New Brighton, Minn.

Patio Town North St. Paul, Minn.
 Rainbow Woodworks Henderson, Minn.
 Rite Way Waterproofing Lino Lakes, Minn.
 Schermann Awning Co. Silver Lake, Minn.
 Select Comfort Distribution Center Plymouth, Minn.
 Snyder Home Improvements Minnetonka, Minn.
 Solar Midwest Inc. Plymouth, Minn.
 Solaratic Inc. Elk River, Minn.
 Stained Glass Overlay Design Studio Roseville, Minn.
 Standard Water Control Systems Inc. Crystal, Minn.
 Summit Home Center Woodbury, Minn.
 Teak Emporium Inc. San Diego, Calif.
 Thermax Floor Care Products Shakopee, Minn.
 Tiff Lighting Fixture Mfg. Picton, Ontario
 Unpainted Place Inc., The Minneapolis, Minn.
 Walden Brothers Lumber Inc. Shakopee, Minn.
 Weather Lock Windows Systems Minneapolis, Minn.
 Westwood Munford, Ala.
 Wilkening Manufacturing Co. Inc. Walker, Minn.
 Windows Plus Inc. Roseville, Minn.
 Wooden Reflection Watertown, Minn.
 Worldwide Chimney Inc. Eden Prairie, Minn.



Household Products & Services

Abosch Import Co. Hollywood, Calif.
 Associated Consultants Minneapolis, Minn.
 Associated Sewing and Knitting St. Paul, Minn.
 Beam Built-In Vacuums Bloomington, Minn.
 Cenaiko Enterprises Inc. Coon Rapids, Minn.
 Chester H. Nairne Co. Livonia, Mich.
 China Palace Enterprise Co. Minneapolis, Minn.
 Cordons Bleu Company Richfield, Minn.
 Creative Sewing Centers Inc. Minnetonka, Minn.
 Diamondcraft Corporation Minneapolis, Minn.
 Doctor Wood's Products Excelsior, Minn.
 Dry Store, The Lanesboro, Minn.
 Electrolux Plymouth, Minn.
 Elegance In Numbers Murphy, Ore.
 Evergreen Herb Company Battle Ground, Ind.
 Fantastic Products Horse Shoe, N.C.
 Fortner's Salt-Free Seasonings Lake Mills, Wis.
 Home of Elegance Vadnais Heights, Minn.
 Hudspeth, S. Black Hawk, Colo.
 International Culinary Consultants Elberon, N.J.
 Jansen Distributing Minneapolis, Minn.
 Jesco Company - U.S. Jesco

International Ltd. Inc. Dallas, Texas
 Kaiser Enterprises Comstock, Texas
 Kandiyohi Bottled Water Company Willmar, Minn.
 Kinetic Dealers of Minnesota Burnsville, Minn.
 Krystal Creek Hoffman Estates, Ill.
 Mary Lue's Knitting World St. Peter, Minn.
 Nancy Thayer & Associates Sparta, N. J.
 National Service Co. Fresno, Calif.
 Neat Pleats Bristol, Tenn.
 Nomar Inc. St. Paul, Minn.
 Patterson Products La Mirada, Calif.
 Quality Bag Oakdale, Minn.
 Round Bobbin Sewing Center St. Paul, Minn.
 Sewing Centers Inc. Minneapolis, Minn.
 Stan & Jo's Country Creations North Mankato, Minn.
 Surge Water Conditioning Hopkins, Minn.
 Swivel Spray Minneapolis, Minn.
 Syndicate Sales Corporation Hopkins, Minn.
 Table Charm Ltd. Tonawanda, N.Y.
 Third Dimension Brooklyn Park, Minn.
 Tupperware-Lakewood Party Sales Inc. Edina, Minn.
 Vita Mix Corporation Cleveland, Ohio
 Wally's Gadget Corner Toledo, Ohio
 Watkins Inc. Winona, Minn.
 2V Distributing West St. Paul, Minn.



Imports & Ethnic Merchandise

African Collections Sharon, Mass.
Aloha Jewelry Pearl City, Hawaii
American Swedish Institute Minneapolis, Minn.
Artesanos Unidos Los Angeles, Calif.
Baltic Imports White Bear Lake, Minn.
Bando Imports Northbrook, Ill.
Bolivian Imports Eagan, Minn.
Brown, Y. Excelsior, Minn.
Caples, M. Little Canada, Minn.
Chandi Gallery/Coune' Ltd. Minneapolis, Minn.
China Handcraft Bloomington, Minn.
Doll Orphanage St. Paul, Minn.
Egypt USA Walnut Creek, Calif.
Everything Under The Sun Bonita Springs, Fla.
Fantastic Voyage Stillwater, Minn.
Folklore Imports Glendale, Calif.
G.F. Philippines Handicraft Verona, N.J.
Grand Assorted Enterprise Co. Ltd. West Covina, Calif.
Grob International Inc. Minneapolis, Minn.
Heart of Tibet Stillwater, Minn.
High Street International Minneapolis, Minn.
Hollow Tree Enterprises Buffalo, Minn.
Hollys Hobby Ltd. Andover, Minn.
Holy Land Handicrafts St. Paul, Minn.
Ice-Ame Kenmore, Wash.
Image Imports Minneapolis, Minn.
Imaginative Imports Stillwater, Minn.
India Bazaar Minneapolis, Minn.
India House Bloomington, Minn.
India Imports Apache, Okla.
Indian Arts & Crafts Terre Haute, Ind.
Inside Africa St. Paul, Minn.
International Flag Weaving St. Croix Falls, Wis.
International Investors San Mateo, Calif.
Irish On Grand St. Paul, Minn.
Jennico St. Paul, Minn.
Kai, Y. Shoreview, Minn.
Kay's Blue Onion Art Gallery New Brighton, Minn.
Khan, S. Hamel, Minn.
La Fuente Cedarburg, Wis.
Oriental Craft and Development Co. Lake City, Minn.
Rama Imports Franklin, Wis.
San Juan, M. Azusa, Calif.
Sullivan, R. St. Paul, Minn.
Taxco Imports West Hills, Calif.
Treasure Chest Key West, Fla.
Vagabond Imports Corona, Calif.
Wooden Needle Vadnais Heights, Minn.
World Trade New Orleans, La.
Zhivago Rugs Minneapolis, Minn.



Institutional Exhibits & Gov't Agencies

American Association of Retired Persons . . . Chicago, Ill.
American Cancer Society Minneapolis, Minn.
American Diabetes Assn.
of Minn. Affiliate Minneapolis, Minn.
American Field Service St. Paul, Minn.
American Lung Association of Minn. St. Paul, Minn.
American Waterworks Association . . . Minneapolis, Minn.
Arthritis Foundation - Minn. Chapter . . . St. Paul, Minn.
Association For Nonsmokers - Minn. . . . St. Paul, Minn.
Attorney Generals Alliance For
A Drug Free Minn. St. Paul, Minn.
Brown Institute Minneapolis, Minn.
Deafness Education
Advocacy Foundation St. Paul, Minn.

Dunwoody Institute Minneapolis, Minn.
Epilepsy Foundation of Minnesota St. Paul, Minn.
Emu Association of Minnesota Stillwater, Minn.
Friendship Ventures Annandale, Minn.
Geological Society of Minnesota St. Paul, Minn.
Great Lakes Indian Fish & Wildlife
Commission Odenah, Wis.
Hazelden Foundation Center City, Minn.
Highway Construction
Industry Council New Brighton, Minn.
Indianhead Council -
Boy Scouts of America St. Paul, Minn.
Inventors Network New Hope, Minn.
Masonic Grand Lodge of Minnesota . . . St. Paul, Minn.
Metropolitan Council St. Paul, Minn.
Metropolitan Council
Transit Operations Minneapolis, Minn.
Metropolitan Mosquito Control Dist. . . St. Paul, Minn.
Minn. Adult Day Services Association . . St. Paul, Minn.
Minn. Agriculture In The Classroom . . . St. Paul, Minn.
Minn. AIDS Project Minneapolis, Minn.
Minn. Army & Air National Guard Roseville, Minn.
Minn. Assn. of Soil and
Water Conservation Dist. St. Paul, Minn.
Minn. Assoc. of Student Councils Roseville, Minn.
Minn. Attorney General's Office -
Consumer Division St. Paul, Minn.
Minn. Audubon Council of
The Nat. Audubon Soc. St. Paul, Minn.
Minn. Beef Council Minneapolis, Minn.
Minn. Bio. Brain Association Minneapolis, Minn.
Minn. Blue Flame Gas Assoc. Minneapolis, Minn.
Minn. Board of Water and
Soil Resources St. Paul, Minn.
Minn. Career Information System St. Paul, Minn.
Minn. Children St. Paul, Minn.
Minn. Chiropractic Association Roseville, Minn.
Minn. Citizens Concerned For Life . . . Minneapolis, Minn.
Minn. Cultivated Wild Rice Council . . . St. Paul, Minn.
Minn. Dental Association St. Paul, Minn.
Minn. Dept. of Agriculture St. Paul, Minn.
Minn. Dept. of Agriculture - Aquaculture . St. Paul, Minn.
Minn. Dept. of Corrections St. Paul, Minn.
Minn. Dept. of Economic Security St. Paul, Minn.
Minn. Dept. of Health St. Paul, Minn.
Minn. Dept. of Human Services St. Paul, Minn.
Minn. Dept. of Natural Resources St. Paul, Minn.
Minn. Dept. of Public Safety St. Paul, Minn.
Minn. Dept. of Public Service St. Paul, Minn.
Minn. Dept. of Revenue St. Paul, Minn.
Minn. Dept. of Transportation St. Paul, Minn.
Minn. Dept. of Transportation -
Aeronautics Office St. Paul, Minn.
Minn. Division of Building
Codes & Standards St. Paul, Minn.
Minn. Education Association St. Paul, Minn.
Minn. Family Council Minneapolis, Minn.
Minn. Farm Bureau Federation St. Paul, Minn.
Minn. Farmers Union St. Paul, Minn.
Minn. Foodshare Minneapolis, Minn.
Minn. Forest Industries Inc. Duluth, Minn.
Minn. Fur Breeders Assn. North St. Paul, Minn.
Minn. Genealogical Society St. Paul, Minn.
Minn. High Technology Council Bloomington, Minn.
Minn. Higher Education Services Office . St. Paul, Minn.
Minn. Homeschoolers Alliance St. Paul, Minn.
Minn. House of Representatives -
Pub. Info. Office St. Paul, Minn.
Minn. Lamb & Wool Producers Assn. . . . Cokato, Minn.
Minn. Lions Eye Bank and
Hearing Foundation St. Cloud, Minn.
Minn. Mensa Minneapolis, Minn.
Minn. Newspaper Foundation Minneapolis, Minn.
Minn. Nurses Association St. Paul, Minn.

Minn. Office of Citizenship and
Volunteer Services St. Paul, Minn.
Minn. Office of
Environmental Assistance St. Paul, Minn.
Minn. Pollution Control Agency St. Paul, Minn.
Minn. Pork Producers Assn. North Mankato, Minn.
Minn. Propane Gas Association Minneapolis, Minn.
Minn. Safety Council Inc. St. Paul, Minn.
Minn. Senior Federation Inc. St. Paul, Minn.
Minn. Society of Professional Engineers . . St. Paul, Minn.
Minn. Soybean Growers North Mankato, Minn.
Minn. State Colleges and Universities . . St. Paul, Minn.
Minn. State Council On Disability St. Paul, Minn.
Minn. State Horticultural Society Falcon Heights, Minn.
Minn. State Senate St. Paul, Minn.
Minn. Turkey Research and
Promotion Council St. Paul, Minn.
Minn. United Snowmobilers Association . . Stacy, Minn.
Minnesota Chore Corps St. Paul, Minn.
Minnesota Commanders Task Force . . . St. Paul, Minn.
Mothers Against Drunk Driving - Minn. . . St. Paul, Minn.
National College St. Paul, Minn.
National Weather Service Chanhassen, Minn.
NEI College of Technology Columbia Heights, Minn.
New Life Family Services Richfield, Minn.
Northern States Power Company Minneapolis, Minn.
Partners In Donation & Transplantation . St. Paul, Minn.
Pro Choice Resources Minneapolis, Minn.
Salvation Army Brooklyn Center, Minn.
School of Communication Arts Minneapolis, Minn.
Shriners Hospital For
Crippled Children Minneapolis, Minn.
South Minn. Area Assembly of
Alcoholics Anonymous Minnetonka, Minn.
Spina Bifida Association
of Minnesota Apple Valley, Minn.
Spinal Cord Society St. Paul, Minn.
Toastmasters International St. Paul, Minn.
U.S. Navy Recruiting
District, Minneapolis Minneapolis, Minn.
University of Minnesota -
University Relations Minneapolis, Minn.
Waste Management of Minnesota Inc. . . . Hopkins, Minn.



Media
Cafe Radio 105.7 FM Eden Prairie, Minn.
KARE-11 TV Golden Valley, Minn.
KBEM-FM Radio Minneapolis, Minn.
KDWB Radio Minneapolis, Minn.
KEEY/New Country K102 Radio Bloomington, Minn.
KEGE-FM Radio Golden Valley, Minn.
KFAN-AM Radio Minneapolis, Minn.
KLBB Radio - Cargill Communications . . St. Paul, Minn.
KMJZ - Smooth Jazz Eden Prairie, Minn.
KMSP-TV Eden Prairie, Minn.
KOOL108 FM Minneapolis, Minn.
KQRS-AM/FM Radio Minneapolis, Minn.
KREV - WREV 105 FM St. Paul, Minn.
KSTP-FM Radio St. Paul, Minn.
KSTP-TV - Hubbard Broadcasting Inc. . . . St. Paul, Minn.
KTCZ-FM - The Cities 97 Minneapolis, Minn.
Minn. Public Radio St. Paul, Minn.
Radio Aahs - WWTC-AM 1280 Minneapolis, Minn.
Saint Paul Pioneer Press St. Paul, Minn.
Star Tribune Minneapolis, Minn.
U.S.A. Today Roseville, Minn.
WBOB-FM Radio Minneapolis, Minn.
WCCO Radio Minneapolis, Minn.
WCCO Television Minneapolis, Minn.



Miscellaneous

C & C Sugarbush Inc. Plymouth, Minn.
Camp Natch Inc. Minneapolis, Minn.
Damark International Inc. Brooklyn Park, Minn.
Disk & Data. Coon Rapids, Minn.
Excell Cellular Inc. Minneapolis, Minn.
Gopher State Ice Company. St. Paul, Minn.
J/D Enterprises. Watertown, Wis.
Jacobs of Willmar Inc. Willmar, Minn.
Lock & Locker Systems Inc. Blooming Prairie, Minn.
Minn. Territorial Pioneers Inc. St. Paul, Minn.
Motion Products. Plymouth, Minn.
Oko Company. St. Paul, Minn.
Pro Staff Personnel Services. Minneapolis, Minn.
Rainbow Concessions. Cedar Park, Texas
RFG Safe & Knife Robbinsdale, Minn.
Saint Paul Post Office. St. Paul, Minn.
U.S. Bench Corporation Minneapolis, Minn.
Vista Mobility Specialists Inc. Park Ridge, Ill.
Wementor Inc. Minneapolis, Minn.



Music & Entertainment

Bodine's Inc. Richfield, Minn.
Chanhassen Dinner Theatres Chanhassen, Minn.
Front Row Concepts. Minneapolis, Minn.
Haugen's Pianos Inc. St. Louis Park, Minn.
Historic Theatre Group Ltd. Minneapolis, Minn.
Music Museum Store. Blue Earth, Minn.
Ordway Music Theatre. St. Paul, Minn.
Primestar. Bala Cynwyd, Pa.
Schmitt Music Company Minneapolis, Minn.
Staneslow, S. St. Paul, Minn.



Novelties, Souvenirs & Toys

Bon'nean Inc. Champlin, Minn.
C.R. Deals St. Paul, Minn.
Caricatures By Cindy Shoreview, Minn.
Coil Enterprises. Roseville, Minn.
Color-Clings Inc. Bloomington, Minn.
Compmark I Corp. Minneapolis, Minn.
Crazy Louie's Surplus City Minneapolis, Minn.
Desplenter Novelties Chicago, Ill.
Discovery Toys Minneapolis, Minn.
DJ's Speed Zone Stevens Point, Wis.
Entertainment Inc. Dayton, Ohio
Fair-Market Inc. Minneapolis, Minn.
Fairview Computer Foto. Skokie, Ill.
Foamation Inc. Milwaukee, Wis.
Gimberline, D. Hopkins, Minn.
Giuliani, M. Bloomington, Minn.
Kirch, D. Shoreview, Minn.
Major League Sport Shops Inc. Minneapolis, Minn.
Matt Milner Sales Fridley, Minn.
Minn. Timberwolves Minneapolis, Minn.
Minnesota Video Productions Eden Prairie, Minn.
NLM Inc. d/b/a Imagine This Mahtomedi, Minn.
Northland Emblem Hatley, Wis.
Outdoor Sports Cartoonist. Klamath Falls, Ore.
Perlman, D. New Hope, Minn.
Professionals, The La Mesa, Calif.
Put-On Shoppe - Advon Inc. Minneapolis, Minn.
Squirt Works Inc. St. Louis Park, Minn.
St. Paul Saints St. Paul, Minn.
Standi Toys Inc. Somerset, Wis.

Stikes - Marek Merchandising Roseville, Minn.
Televac Computer Company Gun Barrel City, Texas
Train House - Malfunxion Junction Boone, Iowa
U of Minn. Williams Fund. Minneapolis, Minn.
U of Minn. Women's

Intercollegiate Athletics Minneapolis, Minn.
Wendy's Studio. Carlsbad, Calif.
Wildman Caricatures Albert Lea, Minn.



Pet & Animal Supplies

A World of Fish Richfield, Minn.
Ace Tack & Outfitters. Cambridge, Minn.
Avians By Paul. Stillwater, Minn.
Custom Cat Purrrniture St. Paul, Minn.
Fancy Publications Inc. Eagan, Minn.
Lone Lake Kennels Woodbury, Minn.
Midwest Western Shop South St. Paul, Minn.
Minn. Humane Society. St. Paul, Minn.
Minn. Purebred Dog
Breeders Association Bloomington, Minn.
Pet ID Tags Earp, Calif.
Rural Pet Supply Libertyville, Ill.
Smart Inventions Santa Monica, Calif.
Vermont Nature Creations Castleton, Vt.
Woodcrest Ltd. Maple Grove, Minn.



Religious Organizations

Archdiocese of St. Paul and Mpls. St. Paul, Minn.
Christian Educational Service. Thonotosassa, Fla.
Christian Research Eureka Springs, Ariz.
Greater St. Paul Assn. of Evangelicals. St. Paul, Minn.
Jewish Community
Relations Council Minneapolis, Minn.
Minn. Conference of
Seventh-Day Adventists. Maple Grove, Minn.
Northwestern Products Minneapolis, Minn.
Spiritual Assembly of
The Baha'is of Roseville Roseville, Minn.



Political Organizations

Independent Republicans of Minnesota St. Paul, Minn.
Libertarian Party of Minn. Minneapolis, Minn.
Minn. AFL-CIO. St. Paul, Minn.
Minn. Democratic Farmer Labor Party. St. Paul, Minn.
Minn. Grassroots Party Minneapolis, Minn.
Reform Party, The Minneapolis, Minn.
Rod Grams For U.S. Senate Anoka, Minn.
Rudy Boschwitz For U.S. Senate. St. Louis Park, Minn.
Wellstone For Senate St. Paul, Minn.



Sports & Recreation

A-One Pools and Spas Coon Rapids, Minn.
AKL Sunshades Sun City, Ariz.
All American Recreation Inc. Bloomington, Minn.
All-Terrainer Company. Wayzata, Minn.
Arctic Cat/Arctco Inc. Thief River Falls, Minn.
Bank Shot Billiards & Recreation. South St. Paul, Minn.
Beamer Enterprises St. Paul, Minn.
Billiard Warehouse Inc., The South St. Paul, Minn.
Blammo Eagan, Minn.
Bombardier Motor Corporation
of America Wausau, Wis.

Custom Cribbage Inc. Forest Lake, Minn.
E & M Manufacturing New Hope, Minn.
Easy Seat Inc. Kingsport, Tenn.
Finn/Sisu St. Paul, Minn.
Four Seasons Realty Inc. Brainerd, Minn.
Gear Tender Burnsville, Minn.
Golf Connection, The Chanhassen, Minn.
Great Expectations. Edina, Minn.
Great Northern Engineering Minneapolis, Minn.
Greater Midwest Marketing Inc. Forest Lake, Minn.
H.J. Muller Company Isanti, Minn.
Hallberg Marine Inc. Wyoming, Minn.
Hi Tempo Ski Sail & Bike. White Bear Lake, Minn.
House, The. St. Paul, Minn.
Lake Restoration Inc. Hamel, Minn.
Lakemaps Inc. Minneapolis, Minn.
Marine Connection Inc. Forest Lake, Minn.
Marine Outlet and RV. St. Cloud, Minn.
Master Z's Dart & Pool Supply Waukesha, Wis.
MHC Inc., Exercise

Equipment Outlet Forest Lake, Minn.
Midwest Innovations Minnetonka, Minn.
Minnesofutb Inc. Mound, Minn.
Neitzell Construction. Austin, Minn.
Outdoor Connection Inc. Burnsville, Minn.
Outdoor News Inc. New Hope, Minn.
Paradise Pools St. Paul, Minn.
Pluschell Associates Minnetonka, Minn.
Polaris Industries L.P. Minneapolis, Minn.
Rainbow Midwest Inc. Prior Lake, Minn.
Rio Grande Valley of Texas McAllen, Texas
S.W.A.T. Mfg. Ltd. Minneapolis, Minn.
Slugmaster Inc. Lakeville, Minn.
Southeastern Minnesota

Historic Bluff Country Dexter, Minn.
Spineless Wonders Minneapolis, Minn.
Swimmin' Hole Osseo, Minn.
Trader Publishing Company St. Paul, Minn.
Tread-Aerobic Treadmills St. Paul, Minn.
United Stores Inc. Fridley, Minn.
Wing Star Inc. Red Wing, Minn.
Yamaha Motor Corp USA Coon Rapids, Minn.



State Fair Sponsors

American Dairy Association of Minn.* St. Paul, Minn.
Auto Value Parts Stores* St. Cloud, Minn.
C & H Sugar Company* Pleasant Hill, Calif.
Cal Spas of Minnesota. Minnetonka, Minn.
Capitol Beverage Sales St. Paul, Minn.
Hilex Corporation Eagan, Minn.
Knox Lumber* Eagan, Minn.
M.A. Gedney Company*. Chaska, Minn.
Medica*. Minneapolis, Minn.
Midwest Coca-Cola Bottling Company. Eagan, Minn.
Miller Brewing Company*. Milwaukee, Wis.
Minn. Farm Bureau Federation* St. Paul, Minn.
Minn. Propane Gas Association* Minneapolis, Minn.
Norwest Banks. Minneapolis, Minn.
Pierce Promotions &
Event Management Portland, Maine
Ralston Purina Company Eagan, Minn.
Rex Distributing Co. Inc. Minneapolis, Minn.
Schroeder Milk Company. St. Paul, Minn.
Spooky World. Shakopee, Minn.
World Class Promotions Chatsworth, Calif.

*Non-license holding sponsors



STATE OF MINNESOTA

OFFICE OF THE LEGISLATIVE AUDITOR

CENTENNIAL BUILDING, 658 CEDAR STREET • ST. PAUL, MN 55155 • 612/296-4708 • TDD RELAY 612/297-5353
JAMES R. NOBLES, LEGISLATIVE AUDITOR

Independent Auditor's Report

Mr. Martin Annexstad, President
Board of Managers
State Agricultural Society

Members of the State Agricultural Society

Mr. Jerry Hammer, Executive Vice President
State Agricultural Society

We have audited the accompanying balance sheets of the State Agricultural Society as of October 31, 1996 and 1995, and the related statements of income, retained earnings and cash flows for the years then ended as presented on pages 21 to 25. These financial statements are the responsibility of the Society's management. Our responsibility is to express an opinion on these financial statements based on our 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, 1996 and 1995, and the result 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 26 to 30, 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

February 19, 1997

Balance Sheet

For the years ended October 31

1996

1995

ASSETS

Current assets:

Cash and cash equivalents (note 2)	\$1,968,959	\$3,983,617
Accounts Receivable	644,345	329,948
Accrued interest receivable	13,887	20,945
Prepaid expenses	33,026	57,550
Total current assets	2,660,217	4,392,060

Non-current assets:

Note receivable	156,787	166,808
Property, structures and equipment (note 3)	18,588,874	17,280,865
Total assets	\$ 21,405,878	\$21,839,733

LIABILITIES & RETAINED EARNINGS

Current liabilities:

Accounts payable	\$901,403	\$1,429,275
Accrued salaries	40,977	20,252
Compensated absences	337,457	321,024
Deferred income	81,655	126,720
Current portion of long-term liabilities (note 4)	461,755	500,367
Total current liabilities	1,823,247	2,397,638

Long-term debt (less current portion)

	1,470,708	1,933,838
--	-----------	-----------

Total liabilities	3,293,955	4,331,476
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Retained earnings:

Designated for building fund (note 8)	1,930,363	1,984,636
Unrestricted	16,181,560	15,523,621
Total retained earnings	18,111,923	17,508,257

Total liabilities and retained earnings	\$21,405,878	\$21,839,733
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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	1996	1995
Operating revenues:		
Ticket sales	\$13,339,321	\$13,598,455
Departmental	4,143,728	4,089,841
Other	2,582,153	1,955,511
Total operating revenues	20,065,202	19,643,807
Operating expenses:		
Administrative	2,151,170	1,874,231
Activities and Support	11,275,503	10,903,006
Premiums	604,222	586,637
Other	835,953	760,406
Plant Operations	2,156,898	1,882,059
Plant Maintenance	1,086,770	950,438
Depreciation	1,290,902	1,090,502
Total operating expenses	19,401,418	18,047,279
Operating income	\$663,784	\$1,596,528
Nonoperating revenues(expenses):		
Interest income	98,136	115,387
Interest expense	(158,254)	(152,274)
Net income	603,666	1,559,641
Retained earnings, beginning of year	17,508,257	15,948,616
Retained earnings, end of year	\$18,111,923	\$17,508,257

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

Statement Of Cash Flows

For the years ended October 31

1996

1995

Cash flow from operating activities:

Operating income (loss)	\$663,784	\$1,596,528
Adjustments to reconcile net increases to net cash provided by operating activities:		
Depreciation	1,290,902	1,090,502
Changes in current assets and liabilities:		
Current assets—(increase)decrease:		
Accounts receivable	(314,397)	(85,902)
Prepays	24,524	3,497
Current liabilities—increase (decrease):		
Accounts payable	(527,872)	337,437
Salaries payable	20,725	10,733
Compensated absences	16,433	26,367
Deferred revenues	(45,065)	(17,638)
Net cash provided by operating activities	\$1,129,034	\$2,961,524

Cash flows from capital and related financing activities:

Purchase of fixed assets	(2,598,911)	(3,017,237)
Principal paid on notes and leases	(501,742)	(380,961)
Interest paid on notes and leases	(158,254)	(152,274)
Proceeds from note payable		1,100,000
Proceeds from note receivable	10,021	9,280
Net cash provided by investing activities	(3,248,886)	(2,441,192)

Cash flows from investing activities

Interest earnings	105,194	112,566
Increase (decrease) in cash	\$(2,014,658)	\$632,898
Cash and cash equivalents beginning of year	3,983,617	3,350,719
Cash and cash equivalents end of year	\$1,968,959	\$3,983,617

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. Sec 118.01 requires that deposits by municipalities, including public corporations, be secured by depository insurance or a combination of depository insurance and collateral security. The statute further requires that total collateral computed at its fair market value be at least 10 percent more than the amount on deposit in excess of any insured portion at the close of the business day.

NOTE 3: PROPERTY, STRUCTURES, UTILITIES AND 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.

	1996	1995
Land	\$2,228,778	\$2,228,778
Land improvements	2,922,854	2,653,644
Structures	26,167,227	24,980,337
Electrical system	2,785,968	2,551,178
Fence and fixtures	574,320	534,562
Gas system	91,182	91,182
Sewer system	955,710	693,943
Water system	520,437	520,437
Personal property	1,391,522	906,169
Total	37,637,998	35,160,230
Less accumulated depreciation	19,049,124	17,879,365
Net book value	\$18,588,874	\$17,280,865

NOTE 4: CURRENT AND LONG-TERM LIABILITY ALLOCATIONS

	1996		1995	
	Current	Long-term	Current	Long-term
Notes payable (note 6)	\$458,471	\$1,470,708	\$491,374	\$1,930,556
Lease payable (note 7)	3,282		8,993	3,282
	\$461,753	\$1,470,708	\$500,367	\$1,933,838
Net increase (decrease)	\$(38,614)	\$(463,130)		

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 \$2,113,035 for 1995 and \$2,395,236 for 1996. Total Society payroll was \$4,121,138 for 1995 and \$4,687,626 for 1996.

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

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

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 contribution rates were 9.15% for 1995 and 8.05% for 1996. 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 \$88,747 for 1995 and \$97,482 for 1996.

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, 1996 and 1995 are shown below:

(in Thousands)	SERF 1996	SERF 1995
Total pension benefit obligations	\$3,612,360	\$3,339,193
Net assets available for benefits (cost basis)	3,896,041	3,401,803
Unfunded (assets in excess of) pension benefit obligations	283,681	62,610

The pension benefit obligation is a standardized measure of the actuarial present value of credited projected benefits. These valuations are as of July 1, 1996 and 1995.

Ten-Year Historical Trend Information

Ten-year historical trend information is presented in MSRS's Component Unit Financial Report for the year ending June 30, 1996. 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, 1996, 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 vehicle. The equipment was capitalized and the lease payable obligations were computed using the present values of the total lease payments.

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

Asset Balances at October 31:

	1996	1995
Class of Property:		
Office Equipment		\$51,300
Vehicle	15,560	15,560
Less: Accumulated amortization	9,336	57,524
	\$6,224	\$9,336

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, 1996:

Year ending October 31:

1997	3,284
Total minimum lease payments	\$3,284
Less: Amount representing interest (1)	76
Present value of net minimum lease payments	\$3,208

(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 — Revenue And Expenses

For the years ended October 31

1996

1995

OPERATING INCOME

Ticket sales:

Carnival	\$4,441,575	\$ 4,424,566
Coliseum	147,121	236,147
Grandstand	1,768,464	1,953,004
Outside gate	6,476,951	6,505,687
Parking	458,961	447,462
Tram	46,250	31,589
Total ticket sales	13,339,321	13,598,455

Activities:

Box office	179,108	206,038
Campgrounds	78,275	81,018
Carnival	49,297	139,902
Competition	124,761	130,944
Entertainment	54,274	42,215
Forage	15,059	15,988
4-H Auction	62,775	60,855
Gift shop	122,132	99,693
Public safety	12,795	21,895
Sales	3,445,254	3,291,293
Total activities	4,143,728	4,089,841

Other:

Miscellaneous	156,980	87,541
Non-fair events	1,632,323	1,319,535
Sale of bulk milk	14,637	12,005
Sale of market animals	104,807	81,477
Sponsorships	259,529	303,535
Telephone	159,528	151,418
Utility Assessments	254,348	-0-
Total other	2,582,153	1,955,511

Total operating income

20,065,202

\$19,643,807

Operating Expenses

For the years ended October 31

Administrative:

	1996	1995
Annual meeting	\$8,908	\$8,402
Bad debt	368	280
Board honorarium	10,400	10,400
Computer	152,917	41,161
Dues and subscriptions	13,878	14,645
Employment services	51,756	54,776
Insurance	150,140	110,379
Legal services	76,776	47,022
Legislative audit	27,082	19,636
Medical insurance	177,285	184,962
Paid leave	291,389	250,450
Planning	22,990	-0-
Postage and mailing service	166,784	148,152
Printing and supplies	84,653	94,693
Retirement fund	97,482	88,729
Salaries	249,494	262,180
Social security	338,032	304,142
Staff services and training	42,497	32,336
Telephone	99,113	86,371
Travel expense	56,348	60,085
Unemployment compensation	6,194	5,872
Workers compensation	26,684	49,558
Total administrative	2,151,170	1,874,231

Activities and Support:

Admissions	141,594	130,821
Advertising	608,141	604,571
Bee culture	7,542	7,321
Box office	156,982	204,204
Campground	36,125	24,581
Carnival	3,277,289	3,276,888
Cattle	54,870	52,863
Christmas trees	3,722	3,904
Competition	142,857	143,899
Creative activities	52,101	46,719
Dairy products	1,897	1,738
Education	22,885	24,621
Farm crops	13,402	12,298
Finance	189,190	177,162
Fine arts	23,175	23,327
Flower and agriculture shows	33,476	32,350
Flowers	6,203	6,468
Forage	9,976	15,124
4-H Club	164,677	160,672
Free entertainment	820,428	812,002
Fruit	8,236	7,566
FFA	38,676	35,303
Gate tickets	157,718	144,408
Gift shop	113,124	84,582

Operating Expenses (continued)

Goats	4,561	4,014
Grandstand - concerts	1,717,979	1,689,254
Grandstand - race	184,160	148,155
Guest services	158,708	125,621
Heritage exhibits	16,441	16,681
Horse and rodeo	212,817	227,071
Llamas	2,794	2,610
Marketing	419,829	594,463
Meats	4,683	4,445
Park & Ride	319,543	310,953
Parking	141,352	131,494
Poultry	9,874	10,529
Public safety	401,818	328,884
Sales	601,332	519,360
Sanitation	677,939	662,142
Senior citizens	26,955	27,318
Sheep	8,809	8,046
Swine	10,252	11,637
Ticket audit	6,796	5,364
Ticket promotion	209,589	-0-
Tram	49,344	36,406
Vegetables	5,646	5,167
Total activities and support	11,275,503	10,903,006

Premiums:

Bee culture	2,772	2,718
Cattle	84,379	85,203
Christmas trees	1,740	1,765
Creative activities	10,883	10,248
Dairy products	745	745
Education	9,720	9,977
Farm crops	15,126	14,356
Fine arts	8,500	8,000
Flowers	2,391	2,379
4-H Auction	62,975	60,855
4-H Club	61,674	59,965
Fruit	1,387	1,493
FFA	47,960	48,566
Goats	10,099	8,356
Horses	75,212	85,369
Llamas	3,875	3,565
Poultry	9,508	9,772
Rural youth scholarships	20,000	20,000
Sale of bulk milk	14,636	11,999
Sale of market animals	104,917	81,477
Sheep	24,630	24,691
Swine	18,829	22,907
Talent contest	9,310	9,310
Vegetables	2,955	2,921
Total premiums	604,222	586,637

Other:		
Institutional tickets	86,412	79,653
Miscellaneous	41,425	21,539
Non-fair events	673,428	625,181
Veterinarian service	34,688	34,033
Total other	835,953	760,406
Plant operations:		
Architectural and engineering	21,262	43,959
Building inspections	50	131
Fire and police service	113,746	104,473
Fuel, oil and gasoline	41,396	32,624
Greenhouse	111,313	98,562
Property tax and assessments	4,301	13,652
Salaries and contract services	527,532	410,137
Set-up and take-down	836,499	755,716
Signs	6,045	10,888
Supplies	42,360	50,463
Utilities	258,154	184,846
Watchmen	68,973	70,972
Water and sewer	125,268	105,636
Total plant operations	2,156,898	1,882,059
Plant maintenance:		
Electric system	182,694	115,192
Fence and fixtures	25,977	30,094
Gas system	1,273	2,409
Land	35,048	37,566
Personal property	195,037	152,973
Sewer system	11,455	4,926
Streets and sidewalks	73,735	91,242
Structures	353,616	338,720
Vehicles	171,828	155,846
Water system	36,108	21,470
Total plant maintenance	1,086,770	950,438
Depreciation:		
Electric system	76,786	71,007
Fence and fixtures	24,686	23,096
Gas system	757	758
Land improvement	119,799	112,014
Personal property	257,493	141,379
Sewer system	32,270	20,122
Structures	767,166	710,180
Water system	11,944	11,946
Total depreciation	1,290,902	1,090,502
Total operating expense	\$19,401,418	\$18,047,279
Net operating income	\$663,784	\$1,596,528
NONOPERATING INCOME (EXPENSES)		
Interest income	98,136	115,387
Interest expense	(158,254)	(152,274)
NET INCOME	\$603,666	\$1,559,641

Supporting Schedule — Cash And Cash Equivalents

Herewith find the report of cash and cash equivalents of the Minnesota State Agricultural Society for the year ending October 31, 1996.

Beginning balance November 1, 1995

Imprest fund - cash on hand	\$3,000	
Checking accounts	247,688	
Cash equivalents	3,729,667	
Trust fund	3,262	
Total		\$3,983,617
Increase (Decrease) in Cash for 1996		(2,014,658)
Ending Cash Balance October 31, 1996		\$1,968,959

Detail of Year-End Cash Balance:

Imprest fund - cash on hand	\$4,500	
Checking accounts	2,984	
Cash equivalents	1,958,344	
Trust fund	3,131	
Total		\$1,968,959

Respectfully submitted,
Mike Heffron
Executive Vice President

St. Paul, Minnesota

October 31, 1996



STATE OF MINNESOTA

OFFICE OF THE LEGISLATIVE AUDITOR

CENTENNIAL BUILDING, 658 CEDAR STREET • ST. PAUL, MN 55155 • 612/296-4708 • TDD RELAY 612/297-5353

JAMES R. NOBLES, LEGISLATIVE AUDITOR

Auditor's Report on the Internal Control Structure

Mr. Martin Annexstad, President
Board of Managers
State Agricultural Society

Members of the State Agricultural Society

Mr. Jerry Hammer, Executive Vice President
State Agricultural Society

We have audited the financial statements of the State Agricultural Society, as of and for the year ended October 31, 1996, and have issued our report thereon dated February 19, 1997.

We conducted our audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

The management of the State Agricultural Society is responsible for establishing and maintaining an internal control structure. 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 assets are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Because of inherent limitations on 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.

In planning and performing our audit of the financial statements of the State Agricultural Society for the year ended October 31, 1996, we obtained an understanding of the internal control structure. With respect to the internal control structure, 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 in order to determine our auditing procedures for the purpose of expressing our opinion of the financial statements and not to provide an opinion on the internal control structure. Accordingly, we do not express such an opinion.

Mr. Martin Annexstad, President
Members of the State Agricultural Society
Mr. Jerry Hammer, Executive Vice President
Page 2

We noted a matter discussed in Finding 1 involving the internal control structure and its operation that we consider to be a reportable condition under 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 judgment, could adversely affect the Society's ability to record, process, summarize and report financial data consistent with the assertions of management in the financial statements.

A material weakness is a reportable condition in which the design or operation of one or more 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 statements being audited, may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions.

Our consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be reportable conditions and, accordingly, would not necessarily disclose all reportable conditions that are also considered to be material weaknesses as defined above. However, we do not believe that the reportable condition described above is a material weakness.

We also noted other matters involving the internal control structure and its operation that we reported orally to the management of the State Agricultural Society at an exit conference held on March 6, 1997.

This report is intended for the information of the State Agricultural Society management and the Legislative Audit Commission. However, this report is a matter of public record, and its distribution is not limited.



James R. Nobles
Legislative Auditor



John Asmussen, CPA
Deputy Legislative Auditor

February 19, 1997



STATE OF MINNESOTA

OFFICE OF THE LEGISLATIVE AUDITOR

CENTENNIAL BUILDING, 658 CEDAR STREET • ST. PAUL, MN 55155 • 612/296-4708 • TDD RELAY 612/297-5353

JAMES R. NOBLES, LEGISLATIVE AUDITOR

Report on Compliance Based on an Audit of Financial Statements

Mr. Martin Annexstad, President
Board of Managers
State Agricultural Society

Members of the State Agricultural Society

Mr. Jerry Hammer, Executive Vice President
State Agricultural Society

We have audited the financial statements of the State Agricultural Society, as of and for the year ended October 31, 1996 and have issued our report thereon dated February 19, 1997.

We conducted our audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

Compliance with laws, regulations, contracts and grants applicable to the State Agricultural Society is the responsibility of the Society's management. As part of obtaining reasonable assurance about whether the financial statements are free from material misstatement, we performed tests of the Society's compliance with certain provisions of laws, regulations, contracts and grants. However, the objective of our audit of the financial statements was not to provide an opinion on overall compliance with such provisions. Accordingly, we do not express such an opinion.

The results of our tests disclosed one instance of noncompliance, discussed in Finding 2, that is required to be reported herein under *Government Auditing Standards*.

This report is intended for the information of the State Agricultural Society management and the Legislative Audit Commission. However, this report is a matter of public record, and its distribution is not limited.

James R. Nobles
Legislative Auditor

John Asmussen, CPA
Deputy Legislative Auditor

February 19, 1997

Current Findings and Recommendations

1. PRIOR FINDING PARTIALLY RESOLVED: The State Agricultural Society did not adequately control receipts from the State Fair's carnival ticket sales.

State Agricultural Society personnel did not adequately control carnival receipts. Employees did not always follow the control procedures put into place for the fair. As a result, the Society was unable to account for \$41,355 out of about \$4.4 million in carnival receipts the Society collected during the 1996 fair.

The 1996 State Fair was the second year carnival activities were managed by the Society. The Society took on this task to increase profits from carnival operations and to improve the appearance of the carnival area. In previous years, the Society had contracted with a carnival vendor to organize the rides and games, sell tickets and handle cash. The carnival contract had provided the Society with a percentage of ticket sales. The Society is able to retain a larger percentage of the profits from the midway by managing the carnival area itself.

The Society had been unable to account for \$41,983 of carnival receipts after the 1995 State Fair. Based on that experience, the Society made many changes to improve controls over the 1996 carnival. The Society planned for higher ticket volume, built larger ticket booths, wrote new procedures and provided training, all to provide better control over sellers, cash pick-up and tickets.

However, once the fair began, fair personnel did not consistently follow control procedures. In some instances, supervisors did not accurately complete reconciliations, and, because of this, booth totals could not be reconciled. The supervisor recorded unexplained differences into reconciliations without investigating the discrepancies. Midway vault activity sheets, which summarize each day's midway activity, were not completed. As a result, the Society financial staff could not determine carnival ticket sales by daily sales amounts. By comparing ending carnival ticket inventories to total receipts, the Society determined that it had a total shortage of \$41,355 for the 1996 carnival activity.

Recommendation

- *Society staff need to insure that fair personnel follow procedures put in place to provide adequate control over carnival ticket receipts.*

2. The State Agricultural Society did not account for the required match of foregone sales tax for capital improvements during fiscal year 1996.

For fiscal year 1996, the Society has not demonstrated that it complied with the provisions of Minn. Stat. Section 297A.25, relating to foregone sales tax for capital improvements. The Society did not transfer the required matching funds into its Building Fund. In addition, special assessments were not recorded in a way that identified matching funds for capital improvements in accordance with the statute.

Minn. Stat. Section 297A.25 Subd. 40 was passed in 1988. It allows the Society to keep sales tax collected from ticket sales that would otherwise be paid to the Department of Revenue, provided that:

(1) the tax foregone under this subdivision is used exclusively for the purpose of making capital improvements to state-owned buildings and facilities on the State Fairgrounds; and

(2) the tax foregone under this subdivision is matched in equal amount by proceeds from special assessments levied against commercial exhibits, concessions and rentals, and from other special user fees specifically designated for capital improvements.

The Society spends substantial amounts each year for the maintenance and improvements of its buildings. In fiscal year 1996, the Society spent over \$5 million from its General Fund and Building Fund on capital improvements.

As in previous years, the Society calculated its sales tax liability on ticket sales after the 1996 fair and transferred \$790,399 to the Building Fund. However, the Society did not transfer a matching amount at that time. We believe the match should have been made in order for the Society to expend the foregone sales tax amount.

In addition, the source of the matching funds is not clear. As stated above, the match is to come from special assessments levied against vendors at the fair. Currently, the Society charges a variety of assessments to vendors. However, most of the assessments are not "specifically designated for capital improvements." Although the Society records all assessment revenues in the General Fund, it has historically allocated some of these assessments to the Building Fund.

Recommendations

- *The Society should transfer its matching funds into the Building Fund in order to expend the foregone sales tax.*
- *Whenever possible, the Society should specifically cite a special assessment for capital improvements in its agreements with vendors and exhibitors.*



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

March 18, 1997

Dear Ms. Leifeld,

Response to finding number one

We share your concern regarding control of midway ticket receipts and are working diligently to resolve the situation. In 1995, our first year of operating the midway, we experienced shortages in receipts that were largely the result of three factors: volume and rate of cash activity, ticket booths located at great distances from each other and a group of inexperienced seasonal employees.

For '96, the system was redesigned to consolidate ticket sales facilities into several large multi-seller booths, improving our supervision capabilities and reconciliation procedures. Although shortages persisted in '96, we believe the centralized ticket sales system is sound. The system will improve through consistent application of control procedures and through development of a solid core of experienced staff.

Procedures will be implemented by the finance division (Marshall Jacobson) who will supervise ticket sales and cash management, and the sales division (Jim Sinclair) who will oversee ticket collections and contractor settlements.

Response to finding number two

One of the Society's foremost obligations is upkeep of the State Fairgrounds, its scores of structures and its extensive infrastructure. Minn. Stat. Section 297A.25 Subd. 40 is a key component in enabling the Society to meet this obligation. The Society exercises the utmost care to meet the requirements of the law and, in all respects, the Society has complied with the law.

When the Society Building Fund was established in 1988, a program of special assessments for capital projects was instituted with exhibitors and concessionaires. Each year since, including 1996, funds that equalled or exceeded the required match amount were raised through this assessment program and used for capital projects.

During fiscal '96, capital projects undertaken by the Society greatly exceeded the combined total of foregone sales tax and capital project assessments. At the end of fiscal '96, working capital levels prohibited the Society from formally transferring matching funds raised through the assessment program to the Building Fund account. The transfer will be made in fiscal '97.

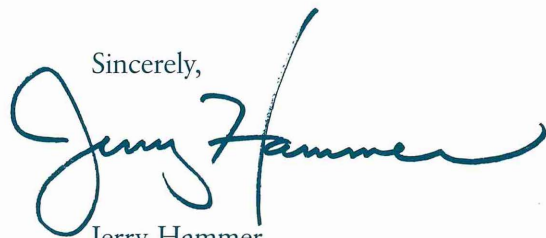
Beginning this year, when working capital levels are high, the Society will transfer to the Building Fund the foregone sales tax and special assessments match based on carefully estimated budget figures. When Society accounts are closed for the year and exact foregone sales tax and special assessment figures are available, adjustments will be made to the Building Fund, if necessary.

In addition, whenever possible, the Society will clearly designate the special assessments for capital improvements in its agreements with concessionaires and exhibitors.

Accounting procedures will be implemented by the finance division (Marshall Jacobson); language relating to special assessments for capital projects will be added to agreements whenever possible by the sales division (Jim Sinclair) and operations division (Ken Wenzel).

Our thanks to you and the audit team for your efforts and for your cooperation.

Sincerely,

A handwritten signature in dark ink, reading "Jerry Hammer". The signature is fluid and cursive, with a large initial "J" and a long, sweeping underline.

Jerry Hammer
Executive Vice President

Meeting Minutes

SALES COMMITTEE MEETING

St. Paul Radisson Hotel, Kellogg II Room
Friday, January 12, 1996-1:30 p.m.

Members present: Simons, chair; Keenan; Schmidt; Prokosch; Steltz; Annexstad; Recknor; Morris, ex officio; Heffron, ex officio; Sinclair, ex officio; Wenzel, ex officio; Jacobson, ex officio. Absent: Lund and Lake.

Also present: Hammer, Rustad, Brier, Fischler and Armstrong.

The meeting was called to order at 1:30 p.m. by Chairman Simons.

A list of attractions proposed for the 1996 fair in which the fair would participate in revenues on a percentage basis, respective ticket prices and percentage terms, was presented to the committee for consideration. Sinclair explained changes in the subject list since 1995, after which it was moved by Mr. Keenan, seconded by Mr. Steltz and carried that license agreements for said attractions be executed (Aye-6; Nay-0).

Concessionaire	Attraction	Ticket Price(s)	Percentage(s)
Antique Auto. Club of America, Minn. Region	Antique Auto Museum	\$1.00	30%
Arrow Enterprises, Inc.	Skyride	\$1.75 = Child-One Way \$2.50 = Child-Round Trip \$2.25 = Adult-One Way \$3.50 = Adult-Round Trip	25%
Desplenter Novelties	Novelty Concessions	Non-ticketed activity	Guarantee of \$12,028 and 30% of gross sales over \$48,112
Entertainment Developers	Ejection Seat	\$50.00 = Single \$30.00 = Double (each)	20%
Giant Ride, Inc.	Giant Slide	\$1.50	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 in gross sales and 32% of gross sales over \$20,000, plus appropriate fees for 3.2 beer sales
Iwerks Entertainment, Inc.	Simulation Theater	\$4.00	10% of the first \$48,000 and 20% of gross sales over \$48,000
K & M Recreation, Inc.	Haunted House	\$2.50	27% of gross sales through \$100,000 & 30% of gross sales over \$100,000
Mighty Midway	Rides, Shows and Games of Skill	Single Coupon = \$.50 Coupon Sheets: Fair-Time = 20 coupons for \$10.00 40 coupons for \$20.00 Advance = 20 coupons for \$8.00	Rides & Shows: 45% of tickets redeemed Games of Skill: 20% of tickets redeemed
Misc. Merchandise Sales	Misc. Merchandise Sales	Non-ticketed activity	10%
Pugh Shows, Inc.	Carousel	\$1.50	40%
River Raft Ride, Inc.	Raft Ride Pirate Tag	\$2.50 \$2.00	0% of ticket sales to \$80,000; 10% of ticket sales from \$80,000 to \$150,000 and 25% of ticket sales over \$150,000
Ventnor Place, Inc.	Space Tower	Children = \$1.00 Adults = \$2.00	25%
Ye Old Mill Amusements, Inc.	Old Mill Canal Boat Ride	Children = \$1.50 Adults = \$1.75	25%

The following list of 10 concession operators, to whom staff proposed issuance of 3.2 percent malt beverage licenses for the 1996 fair, was approved on a motion by Ms. Schmidt, seconded by Mr. Annexstad and carried (Aye-6; Nay-0).

Brede Enterprises, Inc.	Blk. 35	Crossroads Beer Garden
Cleworth's Food & Beverage	Blk. 42	Arche Building, Spaces 1-15
James W. Crocker	Blk. 31	Spaghetti Village, Lots 16-18
John A. Giere	Blk. 42	Arche Building, Spaces 24-32
H.M.H. of St. Paul, Inc.	Blk. 47	Bazaar, Space A
Hildebrand Concessions, Inc.	Blk. 28	Grandstand and Infield Seating Area
Kirschner's Beer Stube	Blk. 45	Ag-Hort Building, Space H
Midway Men's Club	Blk. 30	Lot S
Ward Food Services	Blk. 50	Coliseum, Spaces 113, 159, 200, 250, 212, 213 and 268
Richard C. Werner	Blk. 42	Arche Building, Spaces 26-21

The committee reviewed and approved the following list of multiple-site concession and exhibit agreements for 1996. Itemized agreements were approved on a motion by Mr. Prokosch, seconded by Mr. Keenan and carried (Aye-6; Nay-0).

Name	Description	Number of Sites
Larry Abdo/Gopher State Ice Co.	Pocket Pies/Ice	2
American Amusement 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
Ben Benson	Bratwurst	2
Bodine's Inc.	Organs and Pianos	2
Cenaiko Enterprises, Inc.	Chamois	2
Compmark I Corporation	Space Pix Computer Portrait Products	2

Gary Crutchfield Concessions	Cheese on a Stick	2
William F. Danielson	Onion Rings/Pizza	2
Fisherman's Wharf Seafood	Fish and Beverages	2
George Funk	Leather Crafts/Coffee	2
Giant Ride, Inc.	Giant Slide/Cheese on a Stick	2
John A. Giere	Food, Beverages and 3.2 Beer/Games (contiguous)	2
Hixon Glass Blowers	Blown and Spun Glass	2
Holly's Hobby	Hand Crafts	2
Shirley Hudspeth	Victorian Merchandise/Ice Shaver Kits	2
Tina Isaac	Food & Beverages/Tempura Veggies	2
Kirch Enterprises/Gasthaus Edelweiss	Bratwurst/Food and Beverage	2
Gregory B. Kusick	Cotton Candy	2
Gary Larson	Popcorn, Caramel Corn and Caramel Apples	2
Jodeen L. Larson	Popcorn, Caramel Corn, Caramel Apples and Rosettes	2
Lee Moss Amusements	Digger Skill Games	2
M & D Enterprises	Fudge and Taffy	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 and Candy	2
Muskar, Inc.	Fried Cheese Curds	2
National Icee Corp.	Icee Frozen Beverages	2
National Service Company	Jewelry Cleaner	2
Nomar, Inc.	Hokey-Sweepers, Dusters and Brooms	2
Northland Emblem	Patches and Emblems for Hats	2
Louise H. O'Neil	Hot Dogs on a Stick	2
Orange Treet	Orange Treet Drink/Pineapple on a Stick	2
Patterson Products	Lint Rollers/Pet Mitt Product	2
Schmitt Music Centers	Pianos and Organs	2
State Fair Penny Arcade	Coin Operated Arcade Games/Games of Skill	2
Robert L. Shutes	Food and Beverages	2
Televac Computer Company	Personality Computers	2
Tom Thumb Donut Corp.	Tom Thumb Donuts	2
Paul S. Ward	Corn on the Cob, Hamburgers and Foot Long Hot Dogs	2
Watkins, Inc.	Watkins Products	2
Jerry Woldorsky	Buffalo Burgers/Baked Potatoes	2
Wozniak Concessions	French Fries	2
Kathy Yahr	Cotton Candy	2
Chester H. Nairne Company	Blender Queen Blenders/Supra Silverstone Cookware	3
Robert W. Crocker	Root Beer	3
Darinda, Inc.	Pie/Dining Hall (contiguous)	3
Lynn Davis	Ice Cream, Sno Cones, Caramel Apples and Beverages	3
Maxine W. Davis	Ice Cream, Sno Cones, Caramel Apples, Beverages and Baked Potatoes	3
Delrick Enterprises	Popcorn, Caramel Corn, Caramel Apples and Beverages	3
Encyclopaedia Britannica	Encyclopaedias	3
Fresh Fruit	Fruit	3
Hohenwald Enterprises, Inc.	Food and Beverages	3
James Johnson	Foot Long Hot Dogs	3
Edward and Sally Nuebel	Fish & Chips/Nut Products	3
Offerman and Company	Investment Information	3
Fred C. O'Neil, Jr.	Hot Dogs on a Stick	3
Leah H. O'Neil	Hot Dogs on a Stick	3
Theodore G. O'Neil	Hot Dogs on a Stick	3
James and Ethel Peters	Hot Dogs/Polish Sausage	3
Philip M. Sampson	Games of Skill	3
Schultz's Concessions	Hamburgers and Hot Dogs	3
Gloria Shutes	Food and Beverages	3
Gregory J. Tetrault	Ice Cream, Sno Cones, Caramel Apples and Beverages	3
Melvin Townsend	Foot Long Hot Dogs	3
John Tysseling	Fried Mushrooms/Turkey Drumsticks/Apple Fritters	3
Hannasch, Inc.	Sno Cones	4
James Hartley	Cotton Candy	4
Eugene R. LaVaue	Sno Cones	4
Minnetonka Moccasin Company	Moccasin Footwear	4
Schroder Concessions	Popcorn, Caramel Corn, Caramel Apples, Cheese Curds, Lemonade and Bratwurst	4
Syndicate Sales Corp.	Vegetable Cutters, Dusters, Bowmakers, Woks and Rotary Food Processors	4
Ward Food Services	Food, Beverages and 3.2 Beer (Coliseum)	4
Desplenter Novelties	Novelties	13

Reports reflecting changes which have taken place in the status of multiple-site licensing from 1985 through 1995 and food and beverage concessionaires from 1975 through 1995 were presented for committee review; no action necessary.

MINNESOTA STATE FAIR EXHIBIT/CONCESSION CONTRACT COMPARISON 1985 - 1990 - 1994 - 1995

Number of Individual Locations	Held by the Following Number of Persons			
	1985	1990	1994	1995
1	865	995	1,012	1,012
2	55	51	43	42
3	24	20	22	22
4	10	15	10	8
5	4	4	0	0
6	4	1	0	0
7	3	0	0	0
9	1	0	0	0
13	0	0	*1	*1
17	0	0		
21	0	*1		

23	0			
26	1			
33	*1			
Total Number of Locations Available	1,220	1,264	1,217	1,207
Number of Persons Holding Locations	968	1,087	1,088	1,085
Percentage of Persons Holding Four (4) or Fewer Locations	99%	99%	99%	99%
Percentage of Locations Held In Units Smaller Than Five (5)	91%	98%	99%	99%
Number of Locations Held By Minnesota Residents	890	994	928	913
Percentage of Locations Held By Minnesota Residents	73%	79%	76%	76%

* Novelty locations

MINNESOTA STATE FAIR FOOD AND BEVERAGE CONCESSION CONTRACT COMPARISON 1975 - 1985 - 1990 - 1995

Number of Individual Locations	Held by the Following Number of Persons			
	1975	1985	1990	1995
1	95	147	188	187
2	20	29	27	24
3	4	14	14	18
4	5	6	9	5
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	309
Number of Persons Holding Locations	135	203	240	234
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	258
Percentage of Locations Held By Minnesota Residents	52%	88%	87%	84%

A report reflecting concession productivity under a percentage formula versus a flat rate formula was presented for committee review; no action necessary.

1995 FOOTAGE PRODUCTIVITY ANALYSIS

Food and Beverage Concessions*		1994	1995	
Total front footage		6,643 feet	6,888 feet	+245 feet
Gross revenue reported		\$10,314,647	\$11,932,693	+\$1,618,045
Percentage rents paid		\$968,513	\$1,123,379	+\$154,866
Productivity per front foot		\$1,553	\$1,732	+\$179
Rent per front foot		\$146	\$163	+\$17
Value at \$62 per front foot		\$411,866	\$427,056	+\$15,190
Amusement, Novelty and Souvenir Concessions**		1994	1995	
Total front footage		1,788 feet	1,873 feet	+85 feet
Gross revenue reported		\$1,383,190	\$1,593,965	+\$156,775
Percentage rents paid		\$206,545	\$229,541	+\$22,995
Productivity per front foot		\$774	\$822	+\$49
Rent per front foot		\$116	\$123	+\$7
Value at \$62 per front foot		\$110,856	\$116,126	+\$5,270

* Includes Midway-Kidway food and beverage concessions

** Does not include Midway games of skill

Sinclair provided a brief report on the status of Mighty Midway and Kidway ride, show and game bookings for the 1996 fair; no action necessary.

The meeting was adjourned on a motion by Schmidt, seconded by Annexstad and carried (Aye-8; Nay-0).

PLANNING COMMITTEE MEETING

St. Paul Radisson Hotel, Kellogg II Room
Friday, January 12, 1996-2:00 p.m.

Members present: Annexstad, chair; Prokosch; Keenan; Schmidt; Simons; Morris; Heffron, ex officio; Pooch; Wenzel, ex officio; Jacobson, ex officio. Absent: Lund.

Also present: Hammer; Steltz; Leach; Fischler; Armstrong; Rustad; Recknor; Sinclair; Brier; Goiffon.

An improvement and maintenance budget totaling \$3.7 million was proposed for 1996 by Mr. Wenzel and reviewed by the committee. Also discussed was a preliminary 1997 project list of \$3 million.

Following discussion, it was moved by Ms. Schmidt, 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, shift or cancel specific line items as appropriate to changes which might occur during the course of the budget year (Aye-4; Nay-0).

MAINTENANCE AND IMPROVEMENT BUDGET SUMMARY

	1996	1997
A. Structure Improvements:	1,327,200	1,270,000
B. Land Improvements:		
BI. Fencing & Fixtures	48,700	43,000
BII. Land	59,300	8,000
BIII. Sewer System	226,250	200,000
BIV. Streets & Sidewalks	129,700	98,300
BV. Water Distribution System	7,500	-0-
BVI. Gas Distribution System	1,000	-0-

BVII. Land Purchases	-0-	-0-
TOTAL Land Improvements	472,450	349,300
C. Personal Property:	656,310	64,400
D. Electric Plant:	239,200	180,350
Improvements	2,695,160	1,864,050
E. Structure Maintenance:	375,500	519,250
F. Land Maintenance:		
FI. Fencing & Fixtures	32,750	13,500
FII. Land	34,350	25,000
FIIL. Sewer System	12,500	11,500
FIV. Streets & Sidewalks	60,500	55,000
FVI. Water Distribution System	28,950	42,500
FVII. Gas Distribution System	1,000	1,000
TOTAL Land Maintenance	170,050	151,500
G. Personal Property Maintenance:	210,075	134,350
H. Vehicle Maintenance:	154,000	152,000
I. Electric Plant Maintenance:	141,750	156,100
Maintenance	1,051,375	1,113,200
TOTAL Maintenance & Improvements	3,746,535	2,977,250

It was moved by Mr. Prokosch, seconded by Mr. Simons, and carried that the secretary be authorized to release the sum of \$898,000 from the building fund for direct application to structure and facility work (Aye-4; Nay-0).

There being no further business before the committee, the meeting was adjourned at 3:08 p.m. on a motion by Mr. Keenan, seconded by Mr. Simons and carried (Aye-4; Nay-0).

LIFE MEMBER ADVISORY COMMITTEE MEETING

St. Paul Radisson Hotel, Senate Room
Sunday, January 14, 1996 - 10:30 a.m.

Members present: Eileen Roehlke, chair; Willis Lilliquist, vice chair; Gale Frost; Bill Korff; Sulo Ojakangas; Marshall Jacobson, ex officio; Mary Goiffon, ex officio. Also present: Leonard Harkness; Karen Leach; Ken Wenzel.

A review of maintenance and improvement projects proposed for 1996 was presented for the information of members.

Plans for Grandstand talent and a brief summary of the proposed Disney presentation were presented to the committee.

Committee was informed of the decision to move the 1997 annual meeting to the Radisson South Hotel in Bloomington.

Members asked for information regarding the Mighty Midway's first year of operation and were given a brief financial summary.

Committee submitted the names of Ray Arthaud and Martha and Allan Carnes as candidates for life member induction.

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

MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

St. Paul Radisson Hotel
Sunday, January 14, 1996-1:00 p.m.

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

Also present: Jerry Hammer; Jim Sinclair; Ken Wenzel; Kent Harbison; Steve Pooch; Marshall Jacobson; Karen Leach; Mary Goiffon; Mark Birk; Bob Armstrong; Joe Fischler; Patricia Brier; Rochelle Rustad.

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

It was moved by Mr. Simons, seconded by Mr. Lake and carried that Mike Heffron be reappointed secretary of the society for a period of one year (Aye-9; Nay-0). It was moved by Mr. Lund, seconded by Mr. Keenan and carried that Mr. Heffron's annual salary be fixed at \$97,864. In addition thereto, and as a part of the motion, 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 secretary.

Mr. Heffron thanked the board and indicated this would be his last appointment to the position of secretary. A discussion was undertaken on the appropriate method for selecting a new secretary after which President Morris appointed a search committee, comprised of Messrs. Keenan, Lund and himself, with instructions to determine a time-line for the selection process, to begin accepting applications and interviewing candidates and to report progress periodically to the board.

Minutes of the November 8 board and sales committee meetings, previously mailed to the members, were approved on a motion by Mr. Simons, seconded by Mr. Annexstad and carried (Aye-9; Nay-0).

Society minutes in vacation, covering the period November 9, 1995 through January 14, 1996, and the administrative action noted therein, were approved on a motion by Mr. Steltz, seconded by Mr. Recknor and carried (Aye-9; Nay-0).

Secretary presented the financial statement of December 31, 1994, as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Nov. 30, 1995		\$368
Add: Dec. Cash Deposits	\$625,294	
Less: Payroll Ending Dec. 13	(101,069)	
Payroll Ending Dec. 27	(86,062)	
Dec. Cash Disbursements	(412,989)	
Cash Balance-Dec. 31, 1995		25,174

MARKETABLE SECURITIES ACTIVITY:

Balance-Nov. 30, 1995		\$1,050,392
Add: Interest Earned	\$6,979	
Less: Service Charges	(307)	
Securities Cashed	(480,000)	
Balance-Dec. 31, 1995		\$577,064

BUILDING FUND ACTIVITY:

Balance-Nov. 30, 1995		\$1,987,513
Add: Interest Earned	\$9,289	
Less: Service Charges	(408)	
Balance-Dec. 31, 1995		\$1,996,394

CASH BALANCES FOR MONTH ENDING DECEMBER 31:

	1994	1995
General Fund	\$106,349	\$25,542
Petty Cash	2,500	2,500
Marketable Securities	112,429	577,064
Building Fund	1,960,711	1,996,394
Total Cash Balances	\$2,181,989	\$2,601,500

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

A resume of financial information, covering 1981 through 1995 was circulated.

MINNESOTA STATE FAIR FINANCIAL RESUME

Year	Revenue	Expense	Operating Gain (Loss)	Retained Earnings	Debt
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
1993	14,265,000	12,931,000	1,334,000	3,056,000	1,328,000
1994	14,433,000	13,942,000	491,000	2,310,000	1,715,000
1995	19,759,000	18,200,000	1,560,000	3,869,000	2,434,000

Year	New Plant Investment	Plant Maintenance	Prize Money Paid Out	Sales Tax (To Building Fund*)
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*
1993	1,045,000	1,144,000	459,000	500,000*
1994	2,546,000	869,000	512,000	495,000*
1995	2,755,000	950,000	587,000	810,000*

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

1. General Fund Marshall Jacobson, Karen Leach, Kenneth Wenzel or Michael Heffron (any combination of two signatures). "Jacobson/Heffron" signature plate authorized for general fund.
2. Regular and fair-period payroll Michael Heffron, Kenneth Wenzel or Mary Goiffon (one signature). "Heffron" signature plate authorized for payroll fund.
3. Premium Michael Heffron, Kenneth Wenzel or Mary Goiffon (one signature). "Heffron" signature plate authorized for premium fund.
4. Security transfer resolution Michael Heffron or Marshall Jacobson.

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

Upon a motion by Mr. Keenan, seconded by Mr. Steltz and carried, the following standing committee assignments were made for 1996 (Aye-9; Nay-0):

FINANCE COMMITTEE Lund, chair; Annexstad; Keenan; Simons; Schmidt; Steltz; Morris, ex officio; Heffron, ex officio; Leach, ex officio; Sinclair, ex officio; Jacobson, ex officio.

GOVERNMENTAL AFFAIRS COMMITTEE Prokosch, chair; Annexstad; Keenan; Simons; Recknor; Steltz; Morris, ex officio; Heffron, ex officio; Leach, ex officio; Pooch, ex officio; Wenzel, ex officio.

LIFE MEMBER ADVISORY COMMITTEE Roehlke, chair; Lilliquist, vice chair; Keskinen; Johnston; Maruska; Carnes; Franke; Ojakangas; Korff; Frost; Reinhardt; Hagen; Morris, ex officio; Heffron, ex officio; Sinclair, ex officio; Goiffon, ex officio; Jacobson, ex officio.

OPERATIONS COMMITTEE Keenan, chair; Lund; Annexstad; Simons; Recknor; Lake; Morris, ex officio; Heffron, ex officio; Leach, ex officio; Hammer, ex officio; Wenzel, ex officio.

PLANNING COMMITTEE Annexstad, chair; Lund; Prokosch; Keenan; Simons; Schmidt; Morris, ex officio; Heffron, ex officio; Pooch, ex officio; Wenzel, ex officio; Jacobson, ex officio.

PUBLIC AFFAIRS COMMITTEE Recknor, chair; Annexstad; Prokosch; Schmidt; Steltz; Lake; Morris, ex officio; Heffron, ex officio; Pooch, ex officio; Hammer, ex officio; Goiffon, ex officio.

RULES AND PREMIUM LIST COMMITTEE Schmidt, chair; Lund; Annexstad; Prokosch; Recknor; Lake; Morris, ex officio; Heffron, ex officio; Pooch, ex officio; Sinclair, ex officio; Goiffon, ex officio.

SALES COMMITTEE Simons, chair; Lund; Annexstad; Prokosch; Keenan; Recknor; Schmidt; Steltz; Lake; Morris, ex officio; Heffron, ex officio; Sinclair, ex officio; Wenzel, ex officio; Jacobson, ex officio.

It was moved by Mr. Annexstad, seconded by Mr. Prokosch and carried that the following be appointed department coordinators and superintendents for 1996 (Aye-9; Nay-0):

ADMINISTRATION DIVISION (Recknor) Mary Goiffon (director)
 Accessibility Services Julie Scott (specialist)
 Guest Services Liz Flinn (supervisor)
 Receptionist Betty Schadeck
 Senior Citizens Department (Steltz) Marge Krueger
 Employment Services Joan Casey (supervisor)
 Staff Services Cheryl Huber (supervisor)

COMPETITION DIVISION (Schmidt) Steve Pooch (director)
 Assistant Valori Trantanello

Bee Culture Department (Steltz) Winnie Johnson
 Beef Cattle Department (Lake) Chuck Schwartz
 Christmas Trees Department (Steltz) Greg Ustruck
 Creative Activities Department (Simons) Evelyn Hagen
 Dairy Cattle (Lake) Jim Linn
 Dairy Products Department (Steltz) Gene Watnaas
 Education Department (Annexstad) Jim Brown
 Farm Crops Department (Steltz) Duane Smith
 Fine Arts Department (Lund) Brad Nuorala
 Flowers Department (Steltz) Martha Carnes
 Forage Department (Steltz) Andrew Novicki
 4-H Department (Lake) Brad Rugg
 Fruits Department (Steltz) Louis Quast
 FFA Department (Prokosch) Paul Day
 Goats Department (Keenan) Kevin LeVoor
 Horse Department (Schmidt) Bob Peterson
 Llama Department (Simons) Anne Heideman
 Meats Department (Recknor) Ed Butler
 Milking Parlor (Lake) Doris Mold
 Poultry Department (Annexstad) John Thomforde
 Sheep Department (Simons) Bill Schulte
 Swine Department (Keenan) Jerry Hawton
 Vegetables Department (Steltz) Curt Klint
 Livestock Facilities Mark Goodrich (supervisor)
 Assistant Keith Burg
 Assistant Scott Renard

ENTERTAINMENT DIVISION (Prokosch) Karen Leach (director)
 Free Entertainment Chris Monroe (supervisor)
 Grandstand & Special Attractions Chris Tahti (supervisor)
 Grandstand Production John Mons
 Auto Racing Neil Larson

FINANCE DIVISION (Lund) Marshall Jacobson (director)
 Accounting Shelly Kinnunen (supervisor)
 Purchasing Group Mary Pittelko (coordinator)
 Assistant George Klingenberg
 Assistant Barbara McGinnis
 Box Office Gail Anderson (supervisor)
 Payroll & Payables Jean Holzemer
 Receipts Management Susan Lynskey (supervisor)
 Ticket Audit Department (Lund) Dick Reinhardt

MARKETING (Recknor) Jerry Hammer (director)
 Media & Public Relations Sue Ritt (supervisor)
 Marketing Support Ken Giannini (supervisor)
 Sponsor Events Tracy Schlumberger
 Heritage Exhibits (Schmidt) Gale Frost

OPERATIONS DIVISION (Keenan) Ken Wenzel (director)
 Contract Management Bob Armstrong (deputy director)
 Construction Joe Fischler (deputy director)
 Off-Season Event Group Mark Birk (coordinator)
 Facilities Group Dave Juetner (coordinator)
 Greenhouse Rick Wimmer (supervisor)
 Plant Services Brian Hudalla (supervisor)
 Projects Myron Clasemann (supervisor)
 Shop Maintenance Jim Andert (supervisor)
 Special Services Group
 Admissions Department (Lund) Lyle Anderson
 Park & Ride Department (Lake) Dan Elmer
 Parking Department (Recknor) Ron Vannelli
 Public Safety Department (Prokosch) Art Blakey
 Sanitation Department (Annexstad) Scot Ribar

SALES DIVISION (Simons) Jim Sinclair (director)
 Commercial Space Rochelle Rustad (supervisor)
 Assistant Tricia Brier
 Assistant Pam Johnson
 Midway Ticket Takers Marty Rossini

Recess for standing committee meetings.

OPERATIONS COMMITTEE MEETING

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

It was moved by Mr. Lake, seconded by Mr. Annexstad and carried that the following outside gate "all pay policy" be reaffirmed and extended through 1996: "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. Lund, seconded by Mr. Simons and carried to approve the following outside gate fee schedule for 1996: child admission (5 through 12) \$4; adult admission (13 through 64) \$5; senior admission (65 and over) \$4; vehicle (with 3 or fewer passengers) \$3; vehicle (with 4 or more passengers) free; kids and senior day promotions \$1; family day promotion (adults and seniors \$3, kids \$1); adult, child, senior or vehicle advance sale \$3; campgrounds \$13 (Aye-9; Nay-0).

Upon a motion by Mr. Simons, seconded by Mr. Recknor 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: Recknor, chair; Prokosch; Schmidt; Annexstad; Steltz; Lake; Morris, ex officio; Heffron, ex officio; Pooch, ex officio; Hammer, ex officio; Goiffon, ex officio.

Proposed marketing and advertising budgets for 1996 were introduced by Mr. Recknor:

MARKETING		
A. Payroll	Full-time	160,000
	Summer staff	14,000
	Gophers	3,000
	Special exhibits labor	3,000

	Misc. fair labor	5,000	185,000	CAMPGROUNDS	70,000	81,018	75,000
				CARNIVAL	250,000	139,902	35,000
B. Printing	Two newsletters	60,000		COMPETITION	125,000	130,944	125,000
	Grandstand flyer	20,000		ENTERTAINMENT	50,000	42,215	80,000
	Daily schedules	18,500		FORAGE	13,000	15,988	15,000
	Fair Deal schedules	7,500		4-H AUCTION	50,000	60,855	55,000
	Cheapskates Guide	7,000		GIFT SHOP	100,000	99,693	100,000
	Photo page	1,000		PUBLIC SAFETY	15,000	21,895	18,000
	Editors-mayors materials	1,000		SALES	2,750,000	3,291,293	3,100,000
	Posters	3,000			3,613,000	4,089,841	3,793,000
	Maps	4,500		OTHER:			
	Invitations	1,500		BULK MILK SALES	13,000	12,005	13,000
	Miscellaneous	6,000	130,000	INTEREST	80,000	115,387	100,000
C. Photography	Stills	8,000		MARKET ANIMAL SALES	75,000	81,477	75,000
	Video production	1,500		MISCELLANEOUS	70,000	87,541	80,000
	Fair-time video shoot	1,500	11,000	NON-FAIR EVENTS	1,150,000	1,319,535	1,225,000
				SPONSORSHIP & GRANTS	175,000	303,535	225,000
D. Editors-mayors	Caterer	6,000		TELEPHONE	115,000	151,418	140,000
	Tent & equipment rental	2,500		UTILITY ASSESSMENTS	-0-	-0-	300,000
			8,500		1,678,000	2,070,898	2,158,000
E. Promotional tickets			28,000	TOTAL INCOME	17,596,000	19,759,194	18,966,000
F. Office supplies & rentals			10,000	EXPENSE			
G. Awards			2,500		1995	1995	1996
H. Newspaper clipping service			2,500		Budget	Actual	Budget
I. Special days activities			4,000	ADMINISTRATIVE:			
J. Buttons			3,500	ANNUAL MEETING	8,000	8,402	8,000
K. Vehicle rental			3,500	BAD DEBT	1,000	280	1,000
L. Brochure distribution			2,000	BOARD HONORARIUM	10,400	10,400	10,400
M. Special contests			4,000	COMPUTER	35,000	41,161	145,000
N. Blue Ribbon Grill rentals (tent, etc.)			1,000	DUES & SUBSCRIPTIONS	14,000	14,645	15,000
O. Showmobile rental			2,500	EMPLOYMENT SERVICES	65,000	54,776	60,000
P. Special exhibits			15,000	INSURANCE	150,000	110,379	135,000
Q. Sundries			9,000	LEGAL SERVICES	25,000	47,022	45,000
			\$420,000	LEGISLATIVE AUDIT	34,000	19,636	25,000
ADVERTISING				MEDICAL INSURANCE	185,000	184,962	190,000
I. Agency: Media:-				PAID LEAVE	175,000	250,450	250,000
Print	180,000			PLANNING	1,000		20,000
Radio	125,000			POSTAGE & MAILING SERVICE	168,000	148,152	170,000
Television	117,000			PRINTING & SUPPLIES	81,000	94,693	95,000
Outdoor	30,000			RETIREMENT FUND	80,000	88,729	90,000
Transit (bus sides)	20,000			SALARIES	275,000	262,180	265,000
		472,000		SOCIAL SECURITY	275,000	304,142	310,000
Production:				STAFF SERVICES & TRAINING	38,000	32,336	62,000
Print	40,000			TELEPHONE	75,000	86,371	90,000
Radio	10,000			TRAVEL EXPENSE	50,000	60,085	50,000
Television	38,000			UNEMPLOYMENT COMPENSATION	10,000	5,872	7,500
Outdoor	7,000			WORKERS COMPENSATION	70,000	49,558	55,000
Transit	11,000				1,825,400	1,874,231	2,098,900
Misc. projects	14,000			ACTIVITIES & SUPPORT:			
		120,000		ADMISSIONS	135,000	130,821	145,000
			592,000	ADVERTISING	600,000	604,571	625,000
II. County Fairs Promotion			12,000	BEE CULTURE	7,500	7,321	8,000
III. Institutional Grandstand Ads			6,500	BOX OFFICE	190,000	204,204	180,000
IV. Miscellaneous Special Publications			8,000	CAMPGROUNDS	25,000	24,581	26,000
V. Telephone Directories			2,000	CARNIVAL	2,900,000	3,276,888	3,090,000
VI. Employment Ads			4,500	CATTLE	50,000	52,863	50,000
			\$625,000	CHRISTMAS TREE	3,600	3,904	4,500
Following discussion, advertising expenditures of \$625,000 and marketing expenditures of \$420,000 were approved for 1996 on a motion by Mr. Annexstad, seconded by Mr. Steltz and carried (Aye-5; Nay-0).				COMPETITION	135,000	143,899	155,000
Committee meeting adjourned.				CREATIVE ACTIVITIES	48,000	46,719	50,000
RULES & PREMIUM LIST COMMITTEE MEETING				DAIRY PRODUCTS	1,750	1,738	2,000
Members present: Schmidt, chair; Prokosch; Lund; Annexstad; Lake; Recknor; Morris, ex officio; Heffron, ex officio; Sinclair, ex officio; Pooch, ex officio; Goffon, ex officio.				EDUCATION	22,000	24,621	25,000
Upon a motion by Mr. Lund, seconded by Mr. Annexstad and carried, authority was granted to the competition 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 1996 budget (Aye-5; Nay-0).				FARM CROPS	11,500	12,298	13,000
Committee meeting adjourned.				FINANCE	180,000	177,162	175,000
FINANCE COMMITTEE MEETING				FINE ARTS	25,000	23,327	26,000
Members present: Lund, chair; Annexstad; Keenan; Simons; Steltz; Schmidt; Morris, ex officio; Heffron, ex officio; Leach, ex officio; Sinclair, ex officio; Jacobson, ex officio.				FLOWER & AG SHOWS	33,000	32,350	34,000
Secretary presented proposed operating, maintenance and improvement budgets for 1996, stating that the maintenance and improvement figures on the expense side of the general budget had been approved by the planning committee on January 12, 1996.				FLOWERS	7,000	6,468	7,500
After review and discussion, it was moved by Mr. Keenan, seconded by Mr. Simons and carried that the 1996 operating, maintenance and improvement budgets be approved as presented (Aye-5; Nay-0).				FORAGE	13,000	15,124	15,000
MINNESOTA STATE FAIR BUDGET SUMMARY				4-H CLUB	145,000	160,672	165,000
INCOME				FREE ENTERTAINMENT	765,000	812,002	925,000
	1995	1995	1996	FRUIT	7,500	7,566	8,000
	Budget	Actual	Budget	FFA	38,000	35,303	38,000
TICKET SALES:				GATE TICKET SALES	125,000	144,408	150,000
CARNIVAL	4,100,000	4,424,566	4,350,000	GIFT SHOP	90,000	84,582	86,000
COLISEUM	125,000	236,147	125,000	GOAT	4,700	4,014	5,000
GRANDSTAND	1,750,000	1,953,004	1,800,000	GRANDSTAND - CONCERTS	1,600,000	1,689,254	1,600,000
OUTSIDE GATE	5,875,000	6,505,687	6,250,000	GRANDSTAND - RACE	150,000	148,155	150,000
PARKING	425,000	447,462	425,000	GUEST SERVICES	130,000	125,621	180,000
TRAM	30,000	31,589	65,000	HERITAGE EXHIBITS	15,000	16,681	15,000
	12,305,000	13,598,455	13,015,000	HORSE & RODEO	210,000	227,071	200,000
ACTIVITIES:				LLAMA	3,000	2,610	3,000
BOX OFFICE	190,000	206,038	190,000	MARKETING	362,000	384,609	420,000
				MEATS	5,000	4,445	5,000
				PARK & RIDE	260,000	310,953	310,000
				PARKING	135,000	131,494	147,000
				POULTRY	11,000	10,529	11,000
				PUBLIC SAFETY	355,000	328,884	350,000
				SALES	588,000	519,360	630,000
				SANITATION	580,000	662,142	660,000
				SENIOR CITIZEN	38,000	27,318	35,000
				SHEEP	8,000	8,046	8,500
				SWINE	11,000	11,637	12,000
				TICKET AUDIT	5,300	5,364	5,400
				TICKET PROMOTION	63,000	209,854	220,000

TRAMS	37,000	36,406	65,000	FENCE & FIXTURES	105,000	73,374	49,000
VEGETABLE	5,500	5,167	6,000	GAS SYSTEM	1,000		1,000
	10,134,350	10,903,006	11,040,900	LAND	915,000	933,631	59,000
PREMIUMS:				PERSONAL PROPERTY	290,000	271,388	656,000
BEE CULTURE	3,000	2,718	3,000	SEWER SYSTEM	360,000	228,291	226,000
BULK MILK SALES	13,000	11,999	13,000	STREETS & SIDEWALKS	25,000	24,959	130,000
CATTLE	92,000	85,203	90,000	STRUCTURES	1,450,000	1,357,984	1,327,000
CHRISTMAS TREE	1,800	1,765	2,000	WATER SYSTEM	1,000		7,500
CREATIVE ACTIVITIES	11,000	10,248	11,000		3,307,000	3,020,439	2,695,500
DAIRY PRODUCTS	750	745	750	CHANGES: DEBT STRUCTURE			
EDUCATION	11,000	9,977	11,000	EQUIPMENT LEASES	(16,000)	(17,049)	(8,917)
FARM CROPS	15,000	14,356	18,000	BANK NOTES-NORTH STAR BANK:	(350,000)		
FINE ARTS	8,000	8,000	8,500	LAND		(73,378)	(73,378)
FLOWERS	2,500	2,379	2,500	VISITORS PLAZA		(30,281)	(33,318)
4-H AUCTION	50,000	60,855	55,000	TELEPHONE CABLING		(76,963)	(62,210)
4-H CLUB	63,000	59,965	63,000	CAROUSEL PARK		(61,432)	(193,280)
FRUIT	2,000	1,493	2,000	PROGRESS CENTER		(104,947)	(113,188)
FFA	45,000	48,566	50,000	LAND (GLACIER)		(16,000)	(16,000)
GOAT	8,500	8,356	10,000		(376,000)	(380,050)	(500,291)
HORSE	85,000	85,369	85,000	BUILDING FUND BALANCE	1,000,000	1,984,636	1,100,000
LLAMA	3,500	3,565	4,000	CASH AVAILABLE-OPERATIONS	971,019	1,998,981	972,376
MARKET ANIMAL SALES	75,000	81,477	75,000	CASH-END OF YEAR	1,971,019	3,983,617	2,072,376
POULTRY	11,000	9,772	11,000				
RURAL YOUTH SCHOLARSHIPS	20,000	20,000	20,000				
SHEEP	24,000	24,691	25,000				
SWINE	23,000	22,907	23,000				
TALENT CONTEST	9,400	9,310	9,400				
VEGETABLES	4,000	2,921	4,000				
	581,450	586,637	596,150				
OTHER:							
INSTITUTIONAL TICKETS	75,000	79,653	80,000				
INTEREST	140,000	152,274	155,000				
MISCELLANEOUS	25,000	19,249	20,000				
NON-FAIR EVENTS	600,000	625,181	625,000				
VETERINARIAN SERVICE	35,000	34,033	36,000				
	875,000	910,390	916,000				
PLANT OPERATIONS:							
ARCHITECTURAL & ENGINEERING	50,000	43,959	50,000				
CODE INSPECTIONS	10,000	131	5,000				
FIRE & POLICE SERVICE	115,000	104,473	110,000				
FUEL OIL GASOLINE	35,000	32,624	35,000				
GREENHOUSE	105,000	98,562	110,000				
PROPERTY TAX & ASSESSMENTS	7,500	13,652	10,000				
SALARIES & CONTRACT LABOR	450,000	410,137	460,000				
SET-UP & TAKEDOWN	650,000	755,716	760,000				
SIGNS	20,000	10,888	15,000				
SUPPLIES	50,000	50,463	50,000				
UTILITIES	160,000	184,846	185,000				
WATCHMEN	73,000	70,972	73,000				
WATER & SEWER	135,000	105,636	115,000				
	1,860,500	1,882,059	1,978,000				
EXPENSE BEFORE							
MAINTENANCE & DEPRECIATION	15,276,700	16,156,323	16,629,950				
NET INCOME BEFORE							
MAINTENANCE & DEPRECIATION	2,319,300	3,602,871	2,336,050				
PLANT MAINTENANCE:							
ELECTRIC SYSTEM	140,000	115,192	142,000				
FENCE & FIXTURES	50,000	30,094	33,000				
GAS SYSTEM	1,000	2,409	1,000				
LAND	40,000	37,566	34,000				
PERSONAL PROPERTY	175,000	152,973	210,000				
SEWER SYSTEM	10,000	4,926	12,500				
STREETS & SIDEWALKS	145,000	91,242	60,500				
STRUCTURES	375,000	338,720	375,500				
VEHICLES	170,000	155,846	154,000				
WATER SYSTEM	20,000	21,470	29,000				
	1,126,000	950,438	1,051,500				
DEPRECIATION:							
ELECTRIC SYSTEM	70,000	71,007	72,000				
FENCE & FIXTURES	20,000	23,096	24,000				
GAS SYSTEM	1,000	758	1,000				
LAND IMPROVEMENTS	50,000	79,315	80,000				
PERSONAL PROPERTY	130,000	141,379	145,000				
SEWER SYSTEM	9,000	20,122	20,000				
STREETS & SIDEWALKS	25,000	32,699	32,000				
STRUCTURES	670,000	710,000	750,000				
WATER SYSTEM	12,000	11,946	12,000				
	987,000	1,090,502	1,136,000				
TOTAL EXPENSE	17,389,700	18,199,553	18,817,450				
NET INCOME (LOSS)	206,300	1,559,641	148,550				
CASH-BEGINNING OF YEAR	3,350,719	3,350,719	3,983,617				
ADD: NET INCOME	206,300	1,559,641	148,550				
WORKING CAPITAL CHANGE		283,244					
DEPRECIATION	987,000	1,090,502	1,136,000				
BORROWED FUNDS	1,100,000	1,100,000					
CASH AVAILABLE	5,644,019	7,384,106	5,268,167				
DEDUCT: CAPITAL EXPENDITURES							
ELECTRIC SYSTEM	160,000	130,812	240,000				

It was moved by Mr. Simons, seconded by Mr. Steltz and carried that the secretary be authorized to release and transfer the sum of \$898,000 from the building fund for direct application to structure improvement projects (Aye-5; Nay-0).

Committee meeting adjourned.

Meeting of the full board was reconvened by President Morris.

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

Secretary submitted a staff salary range schedule as follows:

OPERATING CLASSIFICATION	\$300 - \$656
Competition Assistant	
Facilities Assistant	
Greenhouse Assistant	
Guest Services Receptionist	
Livestock Facilities Assistant	
Payroll & Payables Assistant	
Plant Security Assistant	
Plant Services Assistant	
Plant Services Custodian	
Projects Assistant	
Purchasing Assistant	
Sales Assistant	
Shop Maintenance Assistant	
Sponsor Events Assistant	
INTERMEDIATE & PROFESSIONAL CLASSIFICATION	\$400 - \$778
Supervisor-Accessibility Services	
Supervisor-Accounting	
Supervisor-Box Office	
Supervisor-Commercial Space	
Supervisor-Employment Services	
Supervisor-Free Entertainment	
Supervisor-Grandstand & Special Attractions	
Supervisor-Greenhouse	
Supervisor-Guest Services	
Supervisor-Livestock Facilities	
Supervisor-Marketing Support	
Supervisor-Media & Public Relations	
Supervisor-Plant Services	
Supervisor-Projects	
Supervisor-Receipts Management	
Supervisor-Shop Maintenance	
Supervisor-Staff Services	
MIDDLE MANAGEMENT CLASSIFICATION	\$600 - \$1,144
* Coordinator-Facilities	
* Coordinator-Off-Season Events	
* Coordinator-Purchasing	
EXECUTIVE CLASSIFICATION	\$850 - \$1,682
* Deputy Director-Operations (Construction)	
* Deputy Director-Operations (Contract Management)	
* Director-Administration	
* Director-Competition	
* Director-Entertainment	
* Director-Finance	
* Director-Marketing	
* Director-Operations	
* Director-Sales	

* Exempt from overtime

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

Secretary reported having had discussions with the Walt Disney Company relative to a presentation at the 1996 State Fair. Final terms and conditions remain unresolved. Secretary was granted authority to negotiate and contract for the aforementioned attraction on a motion by Mr. Keenan, seconded by Mr. Recknor and carried (Aye-9; Nay-0).

The following resolution was offered by Mr. Steltz, seconded by Mr. Simons and carried (Aye-9; Nay-0): "It is hereby specified that society employees Joe Fischler and Rick Wimmer 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, 1997, and at the time, will be subject to reconsideration.

Ms. Leach reviewed the status of contract negotiations with acts and attractions for the Grandstand in 1996.

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. Prokosch, seconded by Mr. Keenan and carried (Aye-9; Nay-0).

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

It was moved by Mr. Simons, seconded by Ms. Schmidt and carried that the Radisson South Hotel, Bloomington, be confirmed as site for the 1997 - 1998 - 1999 annual meeting(s) on dates corresponding to present schedule (Friday through Sunday preceding Martin Luther King holiday) and that staff be authorized to negotiate terms and conditions of a hotel contract covering said dates (Aye-9; Nay-0).

A discussion was undertaken on the board's meeting schedule including questions about whether a second summer session might be necessary or whether the June meeting should be moved to a date in May. It was agreed that after the search committee decides upon a working timeline, President Morris and Secretary Heffron will work out an acceptable schedule for board meetings and notify the membership. No action necessary.

Meeting adjourned on a motion by Ms. Schmidt, seconded by Mr. Annexstad and carried (Aye-9; Nay-0).

MINUTES IN VACATION January

10 - Flinn attended a series of five workshops sponsored by the Minnesota Council for Quality.

16 - Pooch met with Jim Hield of Cargill to discuss possible funding of the Agri=Land Project. Sinclair, Hammer and Rustad met with Mr. Knowland Loo to discuss site options for the Oriental Pavilion.

17 - Ritt, Sinclair and Hammer met with representatives of KS95-FM Radio to discuss broadcast and exhibit plans.

19 - Huber attended a training session on the legislative information system.

22 - Sinclair, Hammer and Rustad again met with Mr. Knowland Loo to discuss an oriental presentation at the 1996 fair.

23 - Sinclair, Hammer and Rustad attended an IAFE Zone 4 Spring Conference planning meeting in Eau Claire, Wisconsin. Goiffon and Casey attended a seminar on "Recruiting employees in a tight labor market."

24 - Tahti met with Americana Fireworks to discuss program for 1996.

25 - Heffron met with Vice President Keenan to discuss matters related to work of the search committee. Pooch conferred with Bob Barnes on the 1996 rodeo program. Wenzel and Goiffon met with Federation and Showmen representatives at the Radisson South hotel to inspect facilities.

26 - Pooch met with Martha and Allan Carnes to discuss their "stepping down" as overseers of the flower department, due to Martha's failing health. Wenzel met with Bob Warner, Stellan Company, to review details of their moving out of warehouse space.

29 - Wenzel and Heffron met with Falcon Heights City Administrator Susan Hoyt to review plans for Larpenteur Avenue upgrade and paving. Pooch discussed with Don Ross and Herb Brase of the Minnesota Dahlia Society rules and fees for the 1996 show. Sinclair and Rustad conferred with Mr. Mike Lewis, MNDot, to discuss that agency's exhibit plans for the 1996 fair. Ritt and Schlumpberger conferred with staff of the Bolin Agency on the allocation of the 1996 advertising budget.

30 - Wenzel met with Dan Sloer, Ramsey County Engineer to go over Larpenteur Avenue improvement plans.

31 - Pooch, Trantanella and Hammer met with John Pope and Jeff Tuttle of the Gedney Company to discuss their participation in Creative Activities contests.

February

1 - Casey and Scott attended an ADA conference sponsored by the Minnesota Department of Economic Security. Hammer and Giannini met with representatives of Happenings to discuss production of the Super Saver discount coupon booklet.

2 - Jacobson and Heffron met with Jerry Clifford and John Weden of McGladrey & Pullen to discuss the computer study currently in progress.

3 - Harold Thomforde, life member of the society and long-time poultry superintendent, passed away in Crookston.

6 - St. Paul Police held a training exercise on Machinery Hill. Birk, Goodrich and Wenzel met with John Bartz of the State High School League to finalize plans for the girls state hockey tournament at the Coliseum.

7 - Goiffon and Flinn conferred with representatives of Allina Health Care/Medica. The executive committee approved the January 31, 1996 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Dec. 31, 1995 \$25,542

Add:	Jan. Cash Deposits	\$558,948
Less:	Payroll Ending Jan. 5	(98,806)
	Payroll Ending Jan. 19	(91,426)
	Jan. Cash Disbursements	(372,061)

Cash Balance-Jan. 31, 1996 \$22,197

MARKETABLE SECURITIES ACTIVITY:

Balance-Dec. 31, 1995 \$577,064

Add:	Interest Earned	\$3,888
	Securities Purchased	898,000
Less:	Service Charges	(173)
	Securities Cashed	(465,000)

Balance-Jan. 31, 1996 \$1,013,779

BUILDING FUND ACTIVITY:

Balance-Dec. 31, 1995 \$1,996,394

Add:	Interest Earned	\$9,539
Less:	Service Charges	(424)
	Securities Cashed	(898,000)

Balance-Jan. 31, 1996 \$1,107,509

CASH BALANCES FOR MONTH ENDING JANUARY 31:

	1995	1996
General Fund	\$6,234	\$22,197
Petty Cash	2,500	2,500
Marketable Securities	1,095,255	1,013,779
Building Fund	344,512	1,107,509
Total Cash Balances	\$1,448,501	\$2,145,985

8-11 - Sinclair and Heffron attended the Florida State Fair in Tampa, the IISF trade show in Gibsonton and participated in a national independent concessionaires workshop, also in Tampa.

9 - Wenzel met with Lt. Pazdernik of St. Paul Police to discuss 1996 traffic.

12 - Pooch and Dairy Cattle Superintendent Jim Linn attended the annual meeting of the Minnesota Purebred Dairy Cattle Association in St. Cloud.

12-17 - Sectional final and semi-final girls hockey playoffs were held in the Coliseum.

13 - Sinclair, Hammer and Rustad reviewed with Mr. Knowland Loo a final proposal for an Oriental Pavilion presentation at the 1996 fair. Pooch met with Ms. Betty Reyer to discuss her appointment as superintendent of the flower department. Hammer attended a meeting of the Minnesota High Technology Council State Fair Committee.

15 - Representatives of McGladrey & Pullen presented their computer report to the senior executive staff.

16 - Pooch and Heffron met with Mike Martin, dean of the U of M school of agriculture to discuss Agri=Land.

20 - State Fair coordinators and supervisors participated in a training session at Lakewood Community College.

22 - Leach met with the sales director from the Sheraton Metrodome hotel to discuss room availability and rates for 1996. Hammer met with representatives of Coca-Cola Company to discuss sponsorship of the 1996 Sand Castle Spectacular. Birk and Wenzel attended the annual meeting of St. Paul Convention and Visitors Bureau.

22-25 - Ritt and Schlumpberger participated in an IAFE marketing seminar and visited the Houston Livestock Show and Rodeo in Houston, Texas.

23 - Sinclair and Flinn met with Mr. Bob Raab, Lock & Locker Systems, to discuss making "turn key" lockers available to guests at two sites during the fair.

23-24 - The girls state hockey tournament was presented in the Coliseum.

27 - Sinclair, Hammer and Heffron met with Tom Bauman, DNR and representatives of Wildlife Forever to discuss fundraising for DNR building improvements.

28-March 2 - Sectional final and semi-final boys hockey playoff games were held in the Coliseum.

29-March 1 - Casey attended a conference sponsored by the National Association of Partners in Education.

March

4 - Sinclair, Hammer and Schlumpberger held a meeting with representatives of Cal Spas to discuss a sponsorship opportunity at the 1996 fair. Goiffon, Flinn, Wenzel and Fischler met with Cal Spas to discuss building information booths. Leach and Tahti attended a seminar on public speaking.

5 - Sinclair, Wenzel, Fischler and Heffron conferred with Bob Thompson of MTS Northwest Sound on matters related to the State Board of Electricity. Goiffon and Schadeck met with Carl Conney of the Attorney General's Office to discuss real estate issues.

6 - Sinclair, Wenzel, Fischler and Heffron met with Gunnar Pettersen of Metropolitan Inspection Services, Inc. to discuss electrical inspections on the fairgrounds. The executive committee approved the February 29, 1996 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Jan. 31, 1996 \$22,197

Add:	Feb. Cash Deposits	\$765,512
Less:	Payroll Ending Feb. 2	(112,413)
	Payroll Ending Feb. 16	(91,037)
	Mar. Cash Disbursements	(580,497)

Cash Balance-Feb. 29, 1996 \$3,762

MARKETABLE SECURITIES ACTIVITY:

Balance-Jan. 31, 1996 \$1,013,779

Add:	Interest Earned	\$2,404
Less:	Service Charges	(109)
	Securities Cashed	(580,000)

Balance-Feb. 29, 1996 \$436,074

BUILDING FUND ACTIVITY:

Balance-Jan. 31, 1996 \$1,107,509

Add:	Interest Earned	\$8,303
Less:	Service Charges	(376)
	Securities Cashed	

Balance-Feb. 29, 1996 \$1,115,426

CASH BALANCES FOR MONTH ENDING FEBRUARY 29:

	1995	1996
General Fund	\$34,518	\$3,762
Petty Cash	2,500	5,000
Marketable Securities	741,954	436,074
Building Fund	351,327	1,115,436
Total Cash Balances	\$1,130,299	\$1,560,272

8-10 - Deer Classic Sports Show was staged in the Coliseum.

9-13 - Heffron attended the Midwest Fairs Association annual meeting in New Orleans.

11 - Bob Bloom, Fischler and Wenzel met with Jennifer Kirk to discuss the Gopher One-Call program.

12 - Goiffon attended a jobs service committee meeting sponsored by the Minnesota Department of Economic Security.

13 - Pooch attended the 100th annual meeting of the Minnesota Livestock Breeders' Association in St. Paul. Sinclair met with Ms. Pat Davies to discuss plans for a new exhibit structure for the DFL at the 1996 fair.

14 - Goiffon and Schadeck met with Sue Weinberg from the U of M real estate division. Wenzel met with John Rozman to go over Red Cross plans for the 1996 fair.

15 - Wenzel, Fischler and Juettner met with Loren Wickstrom, TKDA, on the Randall Avenue paving project.

16-17 - A weapon collectors show was held in the Coliseum.

19 - Wenzel met with Audrey Swartz of MN Valley Transportation to work on details of park and ride service from the Eagan area.

21 - Sinclair, Hammer and Schlumpberger met with Mr. Paul Morrissey to discuss 1996 sponsorship opportunities and presentations by Budweiser. Pooch met with Judy Jensen and Randy Roberts of Tri-State Horseman's Association regarding changes in the 1996 English show. Goiffon and Huber attended a seminar on "Negotiating Without a Gun" sponsored by the Department of Economic Security. Staff members Scott, Flinn, Giannini, Wenzel and Armstrong met with transit representatives to review bus ridership plans for 1996.

23 - Goiffon and Wenzel met in St. Cloud with representatives of the County Fair Federation regarding the 1997 annual meeting.

27-29 - Staff members, including Sinclair, Hammer, Wenzel, Tahti, Ritt, Heffron, Armstrong, Fischler, Pooch, Rustad, Flinn, and board members, Prokosch, Schmidt, Simons, Recknor, Annexstad and Steltz attended the IAFE Zone 4 spring conference in Eau Claire, Wisconsin.

30-31 - The Minnesota Ceramics Show was staged in the Coliseum.

April

1 - Hammer, Schlumberger, Tahti and Larson met with representatives of Auto Value Parts Stores to discuss their associate sponsorship of the Labor Day auto race program.

2 - Jacobson and Heffron attended an exit conference with staff of the Legislative Auditor. Hammer met with representatives of the Gedney Company to discuss sponsorships and promotions.

24 - Minnesota Pollution Control held auto exhaust emission tests in Block 55.

3 - Bids were opened for Randall Avenue paving work.

4 - Wenzel and Heffron met with State Fire Marshal Tom Brace and his assistant, John Nisja, to review the schedule of fire safety improvements planned on the fairgrounds for 1996. Schadeck attended a training seminar, "How to Lead a Team." Wenzel met with Federation of County Fairs Board member Dennis Baker.

8 - The executive committee approved the March 31, 1996 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Feb. 29, 1996		\$3,762
Add: Mar. Cash Deposits	\$769,379	
Less: Payroll Ending Mar. 1	(111,720)	
Payroll Ending Mar. 15	(93,744)	
Mar. Cash Disbursements	(561,247)	2,668
Cash Balance-Mar. 31, 1996		\$6,430

MARKETABLE SECURITIES ACTIVITY:

Balance-Feb. 29, 1996		\$436,074
Add: Interest Earned	\$3,148	
Less: Service Charges	(148)	
Securities Cashed	(439,000)	(436,000)
Balance-Mar. 31, 1996		\$74

BUILDING FUND ACTIVITY:

Balance-Feb. 29, 1996		\$1,115,436
Add: Interest Earned	\$4,687	
Less: Service Charges	(221)	
Securities Cashed	(170,000)	\$(165,534)
Balance-Mar. 31, 1996		\$949,902

CASH BALANCES FOR MONTH ENDING MARCH 31:

	1995	1996
General Fund	\$12,818	\$6,430
Petty Cash	500	1,000
Marketable Securities	140,771	74
Building Fund	352,848	949,902
Total Cash Balances	\$506,937	\$957,406

10 - St. Paul Police held a training exercise on Machinery Hill. Wenzel met with Rod Williams of Sims Security to review 1996 security plans at the Grandstand.

11 - Sinclair, Fischler, Wenzel and Heffron met with Kent Harbison to discuss the electrical inspection process.

12 - Heffron discussed legislative matters with Representative Jim Rice. Wenzel, Fischler, Sinclair and Heffron met with Gunnar Pettersen to discuss electrical inspections. Giannini, Tahti, Flinn and Hammer conferred with representatives of Concordia Language Villages on International Day activities. Jacobson and Wenzel met with Lions International representatives Curt Norenberg and Joe Fox to discuss utilization of volunteers for ticket selling in the Kidway.

13-14 - The Gopher State Timing Association rod and custom car show was held in the Coliseum.

15 - Goiffon and Scott met with Ms. Mary Jo George from the MS Society to discuss 1996 operations. Giannini and Hammer met with representatives of the U.S. Immigration and Naturalization Service to discuss plans for International Day.

16 - An employment procedure training session was held in the Libby Conference Center for those involved in hiring for the State Fair. Wenzel and Assistant Attorney General Gary Cunningham attended a mediation bureau hearing on an appeal of (former security employee) James Anderson.

17 - St. Paul Police conducted a K-9 training session on Machinery Hill.

18 - Leach and Tahti met with stage hands union representatives to conduct final contract negotiations.

18-22 - Now Sports held a bicycle sale in the Education Building.

19 - Sinclair, Hammer and Schlumberger met with Mr. Paul Morrissey of Budweiser to discuss their plans for the 1996 fair. Sinclair and Rustad met with Mr. Greg Carnis to discuss Pronto Pup concession operations at the fair. A meeting of Admissions Department supervisors was held in Libby Conference Center.

20-21 - Prime Antique Show was held in the Grandstand, East Room and Infield area.

23 - Wenzel, Sinclair, Fischler and Heffron met with Joe Lally to formulate legal strategy in anticipation of a meeting with the State Board of Electricity on April 24. Leach and Tahti met with representatives from the Excellence in Education program to discuss an award ceremony.

24 - A State Fair staff picnic was held in Bandshell Park. Wenzel, Sinclair, Fischler and Heffron, along with Attorney General representatives Scott Strand and Joe Lally attended a meeting with staff of the State Board of Electricity to discuss the fair's plan to conduct an independent electrical inspection process. St. Paul Police conducted a training exercise on Machinery Hill.

24-25 - DNR held a tree distribution at the DNR Building.

25 - Sinclair, Wenzel and Rustad met with Mr. Gene Winstead, American Amusement Arcades, to discuss plans for an addition to and remodeling of their arcade building.

26 - Doris Johnston, wife of former space rental superintendent and life member Harold Johnston, died in Peoria, Arizona at age 93. Sinclair, Hammer and Giannini met with Mr. Tim O'Phelan to discuss presenting a Minnesota Sports History exhibit at the 1996 fair.

26-28 - A computer equipment and software sale was presented in the Education and Home Improvement buildings.

27-28 - The annual Minnesota Horse Expo was staged in the Coliseum, Horse Barn, Judging Arena, Sheep Barn and Cattle Barn.

29 - An FFA livestock judging program was conducted in the Coliseum.

30 - Heffron met with Bob Johnson and Al DeRusha of the Outdoor Amusement Business Association. Pooch attended and spoke to a group of agriculture teachers at the FFA convention.

May

1 - A Wonders of Technology exhibitors meeting was held in Libby Center. Heffron met with Society President Howard Morris. Flinn, Ritt and Huber attended the annual meeting of the Suburban Area Chamber of Commerce.

2-6 - United Stores held a camping show and sale in the Education Building. Leach, Wenzel, Sinclair, Goiffon, Hammer, Pooch and Heffron attended the IAFE Management Conference in Orlando, Florida. Sinclair and Hammer visited Specialty Trailer Corporation, Tampa, to examine the first of eight new ticket sales booths being built by the company for use on the Midway and Kidway.

3-5 - Sahara Sands Horse Show was held in the Coliseum. A baseball card collectors show was promoted in the Merchandise Mart.

5 - Northland antique toy show was held in Progress Center; a Buick car show was staged in the Infield.

7 - St. Paul Police conducted a K-9 training session on Machinery Hill. The executive committee approved the April 30, 1996 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Mar. 31, 1996		\$6,430
Add: Apr. Cash Deposits	\$822,245	
Less: Payroll Ending Apr. 3	(110,057)	
Payroll Ending Apr. 17	(100,938)	
Apr. Cash Disbursements	(591,600)	19,650
Cash Balance-Apr. 30, 1996		\$26,080

MARKETABLE SECURITIES ACTIVITY:

Balance-Mar. 31, 1996		\$74
Add: Interest Earned	\$1,132	
Less: Service Charges	(54)	
Securities Cashed		1,078
Balance-Apr. 30, 1996		\$1,152

BUILDING FUND ACTIVITY:

Balance-Mar. 31, 1996		\$949,902
Add: Interest Earned	\$4,911	
Less: Service Charges	(234)	
Securities Cashed	(660,000)	\$(655,323)
Balance-Apr. 30, 1996		\$294,579

CASH BALANCES FOR MONTH ENDING APRIL 30:

	1995	1996
General Fund	\$221,714	\$26,080
Petty Cash	500	1,000
Marketable Securities	42,862	1,152
Building Fund	354,558	294,579
Total Cash Balances	\$619,634	\$322,811

8 - Jacobson, Bona and Heffron met with Debra Hanson of Cornerstone Software to discuss terms of the contract between Cornerstone and the fair. Goiffon, Flinn, Leach and Tahti met with Marylee Fithian regarding operation of the State Fair counseling service.

9-14 - Cuneo Company held a used car sale in the carnival lot.

10 - Sinclair and Rustad met with Mr. Monty Krizan to discuss movement of his concession for the 1996 fair.

11 - Twin City model railroad show was presented in the Education Building; a sailboard sale was held in the Merchandise Mart.

11-12 - First Fifty car show was staged in the Infield.

14 - St. Paul Police held a K-9 training session on Machinery Hill and again on May 16.

15 - Pooch attended a biotechnology seminar at the U of Minnesota, St. Paul. Goiffon and Casey met with principal Tom Foster of St. Anthony Park Elementary School regarding a youth-business partnership program for next fall.

16 - Sinclair met with representatives of the St. Paul Companies to discuss midway loss control, safety and ride inspection programs.

17 - Scott attended a seminar on "Deaf Awareness."

16-18 - An evangelical garage sale was promoted in the Crossroads chapel.

17-19 - County Folk Art Show was held in the Grandstand.

17-20 - North Country bicycle sale was staged in Progress Center.

18 - A bird sale was held in Empire Commons.

21 - St. Paul Police conducted a training exercise on Machinery Hill.

22 - A Special Olympics concert was held in the Coliseum. Gale Frost, Hammer, Wenzel and Heffron met with Gary Stein and Frenchy Vasser of the IMCA Oldtimers. Sinclair, Hammer and Giannini met with Paul Morrissey of the Budweiser Company to finalize plans for their involvement in the 1996 fair. Casey and Scott participated in the "Yes, St. Paul" Job Fair.

23 - St. Paul Police held a K-9 training exercise on Machinery Hill.

26 - Gonzales Mexican Rodeo was staged in the Coliseum.

28 - St. Paul Police held a K-9 training exercise on Machinery Hill.

28-30 - A sequence of mailings was undertaken during the week timed to provide same-day receipt of Grandstand ticket order blanks to the fair's 190,000 mail order customers.

SALES COMMITTEE MEETING

MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds

Wednesday, May 29, 1996 - 9:00 a.m.

Members present: Don Simons, chair; Rich Keenan; Bert Lund; Clarice Schmidt; Vern Prokosch; Lyle Steltz; Martin Annexstad; Howard Recknor; Bob Lake; Howard Morris, ex officio; Mike Heffron, ex officio; Jim Sinclair, ex officio; Ken Wenzel, ex officio; Marshall Jacobson, ex officio.

Also present: Jerry Hammer, Rochelle Rustad and Kent Harbison.

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

The following list of three new percentage attractions proposed for the 1996 fair, their respective ticket prices and percentage terms were presented to the committee and approved on a motion by Mr. Lake, seconded by Mr. Recknor and carried (Aye-8; Nay-0).

Concessionaire	Attraction	Ticket Price(s)	Percentage(s)
Bungee Adventures, Inc.	Air Surfer (Ride)	\$25.00	20%
R.E. Enterprises	NASCAR Style Go-Carts	\$5.00	20%
The Rock Amusement, Inc.	Rock Climbing Wall	\$5.00	20%

Mr. Sinclair provided a status report on Mighty Midway and Kidway attraction bookings and production plans, including a printed summary of licenses executed for presentation of rides, shows, games, food and merchandise at the 1996 fair. No action necessary.

The meeting was adjourned at 9:34 a.m. on a motion by Mr. Annexstad, seconded by Mr. Keenan and carried (Aye-8; Nay-0).

MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds
Wednesday, May 29, 1996 - 10:00 a.m.

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

Also present: Jim Sinclair; Ken Wenzel; Marshall Jacobson; Jerry Hammer; Kent Harbison; Mary Goiffon; Karen Leach; Steve Pooch.

Meeting called to order by President Morris at 10:00 a.m.

Upon a motion by Mr. Lund, seconded by Mr. Annexstad and carried, minutes of the January 14, 1996 board and committee meeting(s), previously mailed to the members, were approved (Aye-9; Nay-0).

Society minutes in vacation, covering the period January 10 through May 28, 1996 and the administrative action noted therein, were approved on a motion by Mr. Lund, seconded by Mr. Prokosch and carried (Aye-9; Nay-0).

Mr. Jacobson presented the April 30, 1996 financial statement as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Mar. 31, 1996		\$6,430
Add: Apr. Cash Deposits	\$822,245	
Less: Payroll Ending Apr. 3	(110,057)	
Payroll Ending Apr. 17	(100,938)	
Cash Disbursements	(591,600)	19,650

Cash Balance-Apr. 30, 1996 \$26,080

MARKETABLE SECURITIES ACTIVITY:

Balance-Mar. 31, 1996		\$74
Add: Interest Earned	\$1,132	
Less: Service Charges	(54)	
Securities Cashed		1,078
Balance-Apr. 30, 1996		\$1,152

BUILDING FUND ACTIVITY:

Balance-Mar. 31, 1996		\$949,902
Add: Interest Earned	\$4,911	
Less: Service Charges	(234)	
Securities Cashed	(660,000)	\$ (655,323)
Balance-Apr. 30, 1996		\$294,579

CASH BALANCES FOR MONTH ENDING APRIL 30:

	1995	1996
General Fund	\$221,714	\$26,080
Petty Cash	500	1,000
Marketable Securities	42,862	1,152
Building Fund	354,558	294,579
Total Cash Balances	\$619,634	\$322,811

After review, it was moved by Mr. Steltz, seconded by Mr. Simons and carried that the financial statement of April 30, 1996 be approved (Aye-9; Nay-0).

Approval of action taken earlier in the day (May 29) by the sales committee was moved by Mr. Keenan, seconded by Mr. Simons and carried (Aye-9; Nay-0).

It was moved by Ms. Schmidt, seconded by Mr. Annexstad and carried that the traditional Life & Hall of Fame luncheon be held in the Libby Conference Center on Sunday, August 25 and that the Libby family be invited for an informal dedication of the new facility (Aye-9; Nay-0).

Upon a motion by Mr. Annexstad, seconded by Mr. Simons and carried, fair-period luncheon invitations were approved for the following groups: The board of the Minnesota Federation of County Fairs, Saturday, August 24; State Fair Hall of Fame and Life Members, Sunday, August 25; Minnesota Livestock Breeders Association board, Thursday, August 29 (breakfast); mayors, media and business representatives, Thursday, August 29 (picnic supper & show) (Aye-9; Nay-0).

Secretary presented a status report on the Society's loan portfolio and presented a plan under which principal amortization might be accelerated and total debt service reduced. The matter was discussed; no action necessary.

MINNESOTA STATE FAIR LOAN PORTFOLIO (JUNE 1, 1996)

Origination Date	9/1/89	9/18/91	9/19/91	10/31/91	8/23/95	6/30/95
Principal Amount	\$733,766	\$600,000	\$350,000	\$160,000	\$600,000	\$1,100,000 ¹
Purpose	Land	Visitors Plaza	Telephone	Land	Progress Center	Carousel Park
Term	10 years	15 years	5 years	10 years	5 years	5 years
Maturity	9/1/99	10/1/06	9/15/96	10/31/01	9/1/99	7/30/00
Rate or Margin	.73% of prime	Prime - 1%	Prime + 1%	Prime	7%	7%
Current Rate	6.0225%	7.25%	9.25%	8.25%	7.00%	7.00%
Payment Principal & Interest	\$36,689 semi-annual Mar/Sept (\$7,450 monthly)	\$5,599 monthly	\$7,280 monthly	\$8,000 semi-annual Apr/Oct (\$1,938 monthly)	\$11,930 monthly	\$21,838 ² monthly
Current Balance	\$256,822	\$435,395	\$20,796	\$88,000	\$424,093	\$943,056 ³

Totals: ¹ (Principal amount) \$3,543,766; ² (Payment principal and interest) \$56,035 monthly; ³ (Current balance) \$2,168,162

MINNESOTA STATE FAIR LOAN AMORTIZATION SCHEDULE (JUNE 1, 1996)

	Telephone Cabling	Land (Sussel)	Progress Center	Carousel Park	Land (Glacier)	Visitors Plaza	TOTALS
Balance	20,796	256,822	424,093	943,056	88,000	435,395	2,168,162
1996	0	220,132	356,700	827,047	80,000	419,997	1,903,876
1997		146,754	234,946	616,949	64,000	388,442	1,451,091

1998	73,376	104,264	391,383	48,000	354,268	971,291
1999	0	0	149,308	32,000	317,258	498,566
2000			0	16,000	277,176	293,176
2001				0	233,707	233,707
2002					186,755	186,755
2003					135,841	135,841
2004					80,711	80,711
2005					20,995	20,995
2006					0	0

Upon a motion by Mr. Prokosch, seconded by Mr. Simons and carried, the following rule (or ordinance) was adopted for immediate implementation:

CHAPTER ONE - GENERAL

1.22 Electrical inspections and requirements

Minn. Stat. 326.244, Subd. 4 authorizes the Society to provide for inspection of fixed and transient electrical installations within its jurisdiction and to that end the Society has elected to adopt by reference as if fully set forth herein the following sections of Minn. Stat., Chapter 326 dealing with electrical regulations and inspections: A. 326.01 Definitions; B. 326.242 Licenses; C. 326.2421 Alarm and Communication Systems; D. 326.243 Safety Standards; E. 326.244 Inspection, except with respect to fees; F. 326.245 Manufacture of Electrical Apparatus; exempt; and G. 326.246 Crimes.

With respect to Minn. Stat. Sections 326.244 and 326.246, adopted above by reference, wherever the words "the Board," referring to the State Board of Electricity, are used therein, the words "the Society" should be substituted therefore.

The Society will undertake inspections within its jurisdiction in compliance with applicable requirements of Minnesota Board of Electricity Rules, Chapter 3800, which are hereby adopted by reference, along with any future revisions, modifications or amendments thereto, except with respect to fees, which shall be established by the Society. With respect to said rules, wherever the words "the Board," referring to the State Board of Electricity, are used therein, the words "the Society" should be substituted therefore.

Electrical inspections shall be accomplished by an electrical inspector(s) contracted by the Society to provide such service with qualifications and credentials as are required for the performance of such duties and who further meet the standards specified in Minnesota Board of Electricity Rules, Chapter 3800.3630.

Each individual, partnership, corporation or other business association doing electrical work within Society jurisdiction shall file with the Society a copy of their current license issued by the Minnesota Board of Electricity or such other evidence of such license as may be provided by said board. No electrical construction, remodeling, replacement or repair shall be undertaken within the jurisdiction of the Society, except minor repair work as defined in Minnesota Board of Electricity Rules, Chapter 3800.1100, without first having received an inspection from the Society.

A contract with Metropolitan Inspection Service, Inc (St. Paul), for provision of electrical inspections on the fairgrounds, was approved on a motion by Mr. Simons, seconded by Mr. Prokosch and carried (Aye-9; Nay-0).

A department payroll schedule for 1996, prepared by superintendents under budgetary guidelines and confirmed by appropriate division directors, was presented and approved on a motion by Mr. Prokosch, seconded by Mr. Steltz and carried (Aye-9; Nay-0).

1996 STATE FAIR PERIOD PAYROLL

Department	1995 Projected	1995 Actual	1996 Projected
Admissions	117,469.00	117,432.87	127,179.95
Ag-Hort Custodial	7,899.15	8,607.43	9,652.00
Bazaar	4,329.51	4,106.13	4,930.25
Bee and Honey	4,916.80	4,950.10	5,037.50
Beef Cattle	2,612.00	2,573.88	2,625.00
Care and Assistance	1,225.00	1,219.25	1,874.50
Christmas Trees	2,811.50	2,962.75	3,484.50
Coliseum	6,588.80	4,845.27	3,851.00
Commercial Space Check In	2,310.00	2,334.00	2,598.75
Competition	501.60	501.60	528.00
Concessions Checkers	3,300.00	3,300.00	3,480.00
Creative Activities	24,182.50	32,869.87	36,060.00
Creative Activities Annex	3,136.00	3,296.50	3,367.00
Crossroads Building	5,100.58	4,660.93	5,755.00
Cup Distribution Center	3,000.00	2,516.00	2,828.00
DNR	960.00	984.38	1,150.00
Dairy Cattle	2,747.50	3,013.51	3,197.50
Dairy Products	600.00	600.00	600.00
Education	12,609.25	14,014.36	14,937.00
Electric	4,524.00	5,020.40	5,253.60
Empire Commons	4,167.70	4,321.53	4,747.50
FFA	9,320.00	9,503.25	10,103.50
Farm Crops	5,635.00	6,459.15	7,535.00
Finance	7,255.00	7,575.25	7,975.00
Fine Arts	17,282.00	17,285.28	19,401.50
Flowers	4,740.00	4,444.01	4,650.00
Forage	8,291.00	9,034.21	9,711.50
Free Entertainment	32,216.25	30,712.00	32,462.25
Fruit and Wine	4,426.50	4,619.40	4,683.50
Gate Ticket Sales	117,137.50	111,518.14	128,880.00
Gift Shop	5,000.25	4,173.76	11,813.75
Goats	1,245.00	1,361.88	1,450.00
Grandstand Artist Sales	3,311.00	3,186.13	3,382.50
Grandstand Auto Race	6,246.50	5,679.50	6,229.50
Grandstand Production	31,917.50	32,483.57	32,905.00
Grandstand Stage Crew	65,000.00	58,559.16	62,000.00
Heritage Exhibits	4,243.75	3,344.00	3,025.00
Heritage Square	4,084.25	3,858.80	4,876.50
Home Improvement	1,703.00	1,838.76	2,069.50
Horses	24,660.00	22,784.63	24,695.00
Information Services	13,664.30	12,602.05	18,642.00
Llama	797.50	750.75	930.00

Machinery Hill	2,010.00	2,010.80	1,972.00
Mascot	1,732.50	1,463.75	3,025.00
Meats	2,870.00	2,863.75	2,965.00
Merchandise Mart	2,207.60	2,189.08	2,549.00
Midway Operations	.00	5,378.48	27,409.20
Midway Ticket Sales	52,512.50	47,382.16	77,165.00
Milking Parlor	18,934.00	19,008.82	18,878.08
Modern Living	1,503.60	1,447.55	1,887.75
Officers Cottage	2,541.00	2,525.50	2,541.00
Operators	3,012.25	3,095.45	5,052.38
Park and Ride	42,395.00	51,515.84	53,126.00
Parking	88,896.00	88,268.06	105,918.75
Pet Center	1,012.00	850.00	816.00
Poultry	5,444.10	4,068.45	4,752.50
Public and Media Relations	6,145.00	5,187.01	5,660.00
Public Safety	242,233.00	224,784.09	243,167.50
Receptionist	4,458.75	4,844.38	6,008.75
Sanitation	120,257.00	112,292.16	143,600.50
Senior Citizens	4,795.00	4,687.13	5,078.75
Sheep	2,750.00	2,767.16	2,767.16
Space Rental Checkers	2,187.50	2,191.13	3,238.75
Swine	4,400.00	4,404.56	4,402.66
Ticket Audit	4,322.50	4,435.00	4,865.00
Ticket Office Coliseum	3,415.75	3,716.77	4,660.00
Ticket Office Grandstand	12,169.25	11,519.33	13,485.50
Ticket Takers	35,720.28	43,137.60	49,582.40
Transportation	4,702.00	4,774.50	5,459.00
Varied Industries	9,845.64	9,736.20	11,237.70
Vegetables	3,531.50	3,429.13	3,682.50
4-H Regular	35,747.50	35,442.87	36,269.16
4-H University	76,453.75	78,437.21	76,643.75
TOTAL	1,381,372.16	1,363,758.36	1,568,424.79

The board authorized an annual contribution of \$1,700 to the State Fair employee's club to provide partial funding for a Christmas reception, a spring picnic and coffee (or other beverages) used by employees and visitors during normal office hours on a motion by Mr. Lake, seconded by Mr. Keenan and carried (Aye-Annexstad, Prokosch, Schmidt, Recknor, Lake, Lund, Steltz, Keenan; Nay-Simons).

Mr. Hammer offered an outline of the fair's 1996 sponsorship program indicating that \$237,100 had been tentatively identified from 17 cash sponsors. Negotiations continue with several other interested firms. A second group of companies and organizations are also making commitments to the fair as promotional sponsors. No action required.

1996 SPONSORSHIP PROGRAM

Attraction	Sponsor	Fee
Auto Race (title sponsor)	Miller Genuine Draft	\$25,000
Auto Race (presenting sponsor)	Auto Value Parts Stores	15,000
Baldwin Park	Cal Spas	17,500
Bandshell	Miller Genuine Draft	40,000
Barn Tours	Various producers associations	9,500
Bazaar	Leinenkugel's	17,500
Century Farms	Minnesota Farm Bureau Federation	1,500
Children's Theater	State Fair Foods	10,000
Daily Schedule	Gedney	6,500
Editors-Mayors Picnic	Various producers associations	2,100
Milk Run	American Dairy Association	3,000
Pet Center	Ralston Purina	12,500
Rodeo	Dodge Trucks	2,000
Sand Sculpture	Coca-Cola	50,000
Senior Welcome Center	Medica	7,500
Special Contests	Miscellaneous	2,500
Trams	Minnesota Propane Gas Association	15,000
		\$237,100

Non-cash sponsors

Budweiser - Will bring the Clydesdales and an interactive NHL exhibit. Both appearances are supported with advertising.

Care & Assistance - Knox Lumber provides staff, material and general assistance.

Cup Recycling - Coca-Cola provides additional barrels, as needed. Amoco provides assistance with processing and on-grounds recycling information.

Milk Cartons - Schroeder Dairy will include State Fair information on 1.2 million milk cartons.

Milk Run - WCCO will provide promotion.

Special Contests - In addition to cash fees, contest sponsors may provide materials, prizes, and in some cases, personnel.

Along with the above, negotiations continue with a variety of potential sponsors, sponsor agencies and other promotional partners.

The following storage damage claims were submitted for consideration: Dayton Loudd, damaged trailer hitch, \$11.69; Robert Johnson, torn boat cover, \$385; Jim Bailey, skeg damage, \$189.53; Phil Faison, motorhome damage, \$176.67; Edward Phillips, broken jack stand, \$34.95. Upon a motion by Mr. Keenan, seconded by Mr. Annexstad and carried, claims as listed were approved (Aye-9; Nay-0).

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

Organization	Amount
American Dairy Goat Association	\$156.00
American Horse Shows Association	600.00
American Livestock Show & Rodeo Managers Association	100.00
American Miniature Horse Association	50.00
American Paint Horse Association	25.00
American Quarter Horse Association	30.00
Better Business Bureau	205.00
Box Office Management International	180.00

Canadian Association of Expositions	200.00
Citizens League	50.00
Country Music Association	100.00
Executive Women International	231.50
Gopher State One Call	25.00
Greater Minneapolis Chamber of Commerce	375.00
International Arabian Horse Association	275.00
Intl Assn of Amusement Parks & Attractions	175.00
International Association of Fairs & Expositions	900.00
Mid-West Fairs Associations	150.00
Midway Chamber of Commerce	135.00
Minnesota Agri-Growth Council	400.00
Minnesota Broadcasters Association	200.00
Minnesota Chapter, Natl Institute of Govt Purchasing	50.00
Minnesota Chiefs of Police Association	62.00
Minnesota Council for Quality	250.00
Minnesota Employees Recreation & Services Council	225.00
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 Newspaper Association	225.00
Minnesota Office of Volunteer Service	60.00
Minnesota Paint Horse Association	25.00
Minnesota Quarter Horse Association	40.00
Minnesota Safety Council	250.00
Minnesota Society of Association Executives	155.00
National Association of Purchasing Management-Twin Cities	195.00
National Association of Amusement Ride Safety Officials	35.00
National Independent Concessionaires Association	200.00
Outdoor Amusement Business Association	50.00
Recycling Association of Minnesota	65.00
Rocky Mountain Association of Fairs	250.00
Roseville Jaycees	45.00
Roseville Rotary Club	320.00
St. Paul Area Chamber of Commerce	515.00
St. Paul Convention Bureau	350.00
Suburban Area Chamber of Commerce	450.00
Tri-State Horseman's Association	50.00
Twin City Purchasing Management Association	175.00
Western Fairs Association	750.00
Total	\$9,473.50

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

CONTRACTOR	DATES	TERMS	VENUE
Sand Sculptors International	7/16-8/6	\$46,500	Block 19
Southern Thunder Services	8/22-9/2	\$6,300	Block 19
Sound & Lights for Sand Castle			
Southern Thunder Services (lights)	8/22-9/2	\$19,750	Grandstand
Southern Thunder Services (sound)	8/22-9/2	\$19,750	Grandstand
Warling Catering	8/22-9/2	\$6,000 plus \$6.00-\$6.20/hr. support personnel	Grandstand
Americana Fireworks	8/22-9/2	\$32,000	Grandstand
Free Style Productions	8/22-9/2	\$48,053.26	Grandstand
Cash Cow Touring, Inc.	8/22	\$70,000 plus 50% over \$140,000	Grandstand
f/s/o Gin Blossoms			
Sosome Touring, Inc.	8/22	\$30,000 plus 30% over \$140,000	Grandstand
f/s/o Goo Goo Dolls			
Real World Tours, Inc	8/23	\$125,000 vs 80% less \$10,000 for opener	Grandstand
f/s/o Alan Jackson			
TWH, Inc. f/s/o Wade Hayes	8/23	\$10,000	Grandstand
MBO Tours, Inc.	8/24	\$150,000 plus 90% over \$190,000	Grandstand
f/s/o Michael Bolton			
B & D, Inc.	8/25	\$95,000 plus 85% over \$182,500 plus \$17,500 production	Grandstand
f/s/o Brooks & Dunn			
Kathy Mattea, Inc.	8/25	\$30,000	Grandstand
Travis Tritt, Inc.	8/26	\$50,000 plus 75% over \$125,000 plus \$5,000 production	Grandstand
f/s/o Travis Tritt			
Marty Stuart Tours, Inc.	8/26	\$20,000	Grandstand
f/s/o Marty Stuart			
Valentine Road Corp.	8/27	\$45,000 plus 80% over \$110,000	Grandstand
f/s/o Willie Nelson			
Bugsy Kershaw, Inc.	8/27	\$25,000 plus 5% over \$110,000	Grandstand
f/s/o Sammy Kershaw			
Vince Gill Tours, Inc.	8/28	\$125,000 plus 75% over \$190,000 plus \$25,000 production	Grandstand
f/s/o Vince Gill			
P.S. Productions, Inc.	8/29	\$40,000 plus 70% over \$80,000	Grandstand
f/s/o Wheel of Fortune Live			
Keshaw, Inc.	8/30	\$45,000 plus 40% over \$130,000	Grandstand
BoDeans			
Sah Enterprises, Inc.	9/1	\$100,000 plus 80% over \$145,000 plus \$5,000 production	Grandstand
f/s/o Bill Cosby			
Pau, Inc.	9/1	\$100,000 plus 80% over \$170,000	Grandstand
Randy Travis			

Trisha Yearwood, Inc. f/s/o Trisha Yearwood	9/1	\$30,000 plus 30% over \$170,000	Grandstand	Gopher State Garden Tractor Pullers, Inc.	8/26	\$650	Lee Avenue
Southern Thunder Services Race Sound	9/2	\$1,000	Grandstand	Randy Roberts	8/22-9/2	\$2,600	Coliseum
Rex L. Robbins f/s/o American Speed Assoc.	9/2	\$110,050 less entry fees and pit passes in excess of \$12,500	Grandstand	Barnes PRCA Rodeo	8/28-8/30	\$38,000	Coliseum
Trickle Motor Sports f/s/o Dick Trickle	9/2	\$10,000	Grandstand	Don Endsley f/s/o The Great American Wild West Show	8/22-9/2	\$56,000 plus non-resident tax	Coliseum
Ken Schrader Racing f/s/o Ken Schrader	9/2	\$10,000	Grandstand	W.J. Mackey, DVM	8/22-9/2	\$11,000	Vet
Mark Martin f/s/o Mark Martin	9/2	\$20,000	Grandstand	Equine Medical Center William H. Sweeney, DVM	8/22-9/2	\$23,000	Vet
Phillips Exotic Animal Petting Zoo	8/22-9/2	\$3,000	Block 31	Barn Tours "The Original"	8/22-9/2	\$17,760 plus travel expenses	Barns
Southern Thunder Services (sound)	8/24-9/4	\$18,500	Bandshell	Timothy Albrecht	8/22-9/2	\$4,000	Milking Parlor
Tom Chepokas f/s/o T.C. & Company	8/22-9/2	\$5,640 plus audition fees of \$56/2 hr.	Bandshell	Minnesota Purebred Dog Breeders Association	8/22-9/2	\$5,500	Pet Center
Tonic Sol-fa	8/22-9/2	\$15,000	Bandshell	Minnesota Veterinary Medical Association	8/22-9/2	\$6,000	Pet Center
Rob Grill & The Grass Roots	8/22-8/25	\$20,000	Bandshell	Copies of the legislative audit report covering the society's 1995 fiscal year were previously circulated to the board. It was moved by Mr. Annexstad, seconded by Mr. Steltz and carried that the report and secretary's response be accepted (Aye-9; Nay-0).			
Smokin' Armadillos	8/22-8/25	\$20,000	Bandshell	Ms. Goiffon and Mr. Wenzel provided an update on planning for the 1997 annual meeting. No action necessary.			
Bryndle	8/22-8/25	\$18,500	Bandshell	An agenda call for the next meeting of the board was ordered for Friday, August 24, 10:00 a.m. on a motion by Mr. Annexstad, seconded by Mr. Recknor and carried (Aye-9; Nay-0).			
Peter Noone	8/26-8/29	\$17,000	Bandshell	Mr. Keenan provided a short update on the work of the executive search committee (an ad hoc committee appointed in January by President Morris to effect a preliminary examination of candidates for the position of executive vice president). Mr. Keenan indicated that eight persons had presented themselves to date and that interviews were underway. He further indicated several candidates asked that their names remain confidential until and unless they were chosen to be finalists. After discussion, it was moved by Ms. Schmidt, seconded by Mr. Keenan and carried that on Labor Day the search committee provide the board with a complete written list of the candidates, including a brief resume on each, and further, that at the November board meeting the committee extend to the board a specific recommendation on a single finalist for the position (Aye-9; Nay-0).			
Kid Hollywood & The Wild Coconut	8/26-8/29	\$3,000	Bandshell	Meeting adjourned on a motion by Ms. Schmidt, seconded by Mr. Annexstad and carried (Aye-9; Nay-0).			
Just A Pup, Inc. f/s/o Bryan White	8/26-8/29	\$20,000	Bandshell	MINUTES IN VACATION			
4Runner	8/26-8/29	\$20,000	Bandshell	May			
James Bonamy	8/30-9/2	\$20,000	Bandshell	28-29 - A search committee representing the board in seeking out qualified candidates for the position of executive vice president conducted interviews of applicants at the Sheraton Metrodome Hotel in Minneapolis.			
Texasse Touring, Inc. f/s/o Lonestar	8/30-9/2	\$20,000	Bandshell	30 - St. Paul Police conducted K-9 training on Machinery Hill. Sinclair met with Gunnar Petterson, Metropolitan Inspection Service, Inc. and Joe Lally, Minnesota Attorney General's office, to review the memorandum of understanding between the fair and the State Board of Electricity.			
Gary Puckett, Cowboy Jubilee	8/30-9/2	\$20,000	Bandshell	31 - Sinclair met with Mr. Ray Lancaster, Vista Mobility specialists to review plans for stroller and wheelchair rentals.			
Southern Thunder Services (sound)	8/22-9/2	\$6,950	Baldwin Park	June			
Mick Sterling & The Stud Brothers	8/22-8/25	\$8,400	Baldwin Park	3-14 - E-Ventures, a Minneapolis show producer, used the Amphitheater area to inflate and test its Mission Planet Earth exhibit facility.			
The Originals	8/22-8/25	\$4,000	Baldwin Park	4 - The fair's special access committee, a group of community resource persons qualified to advise on disability questions, met to discuss access improvement work underway and new programs for '96 designed to improve services to disabled persons.			
Ric Hollister	8/22-8/25	\$2,400	Baldwin Park	5 - The executive committee approved the May 31, 1996 cash transaction summary as follows:			
f/s/o Jack Knife & The Sharps				GENERAL FUND ACTIVITY:			
Michael Blue, Productions L.L.C.	8/26-8/29	\$6,000	Baldwin Park	Cash Balance-Apr. 30, 1996			
f/s/o The Dweebs				Add: May Cash Deposits			
Cliff Brunzell & The Golden Strings	8/26-8/29	\$10,760	Baldwin Park	Less: Payroll Ending May 1			
Moore By Four, Enterprises, Inc.	8/26-8/29	\$10,000	Baldwin Park	Payroll Ending May 15			
G.B. Leighton	8/30-9/2	\$6,000	Baldwin Park	Payroll Ending May 29			
Trailer Trash	8/30-9/2	\$7,000	Baldwin Park	May Cash Disbursements			
STC f/s/o Ill Soul Cry	8/30-9/2	\$4,000	Baldwin Park	Cash Balance-May 31, 1996			
Southern Thunder Services (sound)	8/22-9/2	\$3,750	Bazaar	MARKETABLE SECURITIES ACTIVITY:			
G.L. Berg & Associates	8/22-9/2	\$9,500	Bazaar	Balance-Apr. 30, 1996			
f/s/o Variety Hour				Add: Interest Earned			
Limpopo	8/22-8/25	\$7,500	Bazaar	Securities Purchased			
Steel Bandits	8/22-8/25	\$9,000	Bazaar	Less: Service Charges			
Capitol International	8/22	\$1,000	Bazaar	Securities Cashied			
f/s/o Steel Bandits				Balance-May 31, 1996			
The Bone Tones	8/26-8/29	\$4,400	Bazaar	BUILDING FUND ACTIVITY:			
Irish Brigade	8/26-8/29	\$9,000	Bazaar	Balance-Apr. 30, 1996			
Scared Weird Little Guys	8/30-9/2	\$8,000	Bazaar	Add: Interest Earned			
Willowgreen	8/30-9/2	\$4,000	Bazaar	Less: Service Charges			
Tom Latane, Blacksmith	8/22-9/2	\$1,845	Heritage Square	Securities Cashied			
Roger Abrahamson	8/22-9/2	\$1,800	Heritage Square	Balance-May 31, 1996			
John & Mary Block, Log Cabin	8/22-9/2	\$4,000	Heritage Square	CASH BALANCES FOR MONTH ENDING MAY 31:			
J & B Enterprises f/s/o Bass Bin	8/24-9/4	\$10,800	Heritage Square	1995			
Southern Thunder Services (sound)	8/22-9/2	\$3,750	Heritage Square	General Fund			
The Bullas	8/22-8/25	\$8,500	Heritage Square	Petty Cash			
Liz Gregory Talent f/s/o The Bullas	8/22	\$1,500	Heritage Square	Marketable Securities			
Barbary Coast Productions	8/22-8/25	\$4,800	Heritage Square	Building Fund			
Six Fat Dutchman Orchestra	8/26-8/29	\$4,600	Heritage Square	Total Cash Balances			
Nashville Bluegrass Band, Inc.	8/26-8/29	\$12,000	Heritage Square	1996			
Wylie & The Wild West Show	8/30-9/2	\$10,000	Heritage Square	General Fund			
Leroy Van Dyke Enterprises	8/30-9/2	\$16,000	Heritage Square	Petty Cash			
f/s/o Leroy Van Dyke & The Auctioneers				Marketable Securities			
Sean Emery	8/22-9/2	\$7,500	Children's Theater	Building Fund			
The Splatter Sisters	8/22-8/27	\$4,050	Children's Theater	Total Cash Balances			
Allan Jacobs f/s/o Gizmo Guys	8/22-8/27	\$3,000	Children's Theater	5-9 - Mighty Thomas Carnival presented a "Schools Out" carnival in Block 55.			
Barrett Felker f/s/o Gizmo Guys	8/22-8/27	\$3,000	Children's Theater	7 - Goiffon and Wenzel met with County Fair representatives and Midwest Showmen officials to review 1997 annual convention plans.			
Norm Barnhart	8/22-8/27	\$3,000	Children's Theater	7-9 - The Minnesota Arabian Horse Show was staged in the Coliseum.			
Tricia Haynes	8/28-9/2	\$5,000	Children's Theater	7-13 - The annual 4-H Junior Leadership Conference was conducted in the 4-H Building.			
Kenny Ahern	8/28-9/2	\$5,100	Children's Theater	9 - A General Motors car show was staged in the Infield; Health East held a company picnic in the Bandshell.			
Jim Cruise f/s/o Spoon Man	8/28-9/2	\$3,900	Children's Theater	12 - A water industry trade show was presented in the Coliseum. Ritt, Sinclair and Hammer met with representatives of REV Radio to discuss a broadcast exhibit. Schlumberger and Hammer met with officials of Minnesota Brewing Company to discuss Bandshell sponsorship.			
Southern Thunder Services (sound)	8/22-9/2	\$750	Parade	13 - A CPR refresher course was offered for all employees.			
Parade Productions	8/22-9/2	\$1,400	Parade	13-17 - Denny Hecker Automotive put on a used car sale in Block 55.			
John & Mary Block, Hitch & Surrey	8/22-9/2	\$3,200	Parade				
All American Judging Association	8/22-9/2	\$1,179	Parade				
Larry Zea	8/22-9/2	\$700	Parade				
f/s/o Zealand Farm Oxen Hitch							
Top Chops/Chop Stix	8/23	\$1,600	Parade				

14-16 - A gem and mineral show was staged in the Education Building.

15-16 - Prime Antique Show was produced using the Grandstand, Infield and East Room.

17 - Schlumberger and Hammer met with representatives of Coca-Cola Bottling Midwest to finalize sand castle sponsorship.

21-23 - The Minnesota Street Rod Show was held on the grounds with special exhibits in the Education Building, Grandstand, Coliseum and East Room. Campgrounds was used to accommodate camping units.

26-29 - The Tanbark Horse Show was presented in the Coliseum.

27 - Jacobson and Wenzel met with Messers. Joe Fox and Curt Norenberg to review plans for Kidway ticket sales by Lions Club volunteers.

July

1 - Sinclair and Rustad met with Mr. Fred Holte, Minnesota Honey Producers Association to discuss plans for modifying their concession for the 1996 fair.

4-7 - The North Central Morgan Horse Show was conducted in the Coliseum.

5-6 - St. Paul Recreation Department used Block 55 to park cars for a Como Park event.

7 - A school bus safety competition was held on the race track parking lot.

8 - The Employment Services office opened in the 4-H Building.

9 - Hammer met with representatives of the Minnesota Timberwolves to discuss promotional opportunities.

10 - The executive committee approved the June 30, 1996 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

Cash Balance-May 31, 1996		\$90,698
Add: Jun. Cash Deposits	\$1,690,692	
Less: Payroll Ending Jun. 12	(132,310)	
Payroll Ending Jun. 26	(161,705)	
Jun. Cash Disbursements	(820,667)	576,010

Cash Balance-Jun. 30, 1996

MARKETABLE SECURITIES ACTIVITY:

Balance-May 31, 1996		\$1,157
Add: Interest Earned	\$5	5
Securities Purchased		
Less: Service Charges		
Securities Cashed		

Balance-Jun. 30, 1996

BUILDING FUND ACTIVITY:

Balance-May 31, 1996		\$197,172
Add: Interest Earned	\$885	
Less: Service Charges	(42)	
Securities Cashed		\$843

Balance-Jun. 30, 1996

CASH BALANCES FOR MONTH ENDING JUNE 30:

	1995	1996
General Fund	\$364,443	\$666,708
Petty Cash	2,750	3,250
Marketable Securities	1,393,377	1,162
Building Fund	357,957	198,015
Total Cash Balances	\$2,118,527	\$869,135

11 - Tahti and Heffron met with Neil Larson to discuss the ASA stock car racing program for Labor Day. Sinclair, Wenzel and Rustad met with representatives of the Minnesota L.P. Gas Association and the Minnesota Wood Promotion Council to review plans for their joint exhibit presentation at the 1996 fair.

11-16 - The Cuneo Company held a used car sale on the carnival lot.

12 - Sinclair and Wenzel met with Pat Davies, Minnesota DFL to review plans for their new exhibit structure for the 1996 fair.

12-13 - A book sale was held in Empire Commons.

13 - Medtronics, Inc. used Block 55 for an employee picnic and circus.

13-14 - Peterson Publishing, Los Angeles, staged a "muscle car" rally on Machinery Hill.

15 - Rustad and Sinclair met with Mr. Larry Abdo, Gopher State Ice Company to review plans for ice distribution at the fair.

17 - Wenzel, Goiffon, Fischler, Schadeck and Heffron, plus Dave Moore from TKDA and Carl Conney and Tom Overton from the Attorney General's office met with representatives from the City of Saint Paul to continue discussion on assessments and other city charges against the Society. Pooch attended the Minnesota Vocational-Agriculture Instructors annual banquet in Mankato.

18 - Giannini, Tahti and Smith met with officials of the US Immigration and Naturalization Service to discuss plans for a naturalization ceremony during the fair.

19 - Wenzel, Pooch, Blakey and Heffron met with Internal Revenue Service representatives to discuss diesel fuel testing during the fair.

21 - Walker Art Center presented a horseback riding performance in the Coliseum.

24 - A training session for staff and department superintendents was presented in the ID Center. Sales division staff, Sinclair, Rustad, Larson and Brier, held an orientation session for building and area superintendents who will oversee such facilities during the fair.

26-4 - Talent contest auditions were held in the Bandshell.

29 - Tahti, Hammer, Heffron and Neil Larson met with Rex and Brian Robbins of ASA to discuss a television production of the 1997 stock car race and other matters related to the racing contract. Sinclair and Larson met with Marty Rossini, Midway Ticket Taker Superintendent to plan overnight weighing and ticket handling procedures for Midway and Kidway, as well as changes to be made in other percentages and tram operations.

31 - Wenzel and Heffron, together with Kent Harbison, held a second meeting with IRS officials to discuss diesel fuel testing during the State Fair. State Fair hosted a meeting of Wonders of Technology exhibitors at the Libby Conference Center. Tahti, Smith and Hammer met with representatives of Coca-Cola Bottling Midwest to review site plans for the sand castle exhibit.

August

1 - Training sessions were held for Medica volunteers.

5 - A meeting of beer concessionaires was convened by Sales Division staff (Rustad, Sinclair and Larson) at the Libby Conference Center.

7 - A training session for MS Society volunteers was held. Sinclair and Pittelko met with Bruce Kath, Kath Oil Company to discuss fuel oil service and supply to the Midway and Kidway.

9 - The Outstanding Senior judging was held at the Minnesota Board of Aging offices.

11 - The executive committee approved the July 31, 1996 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Jun. 31, 1996		\$666,708
Add: Jul. Cash Deposits	\$893,599	
Less: Payroll Ending Jul. 10	(167,190)	
Payroll Ending Jul. 24	(159,864)	
Jul. Cash Disbursements	(885,410)	(318,865)

Cash Balance-Jul. 31, 1996

MARKETABLE SECURITIES ACTIVITY:

Balance-Jun. 30, 1996		\$1,162
Add: Interest Earned	\$5	5
Securities Purchased		
Less: Service Charges		
Securities Cashed		

Balance-Jul. 31, 1996

BUILDING FUND ACTIVITY:

Balance-Jun. 30, 1996		\$198,015
Add: Interest Earned	\$854	
Less: Service Charges	(41)	
Securities Cashed		\$813

Balance-Jul. 31, 1996

CASH BALANCES FOR MONTH ENDING JULY 31:

	1995	1996
General Fund	\$168,807	\$347,843
Petty Cash	2,750	9,270
Marketable Securities	805,196	1,167
Building Fund	359,630	198,828
Total Cash Balances	\$1,336,383	\$557,108

12 - Mighty Midway staff, Mike Sandefur, Tom Atkins and Steve Windell arrived for early setups and electrical installations. Sinclair spoke to the Roseville Rotary Club about the 1996 fair and introduced Mr. Tom Atkins as guest speaker. Training sessions were held for Medica volunteers.

14 - Mighty Midway staff member Richard Wells arrived to help with game setups. Clarice Schmidt and Lyle Steltz attended a 4-H Foundation appreciation dinner at the 4-H Building. Outside gates were secured beginning today; campgrounds and ID Center opened.

17 - Training sessions and a tour of the fairgrounds were conducted for Administrative Division fair-period staff.

18 - Mighty Midway safety inspector Bob Gill and staff arrived to begin inspection process.

19 - An orientation session was held for American sign language interpreters.

20 - North Star Bank opened its fairgrounds branch bank for concessionaires. A special artists preview was held in the Fine Arts Center, and a preview of the Wonders of Technology was staged in the Progress Center.

21 - The Princess Kay Coronation, sponsored by the American Dairy Association of Minnesota, was staged in the Bandshell. Preliminary horse show events were conducted in the Coliseum. Employee parking and shuttle services began; camper parking lot on Como (at Stella) opened.

22 - The 1996 Minnesota State Fair opened to the public at 6 a.m. Official opening ceremonies, hosted by society president Howard Morris, were presented at 9:45 a.m. in the Bandshell.

MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds
Friday, August 23, 1996 - 10 a.m.

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

Also present: Ken Wenzel; Joan Casey; Jim Sinclair.

President Morris called the meeting to order at 10 a.m. and welcomed all members to the 1996 fair.

Mr. Simons moved to amend the agenda, adding (1) a report on progress of the search committee and (2) consideration of extended medical benefits for retiring executive vice president. Motion seconded by Mr. Lund and carried (Aye-9; Nay-0).

Upon a motion by Mr. Recknor, seconded by Mr. Annestad and carried, minutes of the May 29 board and sales committee meeting(s), previously mailed to the members, were approved (Aye-9; Nay-0).

Minutes in vacation (as amended to correct entry of July 4 to 7, substituting the word "conducted" for "con- tested") were approved for the period May 28 through August 22 on a motion by Mr. Prokosch, seconded by Ms. Schmidt and carried (Aye-9; Nay-0).

Secretary presented the July 31, 1996 society financial statement as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Jun. 31, 1996		\$666,708
Add: Jul. Cash Deposits	\$893,599	
Less: Payroll Ending Jul. 10	(167,190)	
Payroll Ending Jul. 24	(159,864)	
Cash Disbursements	(885,410)	(318,865)

Cash Balance-Jul. 31, 1996

MARKETABLE SECURITIES ACTIVITY:

Balance-Jun. 30, 1996		\$1,162
Add: Interest Earned	\$5	5
Securities Purchased		
Less: Service Charges		
Securities Cashed		

Balance-Jul. 31, 1996

BUILDING FUND ACTIVITY:

Balance-Jun. 30, 1996		\$198,015
Add: Interest Earned	\$854	
Less: Service Charges	(41)	
Securities Cashed		\$813

Balance-Jul. 31, 1996

CASH BALANCES FOR MONTH ENDING JULY 31:

	1995	1996
General Fund	\$168,807	\$347,843
Petty Cash	2,750	9,270
Marketable Securities	805,196	1,167

Building Fund	359,630	198,828
Total Cash Balances	\$1,336,383	\$557,108

Upon a motion by Ms. Schmidt, seconded by Mr. Keenan and carried, the financial statement of July 31, 1996 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. Keenan and carried (Aye-9; Nay-0).

A list of entertainment contracts, not available for consideration on 5-29-96, was submitted by secretary. Upon a motion by Mr. Simons, seconded by Mr. Recknor and carried, the following contracts were approved (Aye-9; Nay-0):

Contractor	Dates	Terms	Venue
Southern Thunder Services Assistive Listening Devices	8/22-9/2	\$575	Grandstand
Gregory Sears f/s/o Bolton Choir	8/24	\$3,500	Grandstand
Southern Thunder Services Milk Run PA System	8/25	\$250	Grandstand
MCC Tours, Inc. f/s/o Mary Chapin Carpenter	8/30	\$45,000 plus 40% Over \$130,000	Grandstand
Jack Albinson	9/2	\$200	Grandstand
Thomas M. Baumgartner f/s/o Comedy Break	8/22-9/2	\$8,978	Bandshell
Southern Thunder Services Auditions	7/26-8/4	\$500 plus \$25.00 per man hour	Bandshell
Eugene Huddleston	8/22-9/1	\$1,500	Baldwin
Minnesota Valley Antique Farm Power & Machinery Association	8/28-9/2	\$3,000	Lee Avenue
Dale Stalhiem	8/22-9/2	\$900	Parade
Kramer Kracker Jacks	8/22, 23, 26, 30 & 9/2	\$2,000	Parade
Minnesota Pipes & Drums	8/22 & 9/2	\$1,000	Parade
The Mouldy Figs	8/30	\$600	Parade
The Jim Busta Band	8/24-25	\$600	Parade
Southern Thunder Services	8/22-9/2	\$400	Senior Bldg.
Pig's Eye Jass Band	8/26-8/29	\$5,000	Senior Bldg.
Klondike Kates	8/24, 26, 29	\$900	Senior Bldg.
Nostalgia	8/30-9/1	\$750	Senior Bldg.
Merv's Dixielanders	8/22, 24, 26	\$1,200	Senior Bldg.
Elk River German Band	8/31-9/1	\$700	Senior Bldg.
Stomp 'N Dixie	8/27-8/29 & 9/2	\$1,275	Senior Bldg.
Scandinavian Hot Shots	8/22, 23	\$600	Senior Bldg.
Tom Chepokas	8/28	\$625	Marketing

The following employee bulletin changes were approved on a motion by Mr. Lake, seconded by Mr. Steltz and carried (Aye-9; Nay-0):

Leave, Severance and Deferred Compensation Regulations

The following bulletin, issued at the direction of the board of managers of the Minnesota State Agricultural Society, outlines regulations relative to paid holidays, vacation, sick and miscellaneous leave, and severance pay for salaried employees. (Said Bulletin #2U supersedes and replaces MSAS Employee Bulletin #2T, issued 6-5-95). These rules go into effect 8-23-96.

1. PAID HOLIDAYS - The following eleven (11) days are paid holidays.

New Years Day (January 1)	Veterans Day (November 11)
Martin Luther King's Birthday (3rd Mon/Jan)	Thanksgiving Day (4th Thurs/Nov)
President's Day (3rd Mon/Feb)	Day after Thanksgiving Day (4th Fri/Nov)
Memorial Day (last Mon/May)	Christmas Day (December 25)
Independence Day (July 4)	One Floating Holiday (Employee's Choice)
Labor Day (Mon after Labor Day)	

As a general rule, holidays falling on a Saturday will be observed on the prior Friday. Holidays falling on a Sunday will be observed on the succeeding Monday.

Floating holiday may be taken on a day of employee's choice; notification in advance must be given to his or her immediate supervisor. The floating holiday must be taken during the current calendar year earned, or it is lost.

2. VACATION LEAVE - Paid vacation leave for employees will be accumulated at the following rate(s):

Through 5th year of employment - 4.25 hours per pay period; 6th through 10th year of employment - 6.25 hours per pay period; 11 years and over - 8.25 hours per pay period. Paid vacation leave may be accumulated to any amount provided that once during each year employee's accumulation is reduced to 280 hours or less. If this is not accomplished prior to the end of the last full payroll period of the year, employee's accumulation will automatically be reduced to 280 hours at that time. Reduction may take place in the form of conversion of vacation leave to a deferred compensation plan. (See #9 for Deferred Compensation conversion information.) No other direct payments for unused or unusable vacation time will be made except at termination. Requests for waiver of this prohibition must be made in writing directly to the executive vice president who may grant them at his sole discretion. Copies of such requests will be maintained in the payroll department.

Upon termination, for any cause, employee will be reimbursed, at his or her present scale, for any accumulation of vacation leave due him or her to a maximum of 280 hours.

3. SICK LEAVE - Paid sick leave for employees will be accumulated at the rate of 4 hours per pay period.

When and if employee's sick leave accumulation reaches 900 hours and while said accumulation is at or beyond the 900 hour mark, paid sick leave will be accumulated at the rate of 2 hours per pay period. Holidays that occur during sick leave periods will be paid as holidays and not charged sick leave. THERE WILL BE NO LIMITATIONS ON THE EXTENT OF EMPLOYEE'S SICK LEAVE ACCUMULATION.

An employee shall be granted sick leave for the following:

- employee illness or disability;
- medical, chiropractic, or dental care for the employee, dependent child living in the household, or minor child whether or not the child lives in the same household as the employee;

- exposure to contagious disease which endangers the health of other persons;
- inability to work during the period of time that the doctor certifies that the employee is unable to work because of pregnancy or childbirth;
- illness or disability of a dependent child who is living in the same household as the employee; or
- illness or disability of a minor child whether or not the child lives in the same household as the employee.

An employee shall be granted sick leave for such reasonable periods as the employee's attendance may be necessary for the following:

- illness or disability of family members or other dependents in the same household;
- birth or adoption of an employee's child;
- to arrange for necessary nursing care for members of the family, not to exceed three days; or
- to attend the funeral of a close relative, stepchild, ward, or parent or grandparent of the spouse for a reasonable period of time, including necessary travel time, but not for absences to aid bereaved relatives or to attend to the estate of the deceased.

A special employee fitness program (FITYES) is a system whereby employees are reimbursed for a portion of the cost of various fitness activities with the amount of the reimbursement charged to his or her accumulated sick leave. Requests for reimbursement must outline in a specific way the type of activity, the program or the club in which the employee is participating.

FITYES reimbursements will be taxable income and will be reported on your W-2 form. Taxes will be withheld as with other income. Eligible expenses will be reimbursed, but specific activities must be approved in advance by the executive vice president or director. Documentation for each expense must clearly show the type of expense, the amount paid and the date paid. Only expenses incurred within the last six months will be reimbursed. A cancelled check or paid receipt will be required. Invoices or receipts must clearly identify the organization or activity involved (for example, an invoice on organization letterhead or a receipt with a company's printed logo). The employee is responsible for obtaining acceptable documentation.

FITYES participants are required to maintain at least a 60 hour minimum sick leave balance. If sick leave balance is too low to cover a period of illness, due to the FITYES participation, the State Fair is not responsible for any loss of income resulting from unpaid medical leave. The number of hours converted in order to fund FITYES reimbursement will be based on hourly salary rate at the time the claim is processed.

Employees may not participate in any FITYES eligible program on State Fair time and no payment will be made to an employee who has terminated State Fair employment or who is in the process of terminating. FITYES application forms are available through staff services.

4. FAMILY MEDICAL LEAVE ACT - The State Fair will provide up to 12 weeks of unpaid, job-protected leave to eligible employees.

Employees who are eligible:

- 12 months of employment.
- 1,250 hours worked during 12 months before leave begins.
- Work at a site with 50 employees or where the employer has 50 employees within a 75-mile radius.

Leave allowed for:

- Birth of a child and to care for such child.
- Placement of a child for adoption or foster care.
- Provide care to employee's seriously ill spouse, son, daughter or parent.
- Serious health condition that makes employee unable to perform his or her job.

Job benefits and protection:

- During leave, employee is provided continuance of personal and dependent health and dental insurance on the same basis as during regular employment.
- Employee entitled to be restored to same position held when the FMLA-qualifying leave began, or to an equivalent position with equivalent benefits, pay and other terms and conditions of employment.
- Benefits resumed upon the employee's return to work at the same level as were provided when leave began. New or additional coverage or changes in health benefits must be made available to an employee while on FMLA qualifying leave.

5. JURY DUTY - If an employee is called to jury duty, they must inform their supervisor and the executive vice president as soon as possible. Salaried employees will be excused from their duties with pay. Expense and service fees from the court may be retained by the employee.

6. VOTING TIME - Employees will be allowed a paid period of time long enough to vote during the forenoon of an election day to vote in a state primary election, a presidential primary election, a presidential election, a state general election, or an election to fill a vacancy in the United States Congress.

7. MILITARY LEAVE - Military leave is allowed in accord with M.S. 192.261, subdivision 1, for entry into active military service in the armed forces of this State or of the United States for the period of military service up to four years plus any additional time, in each case, as the employee may be required to serve pursuant to law. If such leave results from an order to active service by the appropriate authority, the employee shall continue to accrue vacation and sick leave during the period of active service. Vacation leave may be accumulated to any amount provided that the amount is reduced to 280 hours within two years of the employee's return to State Fair employment.

Military leave in accord with 38 U.S.C. § 2024(d) for the period required to perform active duty for training or inactive duty training in the armed forces of the United States shall be granted with the employee being permitted to return to the employee's position with such seniority, status, pay, vacation and sick leave as such employee would have had if the employee had not been absent due to service under § 2024(d). The employee must inform the executive vice president within seven (7) calendar days of receiving notification of duty. Vacation leave may be accumulated to any amount provided that the amount is reduced to 280 hours within two years of the employee's return to State Fair employment.

8. SEVERANCE PAY - Any employee who is separated from employment with the society after 10 years of continuous employment by reason of death; retirement; layoff, other than seasonal; or discharge, for reasons other than malfeasance; shall be entitled to receive severance pay upon such separation. The amount of severance pay for eligible employees shall be calculated as follows: 40% of the first 900 hours plus 25% of the remainder of the employee's accumulated but unused sick leave balance at the time of separation.

Should any employee who has received severance pay be subsequently rehired by the society, eligibility for future severance pay shall be computed upon the difference between the amount of accumulated but unused sick leave to the employee's credit at the time the employee was separated and the amount of employee subsequent eligibility for severance pay.

Severance pay shall be paid over a period not to exceed two years from termination of employment.

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

Once in each calendar year, an employee may convert a portion of his or her accumulated vacation to a deferred compensation plan and will receive (up to) a \$75 matching contribution from the fair. Each employee may convert up to one hour of vacation for each hour of vacation used in the 26 pay periods ending with the last full pay period in the previous year, provided that an employee may not convert more than 80 hours per year. (The matching contribution provision will be effective January 1, 1997.)

If an employee does not choose to convert accumulated vacation to their deferred compensation plan, they will receive (up to) a \$150 matching contribution from the fair, once in each calendar year ending the Friday of the last full pay-period of the calendar year. (The matching contribution provision is effective January 1, 1997.)

NOTE: All contributions to an individual's plan, including matching contributions, may not exceed \$7,500 in any calendar year.

10. GENERAL - Employees who must take miscellaneous leave or wish to use any of their accrued vacation leave are required to submit a request, in writing, and obtain permission from the executive vice president before taking such leave. (It should be understood that no ordinary vacation leave may be taken during the period August 10 - September 10 of any year without the express permission of the executive vice president). Employees who find it necessary to use any of their accrued sick leave are required to notify their immediate supervisor as to the reason and probable duration of their absence. ANY ABSENCE FROM DUTY TAKEN WITHOUT SPECIFIC AUTHORITY OR WITHOUT PROPER NOTIFICATION SHALL BE DEEMED ABSENCE WITHOUT PAY.

Travel Regulations

The following bulletin, issued at the direction of the board of managers of the Minnesota State Agricultural Society, outlines rules and regulations relative to travel by society officers, board members and employees on society business and expenses incurred thereon. (Said Bulletin #3V supersedes and replaces MSAS Employee Bulletin #3U, issued 6-9-94). These rules go into effect 8-23-96.

1. AUTHORITY - Authority to travel at society expense, in-state and out-of-state, may be granted by the executive vice president or such person as he may designate when necessary or beneficial to the conduct of State Fair business. Such authorization shall be granted prior to the incurrence of the actual expense and shall be subject to the availability of funds.

All official employee expense reports must be checked, approved and signed by the person granting authority for said travel and by a member of the purchasing department before disbursement is made.

2. TRAVEL BY PRIVATELY-OWNED OR STATE FAIR OWNED VEHICLES - IN STATE - If possible, State Fair owned vehicles shall be used by employees when traveling within the state on official business. In such cases, the employee shall be reimbursed for the actual expenses incurred in the operation or maintenance of the State Fair vehicle.

The compensation for use of personal automobiles by employees traveling on official State Fair business shall be 27 cents per mile. (Changes in this mileage rate shall be made through formal action of the board and are effective on the date of such action.) No additional reimbursement will be made for any expense incident to the operation or maintenance of such personal car excepting only toll charges and parking fees. Mileage shall be paid for the shortest direct route according to highway department records. Mileage for deviations from the shortest direct route, such as vicinity driving or point of departure, shall be shown as a separate item on the expense report along with an explanation for each day before reimbursement will be allowed.

The executive vice president may authorize travel in personal aircraft when it is deemed in the best interests of the State Fair. Reimbursement shall be based on the shortest direct air mileage route between the point of departure and destination at the rate of 43 cents per mile.

3. TRAVEL - OUT-OF-STATE - Payment for expenses for transportation by personal vehicle for out-of-state travel shall be made on the basis of a single coach airfare. A State Fair vehicle may be used, if available, for which the employee will be reimbursed for actual expenses incurred in such use. Reimbursement for meals and lodging shall be limited to such period of time as would be required if travel were by commercial transportation, unless the use of a fair-owned vehicle results in a total cost to the State Fair that is less than the cost by commercial transportation. In such cases, reimbursement may be obtained for additional meals and lodging, and mileage reimbursement will be made in accordance with above Rule No. 2. Reasonable gratuities may be included in commercial travel costs.

When personal vehicles are used in driving to out-of-state locations not serviced by commercial transportation, travel reimbursement shall be made on an actual mileage basis in accordance with the rules cited above. In these situations, reimbursement for meals and lodging shall be limited to a reasonable period of time.

4. TRAVEL BY COMMON CARRIER - Society personnel may travel by common carrier when properly authorized by the executive vice president or his agent. Such personnel may travel first class rail and, whenever possible, advantage should be taken of round-trip fares in connection therewith. First class shall include cost of lower berth or roomette and chair car. Any expense incurred for sleeping accommodations in excess of lower berth or roomette shall be assumed by the employee. Air transportation may be authorized for an employee who is traveling in-state or out-of-state. Personnel must book tourist or coach space, unless not available. Air charter service may be used for either in-state or out-of-state travel when charter service is more practical than commercial transportation. Miles accumulated during business flights, shall be credited to the Minnesota State Fair corporate frequent flyer account. Please see the cashier in the administration building before embarking on any business flights for your corporate number. Corporate cards must be turned in upon termination of employment. When an employee has a reservation for a flight that is not going to be used, such employee shall be accountable for cancellation of such reservation.

5. MEALS - Employees shall not claim reimbursement for more than the amount actually paid for meals including a reasonable gratuity and that amount must be reasonable, taking into consideration the location in which the meal is secured. The maximum reimbursement, including sales tax, for meals within the state shall be \$7.00 for breakfast, \$8.50 for lunch and \$14.50 for dinner. The maximum reimbursement, including sales tax, for meals outside the state and on trains shall be \$8.00 for breakfast, \$9.50 for lunch and \$16.50 for dinner. (Changes in this meal allowance schedule, made periodically by the State Department of Administration, shall be incorporated into the regulation as they occur pending formal action by the board.) Reimbursement in connection with an official breakfast, lunch, dinner or banquet shall be the actual cost of the meal.

When a bona fide and necessary business purpose exists, the actual expense of second party (non-employee) meals incurred during a business meeting may be claimed by responsible employee(s) on behalf of the society if approved in advance by the executive vice president. Reimbursement limits, as shown in the paragraph above, will be waived for second parties, but not for responsible employee(s). The amount claimed, which may include a reasonable gratuity, must be reasonable taking into consideration the location in which these meals are secured. There will be no reimbursement for purchase of alcoholic beverages.

Employees required to travel from their designated work stations to outside work assignment areas may claim reimbursement for meals under the following circumstances: Breakfast, providing the employee leaves home before 6:00 a.m.; dinner, providing the employee returns to his home after 7:00 p.m.; noon meals, providing the employee is on travel status, would not ordinarily have incurred such a cost or the noon meal was obtained in conjunction with or required by an approved State Fair conference, workshop or seminar.

Employees required to attend an official breakfast, lunch, dinner or banquet within their work area in conjunction with an approved State Fair conference, workshop or seminar may be reimbursed for the actual cost of the meal. However, employees on an overtime basis may not receive reimbursement for such meals within their work areas.

6. LODGING - Because of the variance in hotel and motel accommodations, in and out-of-state, no fixed allowances are prescribed. Personnel should understand that they will be expected to use good judgment in the expenditure of funds for sleeping accommodations and that these charges must be reasonable and consistent with the facilities available.

7. MISCELLANEOUS EXPENSES - Telephone Calls - In cases where it is necessary to place a long distance business telephone call, the employee should request that the operator bill the call to the main State Fair telephone number. If an employee must pay cash for a long distance call, reimbursement may be obtained by submitting an employee expense report. However, the practice of including charges for long-distance telephone

calls in expense reports should be avoided in order that the society may realize exemption from federal taxes. Whenever possible, charges from calls to the fairgrounds should be reversed. Parking Fees - Employees shall be reimbursed for parking and toll charges on an actual expense basis, but in all cases, such expense must be reasonable in light of the circumstances and consistent with the facilities available. When receipts, parking stubs or other evidence of payment are issued to the employee for parking fees paid, they shall be submitted with the expense claim.

8. PERSONAL EXPENSES - Employees in travel status in excess of one week who do not return home during that period of time may claim reimbursement not to exceed \$16.00 per week for laundry and/or dry cleaning and pressing expenses for each week after the first week. If the employee returns home during the period of time in travel status, the reimbursement for laundry, dry cleaning or pressing will not be allowed in the week following the employee's return to travel status. Receipts must accompany the claim for reimbursement. Reimbursement for documented personal telephone calls will be reimbursed up to \$2.00 per day while on travel status. Reasonable costs for baggage handling will be reimbursed.

9. SPECIAL EXPENSES - Special expenses are defined as registration fees, conference fees, meals and other necessary reimbursable extraordinary expenses not normally allowed or in excess of the maximums in connection with the assigned duties of an employee and where the benefits of the person's attendance or participation will accrue primarily to the State Fair. Specific approval for incurring special expenses must be obtained at least two days in advance from the executive vice president, unless, after the fact, it is clearly shown that it was impossible to obtain prior approval. No approval is required for registration fees or conference fees of \$15.00 or less or conference breakfast, lunch, dinner and banquet expenses. Employees on an overtime basis may not receive any special expenses for meals. Receipts or affidavits are required for all special expenses except for meals.

Lodging as a special expense within an employee's work area is reimbursable if (1) the employee is an active participant in an official event, directly and integrally related to the employee's position and responsibilities, which required his or her presence overnight, or (2) weather conditions or other unforeseen contingencies prevent the employee from returning home before or after the official event. Receipts must be submitted. Any employee on an overtime basis is not entitled to receive special expenses for lodging within their work area.

10. RECEIPTS - Personnel who claim expenses incurred in travel must file with their expense claim, properly executed receipts for rail, air or bus transportation, sleeping car fare, hotel or motel accommodations, and other items of expense except for meals, taxi fares, baggage handling and other items costing less than \$1.00. All receipts must be issued on regular receipt form or letterhead of the person or firm furnishing the services to the employee. If the receipt has been lost or otherwise unavailable, an affidavit stating the facts covering the expenditure shall accompany the expense report. The State Fair may be billed directly for expenses such as registration or conference fees, travel agencies, hotels and motels. These billings must include the name of the employee and the nature and date of the expense. Receipts are required for all special expenses except for meals.

11. PAYMENT OF EXPENSE CLAIMS - Expense claims may only be submitted on official society forms and should be submitted monthly.

12. ADVANCEMENTS - The executive vice president may advance the estimated amount of travel meals, lodging and registration fees to an employee traveling in or out-of-state. Advance travel expense payments may not exceed the maximum allowance permitted under State Fair regulations. After the actual expense is determined, a final employee report for the trip and/or period for which the advance was made shall be prepared and forwarded to the purchasing department. If additional payment is due the employee, an additional expense report shall be prepared in the usual manner. If the advance payment exceeds actual expense, the employee shall return the excess.

The society may be billed directly by vendor for such expense as travel, lodging, conference fees, etc. The authority for advance expense payments is intended primarily to assist employees who travel frequently or for extended periods of time. Such practice shall be kept to an absolute minimum.

Employee Group Insurance Benefits

The following bulletin, issued at the direction of the board of managers of the Minnesota State Agricultural Society, outlines qualifications for and benefits from State Fair Employee/Dependent Basic life, medical and dental insurance. Said Bulletin #4R supersedes and replaces MSAS Employee Bulletin #4Q, issued 6-9-94. These rules go into effect 8-23-96. Provisions of this bulletin reflect the contract currently in effect between the State of Minnesota and the life, health, medical and dental contractor(s) providing said coverage.

Salaried employees of the Minnesota State Fair will be provided benefits as outlined below at society expense. Coverage for employee dependents is also available under this program with the fair contributing to the dependent monthly cost. Hourly employees working 30 or more weeks per year, or employees on an authorized leave of absence may join the fair's insurance program but must pay their own premiums. Below are listed the employee benefits provided:

1) EMPLOYEE LIFE COVERAGE

a. Basic Life and Accidental Death and Dismemberment Coverage - Eligible employees as defined in the previous paragraph will receive benefits as follows:

Employee's Annual Base Salary	Group Life Insurance Coverage	Accidental Death and Dismemberment Principal Sum
\$10,000-\$15,000	\$15,000	\$15,000
\$15,001-\$20,000	\$20,000	\$20,000
\$20,001-\$25,000	\$25,000	\$25,000
\$25,001-\$30,000	\$30,000	\$30,000
\$30,001-\$35,000	\$35,000	\$35,000
\$35,001-\$40,000	\$40,000	\$40,000
\$40,001-\$45,000	\$45,000	\$45,000
\$45,001-\$50,000	\$50,000	\$50,000
Over \$50,000	\$55,000	\$55,000

An employee who becomes totally and permanently disabled before age 70 may apply for a continuation of all life insurance coverage currently in effect without further premium payments.

b. Additional Death Benefit - Employees who retire shall be entitled to a \$500 death benefit payable to a beneficiary designated by the employee, if at the time of death the employee is entitled to an annuity under the State retirement program. It is also available to employees who become totally and permanently disabled and were eligible for a deferred State retirement annuity.

2) HOSPITALIZATION/MEDICAL AND DENTAL BENEFITS - Health and dental benefits are available to eligible society employees. For a description of the health and dental benefits provided, consult the brochure titled, "Your Employee Benefits," available from the staff services department.

Open enrollment on health insurance occurs every year in the fall, and any changes become effective on January 1 of the following year. Open enrollment for dental insurance typically happens every other year.

Employees who wish to inquire as to coverage, including dependent and optional coverage, or need assistance with contract, claims, etc., should contact the staff services department in the Administration Building. IMPORTANT - Please remember that basic coverage is at no expense to salaried employees and is mandatory; employees who have not signed up for this program must do so.

Additional life insurance and disability programs are available at employee's expense.

3) PRE-TAX BENEFITS - Salaried and hourly employees are eligible for pre-tax benefits where money is deducted from your paycheck on a before-tax basis to pay for certain eligible expenses. The pre-tax accounts

include the health and dental premium account, the dependent care expense account and the medical/dental expense account.

Mr. Keenan offered an interim report on the progress of the (ad hoc) search committee responsible for identifying qualified candidates for the position of executive vice president. He indicated eight individuals had applied and that all eight had been interviewed by the committee. He described the interview process and the criteria used in its conduct. A first cut, made in July, reduced the eight applicants to five finalists. He reminded the board of its obligations and limitations under the open meeting law. (If more than three members of the board meet and/or discuss society business, proper public notice must be given in accordance with the law.) Mr. Keenan indicated that he, Mr. Lund and President Morris would be available to meet with individual members of the board to solicit comments and opinions on the selection process and on the candidates. No action necessary.

Mr. Keenan introduced a motion, seconded by Mr. Lund and carried, that hospital, medical and dental insurance coverage be extended to Mr. Heffron between the time of his retirement in January until October 30, 2001 with society to pay employer's portion of premium costs as are concurrently paid for other salaried employees (Aye-9; Nay-0).

Authority was granted to incoming executive officer to provide Mr. Heffron with limited secretarial assistance for a period of one year after the date of his retirement on a motion by Mr. Recknor, seconded by Mr. Lake and carried (Aye-9; Nay-0).

Secretary submitted an abbreviated schedule of maintenance-improvement items recommended for start-up during the fall season. The schedule, approved on a motion by Mr. Simons, seconded by Mr. Lund and carried (Aye-9; Nay-0), included: sewer separation work (\$200,000), fuel tank removal (\$10,000), Bazaar repair and painting (\$15,500), re-roof residence 211 (\$10,000), install replacement doors on Coliseum exterior (\$15,000).

The board reviewed and accepted a final list of Hallberg scholarship recipients on a motion by Mr. Keenan, seconded by Mr. Lund and carried (Aye-9; Nay-0). Meeting adjourned.

LIFE MEMBER ADVISORY COMMITTEE MEETING

Administration Building, State Fairgrounds
Sunday, August 25, 1996 - 1:30 pm

Members present: Eileen Roehlke, chair; Willis Lilliquist; Harveydale Maruska; Cliff Markuson; Dick Reinhardt; Gale Frost; Evelyn Hagen; Jerry Franke; Sulo Ojakangas; Leo Keskinen; Bill Korff; Goiffon, ex officio; Jacobson, ex officio; Heffron, ex officio.

It was moved by Mr. Keskinen, seconded by Mr. Ojakangas and carried that a committee recommendation be extended to the board on behalf of Howard Morris for Life Membership in the society (Aye-9; Nay-0).

The name of Dan Elmer was put forward as a candidate for induction into the Society's Hall of Fame. On a motion by Mr. Franke, seconded by Mr. Korff and carried, it was agreed that a recommendation on behalf of Mr. Elmer be presented to the board for action at its next regular meeting. (Aye-9; Nay-0).

On a motion by Mr. Franke, seconded by Mr. Keskinen and carried, the following resolution was placed upon the record:

BE IT RESOLVED that Executive Vice President Heffron be recognized and commended for his many years of service to the society and that upon his retirement in January, he be offered special thanks for having provided leadership and guidance in the conduct of the State Fair over a period of 20 years, and further, that the Life Member Advisory Committee offers a sincere wish that Mr. Heffron might soon join their numbers.

Meeting adjourned.

MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds
Sunday, September 1, 1996 - 9:30 a.m.

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

Also present: Mary Goiffon; Kent Harbison.

President Morris called the meeting to order at 9:30 a.m.

Upon a motion by Mr. Annestad, seconded by Mr. Simons and carried, minutes of the August 23, 1996 board meeting were approved (Aye-9; Nay-0).

Secretary announced that the annual convention and trade show of the International Association of Fairs & Expositions would be held at the Hilton Hotel, Las Vegas, December 2-5, 1996. It was moved by Mr. Steltz, seconded by Mr. Lund and carried that members of the board and certain staff members designated by secretary be authorized to attend the IAFE convention with society to reimburse appropriate travel expenses (Aye-9; Nay-0).

It was moved by Ms. Schmidt, seconded by Mr. Prokosch and carried to adopt the report and recommendation of the life member advisory committee filed with the secretary on August 25, 1996 (Aye-9; Nay-0).

It was moved by Mr. Keenan, seconded by Mr. Lund and carried that the dates of the 1997 Minnesota State Fair be Thursday, August 21 through Labor Day, Monday, September 1 (Aye-9; Nay-0).

An agenda date of Thursday, November 14 (10 a.m.) was set for the next meeting of the board on a motion by Mr. Steltz, seconded by Mr. Simons and carried (Aye-9; Nay-0).

Mr. Keenan offered the following report on the progress of the (ad hoc) search committee responsible for identifying qualified candidates for the position of executive vice president:

To: Board of Managers
From: Search Committee (Howard Morris, Bert Lund, and Rich Keenan)
Date: August 30, 1996
Re: Update

Set forth below, in alphabetical order, are the five remaining candidates for the position of Executive Vice President:

Jim Frost
Jerry Hammer
Steve Pooch
Jim Sinclair
Ken Wenzel

As you know, we have attempted to evaluate each of these applicants based on a number of criteria. These factors include the following:

1. Integrity,
2. experience,
3. ability to manage and motivate staff,
4. ability to deal effectively with the board,
5. ability to represent the fair with such entities as: Governor's Office, Legislature, University of Minnesota, City of St. Paul, and all other outside entities that the fair deals with on a daily basis.

You have each had the opportunity to share your opinions and ask questions of the three members of the Search Committee. You have also had the opportunity to review the resumes for each of the applicants. Based on the Search Committee's analysis of the candidates and your input, we expect to make a recommendation to

the Board at the November meeting.

If you have any questions or additional comments, please let one of us know.

Mr. Keenan provided a description of how the process will move towards completion at the November board meeting with the presentation of a committee recommendation. Mr. Lund indicated that the search committee had not yet agreed on a single choice and would appreciate hearing from each member of the board as to his or her leading candidate. Some further discussion was undertaken on two questions: whether this matter must be resolved in an open meeting (answered in the affirmative) and whether the question should be decided with a secret ballot (answered in the negative). No action necessary.

Meeting adjourned on a motion by Mr. Keenan, seconded by Mr. Simons and carried (Aye-9; Nay-0).

MINUTES IN VACATION

August

22 - Stacy Pittroff and Robert Barona helped open the '96 State Fair by exchanging marriage vows at the top of the Giant Slide. The newlyweds then slid down to earth to begin their married life together working at the fair. Stacy's parents, Fred and Beverly Pittroff, own and operate the Giant Slide.

22-September 2 - Visitors from other expositions and special guests at the 1996 Minnesota State Fair included: Coleen Turner, Tanana Valley State Fair, Fairbanks, Alaska; Gary Goodman (and board), South Carolina State Fair, Columbia, South Carolina; George Jones, former manager of the Eastern States Exposition, West Springfield, Massachusetts; Gord Fache, Calgary Stampede and Exhibition, Calgary, Alberta; Barbara Renner, North Idaho Fair, Coeur D'Alene, Idaho; Don Muret, Amusement Business Magazine, Chicago, Illinois; Chana Mannen and Peggy Anderson, Del Mar Fair, Del Mar, California; Linda Comer, National Independent Concessionaires Association, Cape Coral, Florida; Milt Rogers (and board), Mid South Fair, Memphis, Tennessee; Gina Ritter, Houston Rodeo & Livestock Show, Houston, Texas; Larry Ankerholz, Kansas State Fair, Hutchinson, Kansas; Jerry Shriver, USA Today, NYC, New York; Joan Wyatt, Tulsa State Fair, Tulsa, Oklahoma; Don Klingler (and 80 members of the Ohio Fairmen's Association), Columbus, Ohio; Jack Swain, Regina Buffalo Days Exhibition, Regina, Saskatchewan; Paul Moore, William Morris Agency, Nashville, Tennessee; Joan Salter, Buddy Lee Agency, Kansas City, Missouri; Bernard Thomas, Mighty Thomas Carnival, Austin, Texas; George Bergquist, Arlington, Virginia.

24 - The board of the Minnesota Federation of County Fairs held a meeting in the Administration conference room and was hosted by the society board at a noon luncheon in the officers headquarters.

25 - A reunion luncheon, welcoming Life and Hall of Fame members of the society, was held in the Libby Conference Center. Special dedication ceremonies were presented with the Libby family on hand to unveil portraits of Jim and John Libby, which will be hung in the lobby of the new building. A meeting of the Life Member advisory committee was convened during the afternoon in the Administration Building.

26 - A recognition and award ceremony was held for 50-year fair participants at Heritage Square. Media senior awards were presented, also in Heritage Square.

28 - A meeting of the National Independent Concessionaires Association was held in the Visitors Plaza conference room. Sinclair and Heffron attended and spoke to the group. 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 were presented at a special ceremony in the Bandshell. The group was introduced at the Grandstand later in the day. An informal picnic was held in the Grandstand Infield to honor editors, mayors, county fair and chamber executives. After dinner, the group was hosted at an evening Grandstand show featuring Wheel of Fortune. A group of 6,000 academic achievers from throughout the state were recognized by the Minnesota Academic Excellence Foundation and the State Fair in special ceremonies in the Grandstand. Staff met with representatives of the Secret Service to plan a Labor Day visit by U.S. Vice President Al Gore.

30 - Naturalization ceremonies were staged in the Bandshell; 750 new citizens from 83 countries were sworn in.

31 - Hallberg scholarship award winners were introduced in the Bandshell.

September

1 - One Goal Plus employee awards were presented in the Bandshell.

2 - U.S. Vice President Al Gore visited the fair and spoke to a group of supporters on Machinery Hill. A fireworks presentation at 9 p.m. signaled the official conclusion of the 1996 fair. An attendance record of 1,673,976 was established for the 12 days.

6 - Casey and Scott attended a seminar on "Managing the Disabled Employee."

12 - A filming session was held in the Playland building on Carnes Avenue. Jacobson and Wenzel met with Joe Fox and Curt Norenberg for a review of the Lions ticket selling project at the 1996 fair.

12-15 - White Wolf ski sale was held in the Progress Center. A second session was conducted September 20-22.

12-16 - The annual 4-H horse show was presented in the Coliseum.

13 - Sinclair met with Grandstand concessionaire Mike Hildebrand to discuss and review changes in 3.2 beer sale hours initiated during the 1996 fair.

14 - Cemstone truck rodeo was staged in Block 55.

16 - The executive committee approved the August 31, 1996 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Jul. 31, 1996		\$347,843
Add: Cash Deposits	\$11,044,439	
Less: Payroll Ending Aug. 7	(178,716)	
Payroll Ending Aug. 21	(223,383)	
Cash Disbursements	(4,948,196)	5,694,144
Cash Balance-Aug. 31, 1996		\$6,041,987

MARKETABLE SECURITIES ACTIVITY:

Balance-Jul. 31, 1996		\$1,172
Add: Interest Earned	\$5	5
Less: Service Charges		
Securities Purchased		
Securities Cashed		
Balance-Aug. 31, 1996		\$1,177

BUILDING FUND ACTIVITY:

Balance-Jul. 31, 1996		\$198,828
Add: Interest Earned	\$888	
Less: Service Charges	(42)	
Securities Cashed	(150,000)	\$(149,154)
Balance-Aug. 31, 1996		\$49,674

CASH BALANCES FOR MONTH ENDING AUGUST 31:

	1995	1996
General Fund	\$3,163,315	\$6,041,987
Petty Cash	7,150	9,255
Marketable Securities	620,709	1,172
Building Fund	361,328	49,674
Total Cash Balances	\$4,152,502	\$6,102,088

16-18 - Leach attended the Western Washington Fair in Puyallup to check a Disney presentation.

19 - Hammer attended a meeting of the Wonders of Technology exhibitors, hosted by the Minnesota High Technology Council.

20-22 - A baseball card show was promoted in the Merchandise Mart; a country folk art show was held in the Grandstand; the Western Saddle Club horse show was staged in the Coliseum.

21 - St. Anthony Park Community Council sponsored a neighborhood cleanup campaign using Block 55 as its assembly point. Pooch met with Carol Shields of the State 4-H Office to discuss mutual concerns within the 4-H program at the fair.

23 - Storm sewer construction began in the livestock area with Judson Avenue closed between Liggett and Stevens. Pooch met with Ann Connery of Minnesota Paint Horse Association to discuss possible logistical changes and review judges for 1997. Goiffon and Huber attended an "Open Enrollment Insurance Training" seminar at the Capitol.

24 - The staff computer technology committee met in the Administration conference room. Senior staff attended and participated at a meeting of the fair's accessibility committee to review access problems and improvements noted during the '96 State Fair. Dick Ramberg chaired the session with assistance from Julie Scott.

25 - Goiffon and Huber attended a session on "Violence in the Workplace" sponsored by the Suburban Area Chamber of Commerce.

26 - Hammer attended a meeting of the St. Paul District 10 Community Council's small area task force.

26-29 - United Stores camping show was staged in the Merchandise Mart.

27 - Heffron spoke at a breakfast meeting of the Daymakers Rotary Club in Bloomington.

27-29 - The Minnesota Festival horse show was presented in the Coliseum.

28 - A model railroad show and sale was held in the Education Building; Junior League promoted a garage sale in Empire Commons; the Como District Council sponsored its annual neighborhood cleanup project using Blocks 8 and 9 on the north end of the fairgrounds.

28-29 - An antique car show was staged in the Infield; the Minnesota Craft Council presented a fiber and metal art fair in the Fine Arts Gallery.

October

1 - Wenzel and Heffron met with Susan Hoyt, Falcon Heights City Administrator, to discuss the upcoming Larpenteur Avenue improvement project.

1-6 - Midstates horse show was presented in the Coliseum.

2-6 - Leach and Tahti attended CMA-SRO '96 in Nashville, Tennessee.

3-5 - An Evangelical garage sale was held in the Crossroads Chapel.

4-6 - A woodworking show was staged in the Education Building. Heffron attended the Country Music SRO Convention in Nashville.

5-6 - Military relics show was held in Empire Commons; the Prime antiques show was presented in the Grandstand, East Room and Infield.

7 - Senior staff held a space utilization meeting in the Administration conference room to develop plans to deal with future office and work space needs.

8 - Goiffon and Casey met with representatives from St. Anthony Park School to discuss a joint school/business partnership program. Flinn, Goiffon and Ron Auger met with Karl Duvivend of Knox Lumber Company to discuss 1996 Care & Assistance operations.

9 - Sinclair met with Gunnar Pettersen, Metropolitan Inspection Service, Inc., to review electrical inspection programs and processes undertaken for the 1996 fair, as well as 1997 plans for same. Goiffon and Casey attended a law seminar sponsored by Faegre & Benson law firm in Minneapolis. Executive Committee approved the September 30, 1996 cash transaction summary as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Aug. 31, 1996		\$6,041,987
Add: Cash Deposits	\$4,145,148	
Less: Payroll Ending Sept. 4	(419,031)	
Payroll Ending Sept. 18	(207,848)	
Fair period payroll Sept. 4	(1,538,134)	
Cash Disbursements	(7,459,365)	(5,479,230)
Cash Balance-Sept. 30, 1996		\$562,757

MARKETABLE SECURITIES ACTIVITY:

Balance-Aug. 31, 1996		\$1,172
Add: Interest Earned	\$5	
Securities Purchased	4,000,000	
Less: Service Charges		
Securities Cashied	(275,000)	3,725,005
Balance-Sept. 30, 1996		\$3,726,177

BUILDING FUND ACTIVITY:

Balance-Aug. 31, 1996		\$49,674
Add: Interest Earned	\$506	
Less: Service Charges	(24)	
Securities Cashied		\$482
Balance-Sept. 30, 1996		\$50,156

CASH BALANCES FOR MONTH ENDING SEPTEMBER 30:

	1995	1996
General Fund	\$726,125	\$562,757
Petty Cash	4,113	1,000
Marketable Securities	3,623,765	3,726,177
Building Fund	363,007	50,156
Total Cash Balances	\$4,717,010	\$4,340,090

10 - Sinclair and Rustad met with representatives of the Minnesota Departments of Health and Agriculture to discuss inspections by these agencies at the 1996 fair and their priorities for same in 1997.

10-15 - Cuneo used car sale was promoted using the Carnival Lot.

11-13 - A computer sale was held in the Education Building.

12-20 - Kinney promoted a shoe sale in the Merchandise Mart.

13 - An antique roadster swap meet was held in Blocks 8 and 9.

16-27 - Wilson Leather Company held a coat and leather clothing sale in Empire Commons.

17-18 - Casey attended a Job Service Employee Committee conference sponsored by the State of Minnesota in Willmar, MN.

18-20 - Cuneo snowmobile sale was conducted on the Carnival Lot. Seasonal storage was accepted beginning this date.

23 - The ice season began in the Coliseum. Leach, Tahti and John Mons met with Tim Berhend, stage hands union to discuss improvements and plans for 1997 Grandstand presentations.

24 - Hammer spoke at a luncheon meeting of the Retired Ag Men.

29-30 - Senior executive staff held a two-day planning workshop in the Administration Building conference room.

November

1 - Credential letters were sent to county agricultural societies and statewide associations. Commercial space registration materials for 1997 were sent to qualified exhibitors and concessionaires who participated in the 1996 exposition.

1-3 - Pooch judged IAFE Agriculture Awards in Springfield, MO.

5-7 - Heffron attended a Western Fairs Association management conference in Ventura, California.

6 - Pooch met with JoAnna Yund of Training Camp, Inc. regarding a possible stock dog competition at the 1997 State Fair. Pooch met with Beth Miner and Betsy Kieffer of Minnesota Hunter & Jumper Association regarding possible changes for the '97 show.

7 - Flinn, Goiffon and Marge Krueger met with the Minnesota Board on Aging to review the Outstanding Senior Citizen judging requirements.

12 - George Jones, who prepared and submitted a consultant's report on the '96 fair, reviewed the report with senior staff using a slide presentation.

SALES COMMITTEE MEETING
MINNESOTA STATE AGRICULTURAL SOCIETY
 Administration Building, State Fairgrounds
 Thursday, November 14, 1996 - 9:30 a.m.

Members present: Don Simons, chairman; Rich Keenan; Bert Lund; Martin Annestad; Bob Lake; Vern Prokosh; Clarice Schmidt; Lyle Steltz; Howard Recknor; Howard Morris, ex officio; Mike Heffron, ex officio; Jim Sinclair, ex officio; Ken Wenzel, ex officio; Marshall Jacobson, ex officio.

Also present: Kent Harbison, Jerry Hammer, Mary Goiffon, Karen Leach, Steve Pooch and Rochelle Rustad.

Chairman Simons called the meeting to order at 9:30 a.m.

Mr. Sinclair presented a report of 1996 sales division revenue, reviewed respective variances by category between 1995 and 1996 and addressed questions posed by the committee regarding the report. Acceptance of the report was moved by Mr. Lund, seconded by Mr. Recknor and carried (Aye-8; Nay-0).

**1996 MINNESOTA STATE FAIR SALES DIVISION
CONCESSION/EXHIBIT REVENUE SUMMARY**

	1995	1996	Comparison
Concessions			
Indoor and Outdoor Space	\$573,609.77	\$552,931.39	\$ -20,678.38
Percentage/Participation Attractions			
Antique Auto Show	\$2,495.36	\$3,446.13	+ 950.77
Carousel	9,854.65	13,022.54	+ 3,167.89
Ejection Seat	41,134.20	37,217.86	- 3,916.34
Giant Slide	68,650.70	79,007.25	+ 10,356.55
Haunted House	86,728.61	89,154.87	+ 2,426.26
Iwerks	14,692.95	14,082.25	- 610.70
Lazor Tag	6,117.54	-	- 6,117.54
Maze	2,080.93	-	- 2,080.93
Nascar Go-Karts	-	11,960.56	+ 11,960.56
Old Mill	20,152.47	23,779.07	+ 3,626.60
Petting Zoo/Animal Rides	11,119.72	-	- 11,119.72
River Raft Ride	1,543.91	9,672.65	+ 8,128.74
Rock Climbing	-	11,444.25	+ 11,444.25
Sky Coaster	-	18,828.11	+ 18,828.11
Skyride	67,667.75	71,089.38	+ 3,421.63
Space Tower	<u>24,657.15</u>	<u>29,927.09</u>	+ <u>5,269.94</u>
	356,895.94	412,632.01	+ 55,736.07
Midway - Kidway			
Rides and Shows	1,163,101.67	1,072,189.07	- 90,912.60
Games	340,395.04	371,056.96	+ 30,661.92
Food and Beverage	66,341.69	59,568.90	- 6,772.79
Arcade	9,260.44	9,355.69	+ 95.25
Commissary	<u>2,340.47</u>	<u>2,896.54</u>	+ <u>556.07</u>
	1,581,439.31	1,515,067.16	- 66,372.15
Grandstand Concessions			
Food	47,919.39	22,776.20	- 25,143.19
3.2 Beer	37,782.36	27,220.13	- 10,562.23
Attraction Merchandise Sales	<u>51,171.00</u>	<u>35,316.95</u>	- <u>15,854.05</u>
	136,872.75	85,313.28	- 51,559.47
Non-Food and Beverage	<u>234,168.07</u>	<u>250,986.67</u>	+ <u>16,818.60</u>
Concession Percentage			
Food and Beverage	<u>1,118,968.46</u>	<u>1,220,423.29</u>	+ <u>101,454.83</u>
Concession Percentage			
3.2 Beer and Food			
Brede Enterprises Inc.	79,062.45	88,188.98	+ 9,126.53
Cleworth's Food and Beverage	46,065.75	52,329.82	+ 6,264.07
Crocker's Spaghetti Village	10,031.46	11,799.31	+ 1,767.85
John A. Giere	44,386.25	44,326.40	- 59.85
H.M.H. of St. Paul, Inc.	31,546.07	32,972.50	+ 1,426.43
Kirschner's Beer Stube	12,606.89	16,015.72	+ 3,408.83
Midway Men's Club	8,710.12	9,063.25	+ 353.13
Ward Food Services	12,031.00	10,658.98	- 1,372.02
Werner's Frontier	<u>30,915.68</u>	<u>30,474.50</u>	- <u>441.18</u>
	275,355.67	295,829.46	+ 20,473.79
Sundry			
Canceled but Active Licenses	5,242.50	1,492.00	- 3,750.50
Concession/Exhibit Lists	555.50	546.00	- 9.50
Entertainment Merchandise Sales	6,616.88	15,425.27	+ 8,808.39
Merchandise/Commissary Permits	32,800.00	41,550.00	+ 8,750.00
Miscellaneous	5,653.66	4,529.37	- 1,124.29
Novelities (Desplenter)	50,056.00	54,533.00	+ 4,477.00
Programs (Official) - Auto Race	<u>1,080.00</u>	<u>1,648.00</u>	+ <u>568.00</u>
	<u>102,004.54</u>	<u>119,723.64</u>	+ <u>17,719.10</u>

Exhibits	\$4,379,314.51	\$4,452,906.90 +	\$73,592.39
Indoor and Outdoor Space	226,617.30	216,918.00 -	9,699.30
Institutional			
Indoor and Outdoor Space	32,656.00	35,342.00 +	2,686.00
Grand Totals	\$4,638,587.81	\$4,705,166.90 +	66,579.09

Comparative reports of food and beverage, non-food concession and midway revenue for 1995 and 1996 were presented by Mr. Sinclair. No action was required.

FOOD/BEVERAGE PERCENTAGE REPORT

Sales Date	Food\$	Beverage\$	Tax	CURRENT YEAR		LAST YEAR	
				Net of Gross	Percentage	Net of Gross	Percentage
8-20	242.00	118.15	21.98	338.17	33.82		
8-21	14,316.94	4,072.15	1,122.35	17,266.74	1,726.70	21,482.83	2,148.29
8-22	536,209.13	141,222.67	39,458.90	637,972.90	63,797.38	516,494.23	51,649.50
8-23	810,525.76	224,339.84	60,487.81	974,377.79	97,437.88	856,574.74	85,657.64
8-24	987,346.64	273,539.47	73,930.04	1,186,956.07	118,695.85	1,051,992.10	105,199.29
8-25	947,807.55	290,321.91	72,616.10	1,165,513.36	116,551.51	1,151,059.83	115,106.11
8-26	764,443.65	179,803.19	55,084.57	889,162.27	88,916.32	681,166.44	68,116.80
8-27	673,022.38	159,271.85	48,385.27	783,908.96	78,391.01	607,372.47	60,737.45
8-28	724,851.14	187,673.45	53,290.89	859,233.70	85,923.53	685,315.99	68,531.80
8-29	838,670.60	234,644.36	62,791.57	1,010,523.39	101,052.52	1,095,484.77	109,548.56
8-30	986,404.61	264,812.41	73,121.25	1,178,095.77	117,809.83	1,145,808.30	114,580.81
8-31	1,119,755.22	318,572.20	84,310.97	1,354,016.45	135,401.82	1,459,794.67	145,979.54
9-01	995,117.23	280,062.23	74,784.79	1,200,394.67	120,039.64	1,150,281.91	115,028.40
9-02	695,417.42	192,143.56	51,721.69	835,839.29	83,584.11	810,580.46	81,058.18
9-03	4,708.50	150.25	296.55	4,562.20	456.23	37.71	37.37
10,098,838.77	2,750,747.69	751,424.73	12,098,161.73	1,209,818.15	11,233,782.45	1,123,379.74	
3.2 Beer	1,758,955.92	107,354.12	1,651,601.80	263,843.38	1,607,192.19	256,748.95	
Grand Totals	10,098,838.77	4,509,703.61	858,778.85	13,749,763.53	1,473,661.53	12,840,974.64	1,380,128.69

NON-FOOD/BEVERAGE PERCENTAGE REPORT

Sales Date	Gross Sale	Tax	CURRENT YEAR		LAST YEAR	
			Net of Gross	Percentage	Net of Gross	Percentage
8-20	826.30		826.30	82.63		
8-21	1,607.60		1,607.60	160.76	1,322.11	132.21
8-22	96,920.94	3,893.84	93,027.10	14,412.19	78,214.89	12,156.70
8-23	137,957.98	4,873.19	133,084.79	20,297.48	114,688.44	17,525.19
8-24	164,237.50	5,989.56	158,247.94	24,391.00	149,773.31	23,134.52
8-25	145,731.89	5,340.49	140,391.40	21,620.06	137,455.57	21,595.26
8-26	115,469.60	4,393.75	111,075.85	17,029.22	87,630.00	13,716.80
8-27	112,075.21	4,227.06	107,848.15	16,601.78	94,709.10	14,681.89
8-28	121,567.66	4,296.56	117,271.10	17,671.32	96,166.20	14,705.58
8-29	131,116.08	4,799.14	126,316.94	19,348.63	126,739.21	19,629.96
8-30	152,339.62	5,418.19	146,921.43	22,554.40	145,881.40	22,590.55
8-31	185,342.51	6,863.79	178,478.72	27,255.21	190,149.05	29,006.08
9-01	155,417.06	5,935.74	149,481.32	23,330.53	144,160.62	22,746.45
9-02	120,804.57	4,988.63	115,815.94	18,081.03	114,758.12	17,920.33
Totals	1,641,414.52	61,019.94	1,580,394.58	242,836.24	1,481,648.02	229,541.52

MINNESOTA STATE FAIR CARNIVAL REVENUE/AMUSEMENTS AND RIDES 1983 - 1994

Year	Rank	Total Gross	Advance	Fair's Percentage	Attendance	Per Cap
1983	12	\$1,143,510		\$370,031	1,347,884	\$.85
1984	11	1,380,367		450,034	1,446,450	.95
1985	10	1,462,861		481,796	1,496,014	.98
1986	9	1,680,873	\$11,058	609,434	1,565,349	1.07
1987	7	1,772,088	18,036	666,824	1,612,178	1.10
1988	6	1,808,701	23,730	677,844	1,621,279	1.12
1989	8	1,700,811	37,344	635,178	1,551,361	1.10
1990	5	1,886,981	51,896	718,026	1,528,688	1.23
1991	2	1,938,969	78,578	738,238	1,488,810	1.30
1992	4	1,902,736	84,672	708,296	1,550,603	1.23
1993	1	2,031,646	105,408	764,530	1,601,325	1.27
1994	3	1,904,490	145,936	698,645	1,561,903	1.22
Mighty Midway Revenue/Rides and Games						
1995	2	\$4,424,566	\$206,296	\$1,399,669	1,673,312	\$2.64
1996	1	4,441,519	242,816	1,442,941	1,673,976	2.65

MINNESOTA STATE FAIR MIGHTY MIDWAY FINANCIAL SUMMARY 1995 - 1996

Attraction	1995 Gross Revenue	1996 Gross Revenue	Difference	1995 MSF Revenue	1996 MSF Revenue	Difference
Rides & Shows	\$2,526,607	\$2,467,265	(\$59,342)	\$1,078,887	\$1,072,189	(\$6,698)
1995=67 1996=68						
Skill Games	1,897,959	1,974,254	76,295	320,782	370,752	49,970
1995=60 1996=61						
Arcade	42,909	43,261	352	8,024	8,120	96
1995=1 1996=1						
Merchandise Concessions	34,833	38,157	3,324	7,975	8,318	343
1995=2 1996=2						
Food/Beverage Concessions	492,414	502,994	10,580	46,565	47,780	1,215
1995=13 1996=12						
Commissary	11,676	17,105	5,429	1,159	1,711	552
1995=1 1996=1						
Totals	\$5,006,398	\$5,043,036	\$36,638	\$1,463,392**	\$1,508,870**	\$45,478

**Plus, sales tax revenue to building fund: 1995 - \$270,044; 1996 - \$271,079

A report on the assessment program levied against concessionaires and commercial exhibitors for fairgrounds utility system maintenance and improvement projects undertaken in 1995, as well as revenue generated under the program, was presented by Mr. Wenzel. No action was required.

1996 UTILITY ASSESSMENT PROGRAM

1995 ACTUAL COSTS

Sewer system improvements	\$228,291	
Water and sewer consumption	105,636	
Sewer system maintenance	5,000	
Electric plant improvements	130,812	
Electric plant maintenance	115,192	
Water system maintenance	21,470	606,401
State Fair share		- 300,000
		306,401

Assessments based on the following:

No utilities	4.20 front foot (\$50 minimum)
Minimum electric use	8.40 front foot (less than \$50 consumption)
Electric use	16.20 front foot (more than \$50 consumption)
Electric, water, sewer	21.60 front foot (no minimum, \$1,000 maximum assessment)

Footage details:

8,580 feet @ 4.20
4,937 feet @ 8.40
4,146 feet @ 16.20
7,282 feet @ 21.60
29,945 total feet

Total billings =	\$267,710
Less adjustments	6,099
Less cancellations	6,482
Less a/c receivables (4)	652
Paid to date	\$254,477

The meeting was adjourned at 10:18 a.m. on a motion by Mr. Prokosch, seconded by Mr. Annexstad and carried (Aye-8; Nay-0).

MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

Administration Building, State Fairgrounds
Thursday, November 14, 1996 - 10:00 a.m.

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

Also present: Ken Wenzel; Kent Harbison; Marshall Jacobson; Rochelle Rustad; Jerry Hammer; Mary Goiffon; Karen Leach; Steve Pooch; Jim Sinclair.

Mr. Morris called the meeting to order at 10:26 a.m.

A motion was made by Mr. Annexstad, seconded by Mr. Lake and carried that the board and committee minutes recorded during the 1996 fair be approved as submitted to the members by mail (Aye-9; Nay-0).

Minutes in vacation, covering the period August 22 through November 12, 1996, and the administrative action noted therein, were approved on a motion by Mr. Prokosch, seconded by Mr. Simons and carried (Aye-9; Nay-0).

Secretary presented the October 31, 1996 financial statement as follows:

GENERAL FUND ACTIVITY:

Cash Balance-Sept. 30, 1996		\$562,757
Add: Cash Deposits	\$2,275,928	
Less: Payroll Ending Oct. 2	(132,855)	
Payroll Ending Oct. 16	(116,223)	
Payroll Ending Oct. 30	(107,460)	
Cash Disbursements	(2,475,922)	(556,532)
Cash Balance-Oct. 31, 1996		\$6,225

MARKETABLE SECURITIES ACTIVITY:

Balance-Sept. 30, 1996		\$3,726,177
Add: Interest Earned	\$12,391	
Securities Purchased		
Less: Service Charges	(586)	
Securities Cashed	(3,710,000)	(3,698,195)
Balance-Oct. 31, 1996		\$27,982

BUILDING FUND ACTIVITY:

Balance-Sept. 30, 1996		\$50,156
Add: Interest Earned	\$217	
Securities Purchased	1,880,000	
Less: Service Charges	(10)	
Securities Cashed		1,880,207
Balance-Oct. 31, 1996		\$1,930,363

CASH BALANCES FOR MONTH ENDING OCTOBER 31:

	1995	1996
General Fund	\$250,951	\$6,225
Petty Cash	3,000	4,500
Marketable Securities	1,745,031	27,982
Building Fund	1,984,636	1,930,363
Total Cash Balances	\$3,983,618	\$1,969,070

After review of the statement and other financial data, it was moved by Ms. Schmidt, seconded by Mr. Steltz and carried that the financial resume be approved (Aye-9; Nay-0).

Secretary reviewed a preliminary, year-ending income and expense statement for 1996. Information only; no action required.

Approval of action taken by the sales committee earlier in the morning (Nov. 14) was moved by Mr. Prokosch, seconded by Mr. Annexstad and carried (Aye-9; Nay-0).

It was moved by Mr. Simons, seconded by Mr. Lund and carried that the three staff persons currently occupying State Fair custodial residences (Fischler, Wimmer and Heffron) be allowed the gratis storage of personal vehicles and other household materials on the fairgrounds (Aye-9; Nay-0).

Mr. Jacobson presented a report of activity in the society's building fund for 1996. The report, which summarizes authorized expenditures, sales tax and matching deposits, was reviewed and accepted on a motion by Mr. Simons, seconded by Mr. Recknor and carried (Aye-9; Nay-0).

MINNESOTA STATE FAIR BUILDING FUND REPORT—YEAR ENDING 10/31/96

Date (10-31)	Required deposits of sales tax and matching funds	Actual deposits and interest	Board-approved fund releases	Fund balance
1988	\$0-	\$199,526*	\$0-	\$199,526
1989	706,000	722,731	(733,000)	189,527
1990	750,000	765,787	(438,000)	517,044
1991	890,000	919,008	(350,000)	1,086,052
1992	830,000	872,931	(450,000)	1,508,983
1993	1,000,000	1,033,346	(650,000)	1,892,329
1994	1,032,000	1,043,209	(1,570,000)	1,365,538
1995	1,612,000	1,665,636	(1,625,000)	1,406,174
1996	1,600,000	843,519**	(898,000)	1,351,693
	\$8,420,000	8,065,693	\$(6,714,000)	\$1,351,693
Fund balance required by law				1,706,000
General Fund owes Building Fund				\$354,307

* Deposit to open fund; not required by law

** Sales tax matching deposit not yet made (\$800,000)

It was moved by Mr. Prokosch, seconded by Mr. Annexstad and carried that secretary be authorized to enter into contracts with acts and attractions for the 1997 fair (Aye-9; Nay-0).

Secretary presented a staff recommendation that 1997 gate admission fees be adjusted to: adult-\$6; child & senior-\$5; vehicle-\$4; advance sale (adult, child, senior, vehicle)-\$4; child & senior day promotion(s)-\$1. After discussion, it was moved by Mr. Lake, seconded by Mr. Keenan and carried that the recommended fee schedule be adopted (Aye-9; Nay-0).

Secretary submitted a comparative report of per capita spending at the fair for 1993-1996. Information only; no action required.

MINNESOTA STATE FAIR PER CAPITA SPENDING

	1993	1994	1995	1996
Food and beverage	\$7.59	\$7.60	\$8.15	\$8.73
Retail purchases	4.97	5.14	5.40	5.67
Carnival and other attractions	2.14	2.06	-	-
Mighty Midway rides and games	-	-	2.65	2.65
Other attractions	-	-	.94	1.13
Grandstand and Coliseum tickets	1.32	1.28	1.31	1.07
Admission fee average	<u>3.42</u>	<u>3.42</u>	<u>3.90</u>	<u>3.90</u>
	\$19.44	\$19.50	\$22.35	\$23.15

It was moved by Mr. Steltz, seconded by Mr. Lund and carried that the following advertising policy be implemented for 1997: "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 broadcast outlets in surrounding states." Included in the motion was approval of a 1997 advertising agency contract with the M.R. Bolin firm (Aye-9; Nay-0).

Mr. Keenan introduced a motion, seconded by Mr. Simons and carried, that employee/dependent hospital, medical and dental insurance coverage be extended to Robert Armstrong between the time of his retirement (after January 20, 1997) until January 20, 1999 with society to pay employer's portion of premium costs as are concurrently paid for other salaried employees (Aye-9; Nay-0).

A review of fair-week payrolls was undertaken, after which it was moved by Mr. Simons, seconded by Mr. Annexstad and carried that the submitted payroll summary, totaling \$1,606,041, be approved (Aye-9; Nay-0).

A comparative report of agricultural and livestock entries at the 1996 fair was reviewed. Report only; no action required.

MINNESOTA STATE FAIR COMPETITIVE ENTRY COMPARISON

Department or Category	1996	1995	1994
Creative Activities	1937 exhibitors	1848	1950
	5940 entries	5436	5840
Beef Cattle	691 animals	864	780
Dairy Cattle	1046 animals	1129	1194
Sheep	1056 animals	1137	812
Swine	668 animals	675	695
Goats	675 animals	626	555
Llamas	148 animals	120	118
Bee & Honey	148 exhibitors	117	139
Wine	59 exhibitors	56	60
Flowers	93 exhibitors	77	76
Vegetables	124 exhibitors	91	116
FFA Cattle	777 animals	782	709
FFA Sheep	658 animals	644	578
FFA Swine	762 animals	656	715

It was moved by Mr. Prokosch, seconded by Mr. Lake and carried that the following Grandstand and Coliseum tickets be transferred to non-pay status (Aye-9; Nay-0):

GRANDSTAND				
8-22	Gin Blossoms, Goo Goo Dolls	7:30 p.m.	40 @ \$18.00	Contract Provision
8-23	Alan Jackson, Wade Hayes	7:30 p.m.	234 @ \$19.00	Contract Provision (Sponsorship)
8-24	Michael Bolton	7:30 p.m.	304 @ \$20.50	Contract Provision
8-25	Brooks & Dunn, Kathy Mattea	7:30 p.m.	260 @ \$19.00	Contract Provision (Sponsorship)
8-26	Marty Stuart, Travis Tritt	7:30 p.m.	120 @ \$17.00	Contract Provision
8-27	Willie Nelson, Sammy Kershaw	7:30 p.m.	80 @ \$17.00	Contract Provision
8-28	Vince Gill	7:30 p.m.	75 @ \$20.00	Contract Provision
8-29	Wheel of Fortune	7:30 p.m.	120 @ \$12.00 413 @ \$12.00	Contract Provision Seniors & Editors

8-30	Mary Chapin Carpenter, BoDeans	7:30 p.m.	92 @ \$17.00	Contract Provision
8-31	Bill Cosby	7:30 p.m.	10 @ \$19.00	Contract Provision
9-01	Randy Travis, Trisha Yearwood	7:30 p.m.	146 @ \$17.00	Contract Provision Sponsorship
9-02	Miller Genuine Draft 300	2:00 p.m.	253 @ \$16.00	Contract Provision (Sponsorship)
COLISEUM				
8-22	English Horse Show	12:30 p.m.	19 @ \$6.50	Judges, Trophy Donors, Departmental
8-22	English Horse Show	6:30 p.m.	19 @ \$6.50	Judges, Trophy Donors, Departmental
8-23	English Horse Show	1:00 p.m.	19 @ \$6.50	Judges, Trophy Donors, Departmental
8-23	English Horse Show	6:30 p.m.	19 @ \$6.50	Judges, Trophy Donors, Departmental
8-24	English Horse Show	6:30 p.m.	19 @ \$6.50	Judges, Trophy Donors, Departmental
8-25	English Horse Show	12:30 p.m.	14 @ \$6.50	Judges, Trophy Donors, Departmental
8-25	English Horse Show	6:30 p.m.	14 @ \$6.50	Judges, Trophy Donors, Departmental
8-26	English Horse Show	12:30 p.m.	14 @ \$6.50	Trophy Donors, Departmental
8-26	English Horse Show	6:30 p.m.	14 @ \$6.50	Trophy Donors, Departmental
8-27	English Horse Show	6:30 p.m.	14 @ \$6.50	Trophy Donors, Departmental
8-28	Rodeo	7:00 p.m.	14 @ \$6.50	Announcer, Departmental
8-29	Rodeo	1:00 p.m.	14 @ \$6.50	Announcer, Departmental
8-29	Rodeo	7:00 p.m.	14 @ \$6.50	Announcer, Departmental
8-30	Rodeo	7:00 p.m.	14 @ \$6.50	Announcer, Departmental
8-30	Western Stock Show	12:30 p.m.	14 @ \$6.50	Trophy Donors, Departmental
8-31	Western Stock Show	6:30 p.m.	14 @ \$6.50	Trophy Donors, Departmental
9-01	Western Horse Show	12:30 p.m.	14 @ \$6.50	Trophy Donors, Departmental
9-01	Western Horse Show	6:30 p.m.	14 @ \$6.50	Trophy Donors, Departmental
9-02	Western Horse Show	12:30 p.m.	14 @ \$6.50	Trophy Donors, Departmental

Under the same motion, outside gate and carnival tickets having a total face value of \$195,349, used by various departments for promotion, entertainment, contract requirements and for institutional purposes during the 1996 fair, were reclassified as non-pay. Following is a breakdown:

DEPARTMENTAL:			
Carnival	250	\$3.00	\$750.00
Cattle	26	8.00	208.00
Competition	258	3.00	774.00
Creative Activities	335	3.00	1,005.00
Education	312	3.00	936.00
Finance	300	3.00	900.00
Fine Arts	4	3.00	12.00
4-H	25	3.00	75.00
Free Entertainment	13,556	3.00	40,668.00
Fruits	8,365	3.00	25,095.00
FFA	172	3.00	516.00
Grandstand-Concert	347	3.00	1,041.00
Grandstand-Race	2,122	3.00	6,366.00
Guest Services	487	3.00	1,461.00
Horse	361	3.00	1,063.00
Meats	655	3.00	1,965.00
Media & Public Relations	6	3.00	18.00
Park & Ride	4,507	3.00	13,521.00
Public Safety	546	8.00	4,368.00
Sales	39	3.00	117.00
Senior Citizen	1,859	3.00	5,927.00
Sheep	458	3.00	1,374.00
	348	3.00	1,044.00
	21	3.00	63.00
INSTITUTIONAL-ORGANIZATIONS:			
	11,528	3.00	34,333.00
INSTITUTIONAL-PROMOTION:			
	17,276	3.00	51,828.00
Total	64,163		\$195,349.00
Gate	63,591	3.00	\$190,773.00
Rides	572	8.00	4,576.00
Total	64,163		\$195,349.00

Ms. Goiffon presented a progress report on the upcoming annual meeting, January 17-19, 1997. Information only; no action required.

Mr. Keenan introduced a final report on behalf of the (ad hoc) search committee which was charged with the responsibility of identifying qualified candidates for the position of executive vice president, reducing the number of candidates to a short list of finalists and from that group of finalists, choosing a single individual for recommendation to the board. Mr. Keenan reviewed the process and indicated that each member of the board had been consulted, offered an opportunity to discuss the finalists and asked for their recommendations or choices for the position. Based upon those recommendations, interviews, a review of resumes and other relevant background information, the search committee presented for board consideration the name of Marketing Director Jerry Hammer. It was moved by Mr. Keenan, seconded by Mr. Lund and carried that upon the satisfactory conclusion of salary negotiations, Mr. Hammer be named to the position of society executive vice president effective January 19, 1997 (Aye-9; Nay-0).

It was moved by Mr. Keenan, seconded by Mr. Simons and carried that Mr. Heffron be presented the Steelcase office chair presently located in the secretary's office as a severance award (Aye-9; Nay-0). (The chair in question was purchased 2-27-92 for \$891; it was fully depreciated on 11-1-96.)

Meeting adjourned on a motion by Mr. Annexstad, seconded by Mr. Recknor and carried (Aye-9; Nay-0).

ANNUAL MEETING
MINNESOTA STATE AGRICULTURAL SOCIETY
Radisson South Hotel, Bloomington
January 17-18-19, 1997

The 138th annual meeting of the Minnesota State Agricultural Society opened on Friday, January 17 at the Radisson South Hotel in Bloomington.

The resolutions committee met to conduct business at 9:30 a.m. Saturday, January 18. Delegates named to the committee were Robert Kuhn, Fillmore; Keith Kreykes, Nicollet; Shirley Eklund, Isanti; Ron Erickson, Ramsey; Rich Keenan, Hennepin; Burt Hill, Hubbard; Jerome Deal, Traverse; Ray Smothers, Itasca; Gene LaDoucer, Kittson.

Appointees to the credentials committee, which met at 10:15 a.m. Saturday, were Lloyd Cordes, Goodhue; Keith Schulte, Watonwan; Tim Sperry, Chisago; Sharon Stillings, Ramsey; Rich Keenan, Hennepin; Steve Ouverson, Mille Lacs; Bonnie Westfield, Yellow Medicine; Chauncey Wargin, So. St. Louis; Rita Krause, Lake of the Woods.

At 1:30 p.m. Saturday, delegates from the second, seventh and ninth regional districts met in caucus to certify nominees for election to the society's board of managers on Sunday. Selected were: second district - John Paulmann, Gaylord; seventh district - Vern Prokosch, Bird Island; ninth district - Clarice Schmidt, Sabin.

Members of the society met for breakfast at 8:00 a.m. Sunday, January 19 and at 8:30 a.m. convened in general session. President Morris introduced the head table and called upon Secretary Heffron for his annual report:

Good morning ladies and gentlemen:

After four years as a summer employee of the State Fair, I became a freshman member of the full-time staff in 1957. One of my first assignments was to coordinate a small speakers bureau and respond to requests from civic clubs, chamber groups, ag organizations and the like who asked that someone from the fair come to their meeting and present information about the annual event.

It was not very long before I realized that throughout the state there was universal pride and a deep curiosity about this society, the fair and about the system of management peculiar to its unique style and successful record.

These folks wanted to hear more about the fair than how last year's edition had done and what was on the schedule for the one coming up. They wanted background, history, some sense of the fair as a business. They wanted to know who founded the organization and why. They asked about where the profits went when the fair was profitable and how the organization sustained itself when it was not profitable.

I came to this new responsibility with little real knowledge of State Fair history, nor did I understand much about the people responsible for its birth and its upbringing. And so, before I hit the speakers trail, I hit the books. I went all the way back to the beginning—to 1853 and 1854 when the society was proposed and then organized and to 1855 when the first fair was held. As I moved forward and watched the fair's history unfold, I became fascinated by the development of its personality and began to understand the simple truths of its constitution.

It is, by nature, a creative and forceful reality having inherent character and temperament. It is unsophisticated and successful because of that fact. Those who serve it are more shaped by the State Fair than is the State Fair shaped by those who serve it. And that, ladies and gentlemen, provides evidence and clear proof that the exposition is a Minnesota treasure, to be valued by its citizens, respected by its government and defended by this society.

I've attended these meetings for nearly 40 years and, over the past 20 years have reported annually to delegates and friends of the society.

During those long periods of time, I've taken for granted that each of you, delegate and friend, comes to the meeting somehow imbued with a full and complete understanding of the historical context which surrounds and throws light upon our work at this convention.

My assumption, of course, was wrong. Why and how could you know about the fair's past, and why should you understand how that history impacts upon what we do today and how we think about tomorrow?

And so today, I'm going to offer the Readers Digest condensed short-course on the Minnesota State Fair, past and present. This will not be classroom history in its usual form; hopefully it will be a little more fun than that.

The small group of men who planned and later organized the territorial fair, which only a few years later would become the Minnesota State Fair, were influential throughout the region for a variety of reasons. (You'll note I said "men." In 1853, the gender gap was wider than the widest river. Even George Washington couldn't throw a dollar across its width. I'll offer you another example of this phenomenon a little later.)

Alexander Ramsey, who was governor of the territory and, later, the second governor of the state, along with Henry Sibley, who five years later in 1858 was to become Minnesota's first state governor, were leaders in the movement to organize the agricultural society and create for it the system of governance which brings you together here in this room 144 years later.

I'll ask you to keep in mind for future reference one important difference between Ramsey and Sibley. Ramsey was a republican while Sibley was a democrat.

Others in the planning group have names familiar to you because they are now attached to counties within the state: Henry Rice, James Goodhue, S.B. Olmstead, Norman Kittson, Martin McLeod, William Nobles and John Mower.

Those of you from the Twin Cities might recognize a few other society organizers because their names are attached to city streets, including streets near the present fairgrounds: Eugene Larpenteur, B.F. Hoyt, J.W. Selby, Lyman Dayton.

Two of the leading activists in the formation of the territorial fair are better known for other accomplishments: John B. Stevens, who is generally regarded as the "founding father" of the society, served as its president in 1855. Mr. Stevens is acknowledged to be the first resident of (what would later be called) Minneapolis.

Vice president of the society in 1855, Joseph Brown was better known for building Fort Snelling, laying out the city of Stillwater (which he proposed be made capital of the new state) and as editor of the *Minnesota Pioneer*, later to be known as the *St. Paul Pioneer Press*. Mr. Brown remains best known—and this should interest our friend Martin Annexstad from St. Peter—for naming the new state "Minnesota." It was previously known as "St. Peter's Country."

Not all, in fact few of the original organizers of the society were actively engaged in agriculture. Some were Indian traders, others were politicians, editors, bankers or all of the above in various combinations. Nearly all, however, were land speculators impressed with the possibilities of developing Minnesota into a profitable agricultural region (with a resultant increase in land values.)

The very first fair sponsored by the new territorial society was a joint presentation. They were joined by the Hennepin County Agricultural Society on October 17 and 18, 1855 on a site known as Bridge Square just across the Mississippi River in Minneapolis. This location is presently near Franklin and Riverside and the Franklin Avenue bridge.

Let me quote from the 1910 Hall & Holcombe *History of the State Agricultural Society*. "The newspapers declared that the occasion brought together the largest concourse of white people that had ever assembled in Minnesota. Many of the counties were represented and altogether about 2,000 persons attended. Many ladies were present as well."

I doubt I need say more about the condition of gender equity in 1855.

The fair of 1856, like its immediate predecessor, was declared a success, but in 1857 disaster struck the fledgling society. This third fair was moved across the river and presented in an area known as Capitol Square in downtown St. Paul.

Again quoting from Hall & Holcombe: "Only a part of the fairgrounds was enclosed by a high board fence,

but only a few spectators contented themselves with a distant view of the exhibition over the permanent, low iron enclosure on the east side of the ground; that side was fenced by two watchmen with clubs and a fierce bulldog."

As if fence-jumpers weren't enough, the financial panic of 1857, which spread from the eastern states during the spring and summer of that year, closed two St. Paul banks and made paper money suspect.

At this point we get our first taste of how politics would influence the conduct of the fair before the turn of the century. This is where you need to remember that Ramsey was a republican and Sibley was a democrat.

This comes direct from Hall & Holcombe's narrative of 1901: "The third fair was held during an exciting political campaign. Minnesota was preparing for admission into the Union as a sovereign state. Although Minnesota was still a territory, state officers, from governor down, were voted for on October 13. Henry Sibley and Alexander Ramsey were respectively the democratic and republican gubernatorial candidates. The territorial fair of 1857 closed four days before the election, when political excitement was at its highest. It was said that many republicans refused to attend the fair because Sibley was president of the society, and they believed the fair itself was a part of the democratic machines."

The fair of 1858—our first year of statehood—never was. It was cancelled because of financial difficulty. After statehood, the fair began a "wandering period," going from town to town in response to requests from city and county officials. It was hosted by Red Wing, Winona, Rochester, Owatonna and several other cities over a period of 25 years.

The reason the fair moved to various parts of the state was simple: It was easier to move the fair than it was to move people. There were no railroads in those early years and the roads were nearly impassable. Traveling to and from the fair could involve several days each way by horse-drawn wagon. This was also a difficult and uncertain period in which to travel. Conflicts between Indians and white settlers were frequent and sometimes dangerous during the 1860s.

The State Fair came to its present home in 1885 after a contest, of sorts, between St. Paul and Minneapolis. The society was offered (what is now) Minnehaha Park in Minneapolis for 50¢ an acre. Ramsey County countered by offering the county poor farm at Como and Snelling for free. Being the good businessmen they were, the board accepted the Ramsey County offer.

Having finally found a permanent home, the fair prospered and began to gradually build a complex of buildings, roadways and other facilities at its present site in the midway area between St. Paul and Minneapolis. Events that otherwise caused great difficulty for the citizens and institutions of our country, such as the great depression in the '30s and World War II in the '40s, served as opportunities in the development of the fairgrounds. WPA, a Franklin Roosevelt recovery program, invested tens of thousands of dollars in fairgrounds streets, sidewalks, buildings, sewers, water and electrical systems, and in so doing, allowed the facility to grow in a way that would not have otherwise been possible.

During WW II, the livestock area of the fairgrounds was taken over by the government and converted to use as a defense plant for the manufacture of airplane propellers. A fence was put up around the area with guard towers and dogs. Visitors to the fair in 1943 and 1944 saw a fence within a fence. After the end of the war, the society negotiated financial claims against the federal government over damage done to buildings in the livestock complex and, as a result, were able to replace the aging Hippodrome with a brand-new, 6,000-seat exhibit and show arena on the same site.

Over these many years, only six fairs have been cancelled: The first cancellation would have been our first state fair in 1858. Two fairs were cancelled in 1861 and 1862 because of the Civil War and Indian unrest in parts of the state. So many young Minnesotans were away fighting in the Union Army that those who remained at home feared to travel to the fair. Minnesota was a participant at the Chicago Worlds Fair of 1893. Out of respect, the society cancelled its own presentation that year and assisted with the Minnesota exhibits at the Chicago event. Our last two cancellations occurred in 1945 and 1946. In '45, the government declared a transportation emergency so it could move troops from Europe to the Pacific Theater after VE Day. In '46, the cancellation was caused by a serious epidemic of polio throughout the state.

If you're counting, it's been 142 years since the first fair in 1855. Over that period, six were cancelled, three were territorial and 133 were full-fledged state fairs. Not a bad record given the ups and downs of those 142 years of history.

Let me close this short synopsis by giving you a snapshot of who and what we are today. We're a nonprofit, public corporation and, at the same time, a quasi-state agency. The former is important because it guarantees that no distribution is made of our net income; all fair profits are reinvested in the physical plant, are used for the payment of premiums and awards and for the presentation of programs and entertainment. The latter, being a quasi-state agency is less important in the fact that we can, but do not now, nor have we received appropriations from the state since 1949. During its entire life span, the society has received from the state a grand total of \$3.5 million.

The fair is a business, it operates as a business would operate. It pays its own bills, it uses its own resources and credit to care for State Fair buildings and build new ones when appropriate. It receives no subsidy from any source.

The fair is governed by officers and by a board elected from the agricultural community—a process you will undertake here in just a few moments. Politicians and state officials have no direct involvement in the election process or in the fair's management.

The fair is now a \$20 million enterprise. It annually hires 2,400 seasonal employees. Each day of the fair its payroll is \$300,000; its annual payroll totals \$5 million. If you add to its direct employment, the 2,300 seasonal helpers hired by concessionaires and exhibitors, you now have the equivalent of 500 full-time, year-around jobs.

At the conclusion of my presentation at a Lions or Rotary Club luncheon or a local chamber breakfast, if there is time for questions, I'm always asked two things: How do I get space to sell food at the fair? My answer: Prove to our rental office that you're really good. And next, how does the Minnesota State Fair rank nationally? Well, that's a little tougher to answer, but I'll give it a try. In 1995, we ranked fourth in the US and Canada; last year, we ranked fifth. Those ahead of us include: the Texas State Fair, which runs 24 days and draws 3 million, 550 thousand people; the Houston Livestock Show, running 17 days, drawing 1 million, 830 thousand people; (next) the New Mexico State Fair, 17 days, 1 million, 750 thousand people and (finally) the Canadian National Exhibition in Toronto, which runs for 18 days and draws 1 million, 700 thousand people.

Our fair, as you know, is 12 days long (half the length of Texas and 5 days shorter than either New Mexico or Houston) and has an attendance of 1 million, 670 thousand visitors.

We do not mind at all being the fourth or fifth best fair in terms of attendance, which denotes quantity, because we know our fair ranks first in quality (and always has).

Let me give you a little tip about those attendance figures and how they relate to the business of conducting a fair. The attendance figures I just provided for you from Dallas, Houston, Albuquerque and Toronto include both paid and free attendance. The attendance figures I gave you for St. Paul are paid only. St. Paul has the highest paid attendance of any fair in the US or Canada—bar none.

Aside from all the hype that goes with national rankings and attendance comparisons, one fact remains clear: We at the Minnesota State Fair are dedicated to serving the people of this great state. We count our audience as most deserving of our attention and our best efforts. We pledge to continue the tradition of excellence that has marked the Minnesota State Fair for long these 142 years.

Thank you, ladies and gentlemen.

The following credentials report was presented by Chairperson Chauncey Wargin, So. St. Louis County and adopted by the membership: All credentials have been found to be in order with the following exceptions: Minnesota Lamb & Wool Producers did not file with the secretary of state by the statutory deadline of

December 20, 1996 and Minnesota Horse Breeders Association credentials were not signed by the secretary. Resolutions committee report was offered for the record by Chairperson Ron Erickson, Ramsey County. The following resolutions were adopted by the membership:

1. Resolved, that the society pledges to provide its patrons with the finest agricultural exposition in North America. Be it further resolved that we extend our thanks to the 1,673,976 people who visited the 1996 State Fair, making it the best-attended exposition in the fair's 142-year history.
2. Resolved, that the society extend its sincere gratitude to two gentlemen who today are retiring from the State Fair board of managers - President Howard Morris of Cokato and Vice President Bert Lund of St. Paul. Each of these good men have provided the fair with 16 years of exemplary service, and we thank them for their hard work and selfless dedication.
3. Resolved, that the society acknowledge its enormous debt to Executive Vice President Mike Heffron, whose retirement today brings to an end a most distinguished 43-year career of full-time service to the State Fair. Be it further resolved that we congratulate Mike for his many professional accomplishments, and that we wish for him great success and happiness in the future.
4. Resolved, that the society acknowledge with sadness the loss of all members and associates who died during the past year, including Dorothy Christensen, Eugene Cufer, Richard Goodrich, Doris Kunert, Lyle Perkins, Clark Piper, Harold Thomforde and Jim Weinhaus. We further resolve to extend our sympathy to the families of these good people.
5. Resolved, that the society earns great benefit from its association with other expositions and related businesses, and that the society continue its strong relationships with the Minnesota Federation of County Fairs, the Midwest Showmen's Association, the International Association of Fairs & Expositions and other organizations dedicated to professional improvement.
6. Resolved, that the society extend its thanks and sincere appreciation to all who contributed to the success of its 138th annual meeting.

The society proceeded to conduct elections with results as follows:

Martin Annexstad, St. Peter, president, one-year term; Joe Fox, Maplewood, vice president - fourth regional district, two-year term; John Paulmann, Gaylord, second regional district, one-year unexpired term vacated by election of president; Vern Prokosch, Bird Island, seventh regional district, three-year term; Clarice Schmidt, Sabin, ninth regional district, three-year term; Howard Morris, Cokato, honorary life member; Dan Elmer, Edina, Hall of Fame.

There being no further business before the body, the 138th annual meeting of the Minnesota State Agricultural Society was adjourned.