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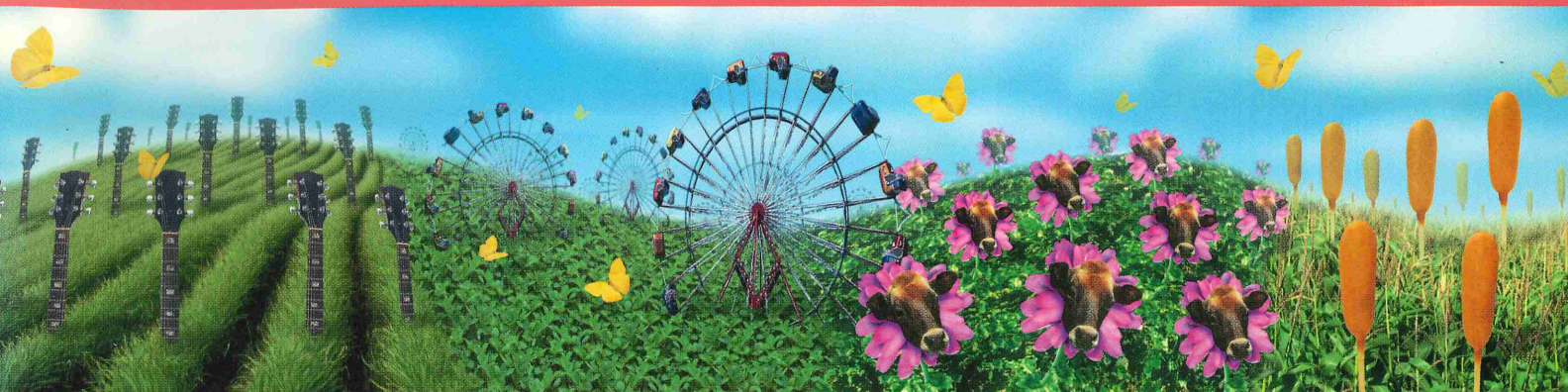
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# It was a bumper crop of fun!

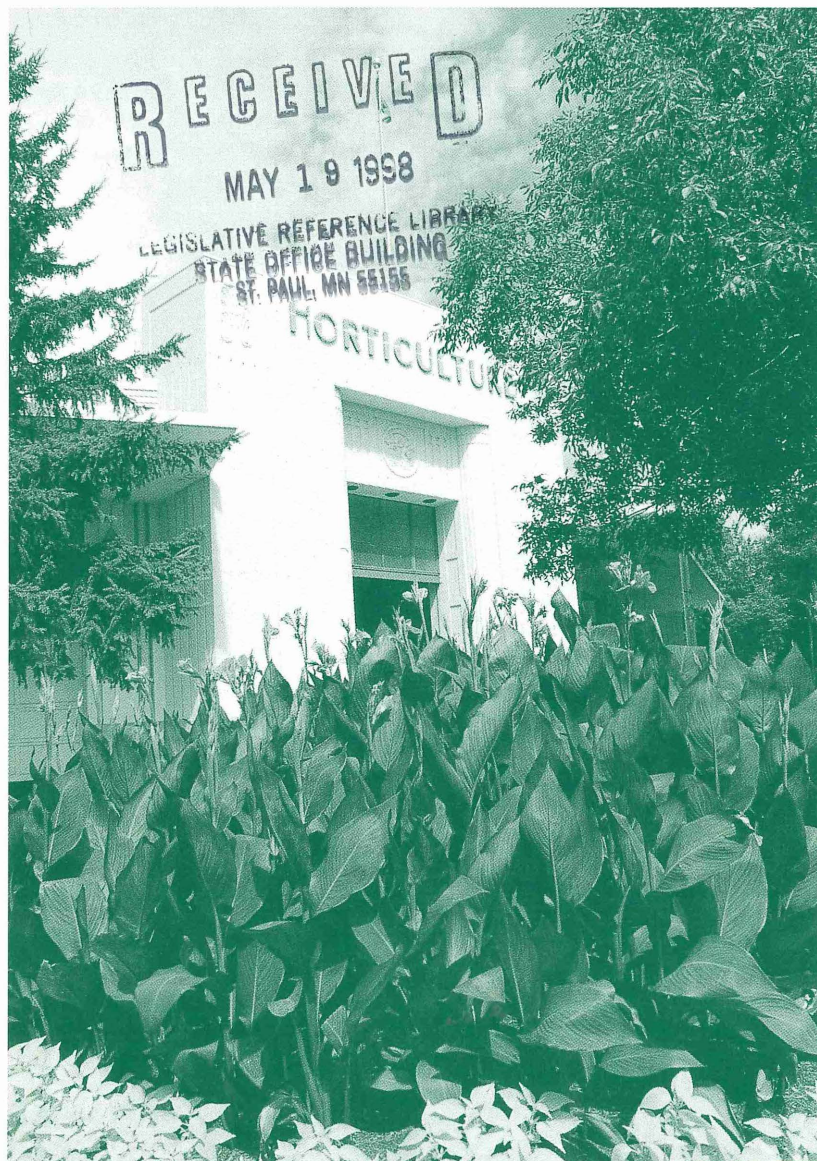
The 1997 Minnesota State Fair began as a small seed and blossomed into a beautiful crop carefully cultivated by thousands of devoted caregivers. On Aug. 21, a record number of visitors flooded the gates and the success of the fair continued throughout its 12-day run, yielding a new cumulative attendance record. The success of the fair

reaches beyond record attendance and revenue totals, however, and touches something at the core of every Minnesotan; pride. It is this personal attachment shared between Minnesota and the fair that allows it to grow each year and remain one of the most successful fairs in the world.

## 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.



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# Report

of the Executive Vice President, Jerry Hammer



The Minnesota State Fair welcomed a record 1,683,454 guests during the 12 days of the fair.

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## Dear Friends,

The Minnesota State Fair has a great reputation in the fair industry, and each year a good number of guests from fairs throughout the world attend the exposition. Among those who visited in '97 was a delegation from the Indiana State Fair in Indianapolis and they were very complimentary towards the fair. Perhaps the most striking observation they made, however, had nothing to do with any technical aspect of the fair, but rather with the strong sense of community that the State Fair inspires in Minnesota's citizens.

Our friends from Indiana said that this was immediately perceptible as soon as they stepped off their plane. People at the airport were talking about their fair - about the wonderful one-of-a-kind event that belonged to them. The Indiana group heard the same thing at their hotel, at shopping centers, restaurants and through the news media. The fair was clearly on the minds of Minnesotans, and they took

great pride in their fair - not only because it is a great event, but because they have a very deep and very tangible feeling of ownership in the Great Minnesota Get-Together.

And that's just as it should be. For if there is one great truth about the Minnesota State Fair, it's that the fair belongs to the people. Those of us fortunate enough to be involved in the presentation of the State Fair are its stewards, entrusted to take good care of what truly is a Minnesota treasure. If we fail to serve our audience, we fail.

How did we measure up in 1997? If we are to judge by attendance - a good barometer of public acceptance or rejection - then we must declare the year an unqualified success with a record count of 1,683,454 paid admissions. The year also set a new benchmark financially with a record operating gain of \$3 million, all of which will be put to good use maintaining and improving the State Fairgrounds and its \$104 million worth of facilities. (The State Fair is financially self-sufficient, receiving no federal, state or local aid for any purpose.)

While record years are nice, however, they are not the ultimate measure of success. Vagaries in weather and the economy have had and will continue to have a profound effect on attendance and finances. The real measure of success is in the quality of presentation. Does the State Fair fulfill its mission to provide its audience with the very best showcase possible? Does the fair's marketplace of agriculture, industry, entertainment and ideas transcend the ordinary? Does the State Fair remain current, relevant and vital?

In '97, as in past years, the answer is an



Waterfalls quietly bubble during the early morning hours in Carousel Park. Photo submitted by Edie Karras of Minneapolis, Minn.



emphatic yes. On every front, the State Fair made significant progress last year. Agricultural and creative competitive events remained very strong and, in some cases, set new records for participation levels. The number and quality of commercial and educational exhibits continues to astound, as does the tremendous entertainment program. And high technology continues to play a major, growing role in the fair's presentation.

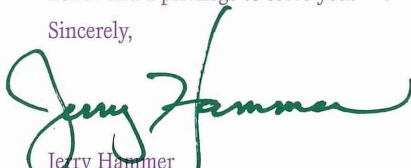
All of this isn't worth much unless it's affordable to our audience. In 1997, the State Fair continued to offer the most extraordinary value around. Advance sale tickets cost barely half the price of a first-run movie, while a variety of special days and deals offered further savings on rides, attractions, food and merchandise. A wealth of free shows and activities gave our guests a full day's worth of first-class educational and entertaining activities at no additional charge. And best of all, since the State Fair is financially self-sufficient, this wonderful event is presented at absolutely no cost to taxpayers.

While 1997 will be remembered for its artistic and financial successes, it also will be sadly remembered as the year in which too many good friends were lost. Among those special people retired from State Fair service who died in '97 were former staff member and State Ag Society honorary life member Harold Johnston; former superintendent of vegetables Curt Klint; and retired fair board vice president, State Fair Hall of Fame member, honorary life member and grand gentleman of the State Fair Norris Carnes.

The State Fair also lost its president in 1997. Martin Annexstad, truly a man of the land and a tremendous asset to the State Fair's board of managers, died in November at his family's farm in Norseland, Minn. Martin was a man of enormous heart and character, whose quiet dignity and courage remain an inspiration to us all. It was our very good fortune to work with this great man, and he is sadly missed.

Most certainly, there would be no fair without the amazing efforts of many truly amazing people. On behalf of the thousands who work so very hard each year to make the State Fair a reality, our sincere thanks to our guests and participants for their ongoing love affair with the Great Minnesota Get-Together. It is truly an honor and a privilege to serve you.

Sincerely,

  
Jerry Hammer  
Executive Vice President

## 1997 State Fair

Date	Day	Attendance	Hi/Lo	Precip
<b>Thurs. Aug. 21</b>	Thrifty Thursday & Agriculture Day	107,225	76/52	.00
<b>Fri. Aug. 22</b>	Play Hooky From Work Day	115,078	74/52	.00
<b>Sat. Aug. 23</b>	FFA 50th Anniversary Day	171,032	84/60	.05"
<b>Sun. Aug. 24</b>	Wonders of Technology Day	181,627	77/62	.00
<b>Mon. Aug. 25</b>	Seniors and Kids Day	122,956	78/60	.00
<b>Tues. Aug. 26</b>	Veterans Day and State Fair Explorer Day	99,190	83/66	Trace
<b>Wed. Aug. 27</b>	E3—Return of Elvis Day	103,758	85/65	.00
<b>Thurs. Aug. 28</b>	Seniors, Kids & Academic Excellence Day	140,246	79/60	Trace
<b>Fri. Aug. 29</b>	International Day	140,852	76/62	.02"
<b>Sat. Aug. 30</b>	4-H Day and Bad Hair Day	202,259	82/65	1.24"
<b>Sun. Aug. 31</b>	Amateur Talent Contest 25th Anniversary Day	183,386	84/61	.00
<b>Mon. Sept. 1</b>	Last Chance Day	115,845	86/67	.25"
<b>TOTALS</b>		<b>1,683,454</b>		<b>1.56"</b>
		(a new attendance record)		



# New crops yielded great crowds



Junior Brown wowed audiences during his two-night stint at the Bandshell. Brown performed during the fair's new Bandshell Tonight! concert series.

The 1997 State Fair was rich with nutrients, allowing new attractions of all sorts to crop up throughout the fairgrounds.

**Agri-Land** This display brought the fair back to its roots by highlighting the past, present and future of Minnesota agriculture. Exhibits in the Agri-Land Pavilion displayed cutting-edge developments in farming and creative uses for Minnesota commodities. Outside, the area included real growing crops and the Old Iron Show—featuring working antique farm equipment. Participants in the exhibit included the University of Minnesota, the United States Department of Agriculture and many members of the Agriculture Utilization Research Institute.

**Bandshell Tonight!** Fair visitors star-gazed the night away with nationally known entertainers at Bandshell Tonight! The concerts were free and

included Williams & Ree, Junior Brown, BeauSoleil avec Michael Doucet, Gary Puckett, Max Carl & Big Dance and Dan Seals.

**SuperDogs** Talented dogs leapt onto the scene at the '97 State Fair. They competed in agility trials, barrel racing and pole weaving. The SuperDogs performed at all ticketed equestrian events in the Coliseum.

**Stock Dog Trials** Canines stole the show during the fair's first-ever dog trials, which took place Aug. 25 in the Coliseum. Trained dogs put sheep through their paces just like in the movie "Babe." Handlers directed their dogs through a variety of mustering maneuvers using only voice commands or hand gestures.

**Budweiser Beer School** Adults went back to school in droves at the Budweiser Beer School. Students spent 30 minutes learning about the 8,000-year-old process that turns barley malt, brewer's rice, yeast, hops and water into fresh Budweiser. After class, students put their knowledge to the test with a five-ounce sample of the product.

**The Fishing Hole** One of the featured attractions in this exhibit was Buck Potter's popular fishing demonstrations at the Bass Bin—a 3,200-gallon aquarium stocked with Minnesota game fish. The area also provided visitors with the opportunity to try out their new-found fishing skills at a virtual reality fishing simulator. The Fishing Hole was free and open to the public.

**Explore Minnesota** This free exhibit, located in the North Crossroads exhibit hall, provided visitors with all the information needed to plan their next vacation in Minnesota. Various recreational destinations throughout the state were represented and travel counselors were on hand to answer questions.

**New Foods** Delectable treats of many different varieties were offered to fair visitors. Included were Spudzza (a pizza-style crust topped with sliced potatoes and a variety of meats, vegetables and cheeses), deep-fried alligator and Cajun alligator sausage (served on a stick, of course), Cornish pasties and old-fashioned kettle corn.



## Admission Prices

\$6.00	Adults (13 to 64)
\$5.00	Seniors (65 and over)
\$5.00	Kids (5 to 12)
Free	Kids under 5
\$4.00	Pre-fair sale (all ages)*

\*Available at the State Fair and Holiday StationStores throughout Minnesota and western Wisconsin.

## Midway Tickets

\$20.00	Midway bonus sheet (44 tickets)
\$10.00	(sheet of 20)
\$8.00	Pre-fair 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)



# Perennials blossomed beautifully

The State Fair also featured popular returning attractions in '97.

## Wonders of Technology

Technological developments along with fast-growing high-tech applications for everyday use were highlighted in the Wonders of Technology exhibit. Housed in the fair's elegant Progress Center, this free exhibit offered fair visitors the chance to send e-mail, try out the latest software, have a digital portrait made and participate in hands-on learning about science and technology. The exhibit was presented by members of the Minnesota High Technology Council.

**E3-The Return of Elvis Day** The third annual Elvis Day at the fair featured Elvis and Priscilla hairdos, an Elvis lip-sync contest and an official State Fair Elvis. A wandering Elvis Band made its way around the fairgrounds, and even a bovine Elvis was spotted in the Moo Booth.

**Adventure Park** Adrenaline-pumping rides offered thrill seekers just what they were looking for in Adventure Park. The reverse-bungee Ejection Seat catapult ride shot two people at a time to a height of 140 feet. Nearby, the Sky Coaster launched up to three riders from a height of 100 feet, and then sent them sailing

through the air Superman-style. Other attractions included the Rock—a 24-foot high climbable mini-mountain, a trampoline bungee launch and the Iwerks Reactor Simulator theater presentation of Secrets of the Lost Temple.

**Mighty Midway and Kidway** The fair's thrilling Mighty Midway offered scores of hand-picked rides, games and attractions from throughout North America. Included were the one-of-a-kind Hard Rock spin ride and a crowd-pleasing flume water ride. More of the country's best attractions were also presented at the fair's family-friendly Kidway.

**State Fair Daily Mall Parade** The parades featured a variety of participants, including marching bands, floats and the Budweiser Clydesdales.

## New Foods

**Alligator** (breaded, Cajun style, deep-fried and seasoned)

**Banana Flip** (folded chocolate cake filled with whipped banana cream filling and topped with whipped cream, strawberries and chocolate shavings)

## Bread Bowl Salads

**Cinnamon Roasted Almonds**

**Famous Dave's BBQ Shack**

**Fudge Folks**

**Old-Fashioned Kettle Korn**

**Pasties** (pastry filled with roast beef, potatoes and onion)

**Spudzza** (a pizza-style crust topped with sliced potatoes and a variety of meats, vegetables and cheeses)



The State Fair's roaming Elvis caught up with some young sprouts in Heritage Square. Photo submitted by Julie Welch of Golden Valley, Minn.





# Value-sproutin' bargains



Susan Wilcox of Blaine, Minn., submitted this photo. Look closely and you'll see her husband sipping from a handy souvenir sports bottle attached at his waist. Available at 14 locations around the fairgrounds, the sipper could be purchased, then refilled for a nominal fee.

Visitors picked bushels of bargains at the '97 State Fair. From special promotions to just plain good deals, the State Fair remained a great place to have fun without spending a lot of money. Great deals at the '97 State Fair included:

**Thrifty Thursday** A record 107,225 people turned out for the fair's opening day, Thrifty Thursday, Aug. 21, which offered huge savings on admission for all ages. Adults got in for just \$3, kids 12 and under were admitted for \$1. Thrifty Thursday also featured all-day deals on everything in the fair's Mighty Midway and Kidway.

## Seniors and Kids Days

Seniors 65 and older and kids 5 through 12 were admitted for just \$1 on two special days. Both days also featured big discounts on Mighty Midway and Kidway rides, games and concessions.

## Early Bird Mighty Midway Special

Weekdays from 9 a.m. to noon, visitors could save one-third to one-half off on all Mighty Midway and Kidway rides, games and concessions.

**Cheapskate's Guide to the Fair** This popular guide directed guests to the fair's best deals, hidden bargains, prize drawings and freebies. The guide's mascot, Cheapskate the Chick, awarded lucky visitors with coupons good for free food and merchandise.

**Super Saver Discount Books** These books, from Happenings, included 93 coupons good for weekday savings on food, merchandise and attractions throughout the Fairgrounds. The books sold for \$4.50 during the fair, and \$4 in advance.

**Last Chance Day** Close-out sale prices from many State Fair food and merchandise vendors were featured on Last Chance Day, Sept. 1. Plus, visitors saved big all day long on Mighty Midway and Kidway rides, games and concessions.

The popularity of taking a Metro Transit bus to the fair has mushroomed. Buses ran continually every day during the '97 exposition offering visitors a simple and cost-effective way to get to the fair.



## Take a ride on the Metro

Metro Transit, that is! Twenty-five percent of all fairgoers used some form of mass transportation to get to and from the fairgrounds. Included were Metro Transit regular route and shopping center express buses. Fair visitors could hop on a Metro Transit State Fair Express bus at Ridgedale, Brookdale, Southdale, Northtown, Signal Hills or Maplewood Mall every day, including Labor Day. A coupon for \$2 off gate admission was offered to everyone who paid bus fare and rode an express bus to the fair. The discount was offered only on regular-priced tickets purchased at the gate.

The fair's popular Park & Ride system included free parking with free bus service to the State Fair from 18 parking lots. Among them were 4,000 parking spaces at the University of Minnesota's Minneapolis campus, not to mention HealthEast's accessible transportation service and the fair's off-grounds employee parking lot. When all was said and done, a total of 421,395 people sat back and enjoyed the ride.





# 1997 by the bushel and peck

**Number of Elvis-on-a-Sticks at the fair** One. On E3-The Return of Elvis Day, one of the impersonators in the day's lip-sync contest performed his act on a pair of stilts. Although he didn't win, he was heads above the other competitors.

**Number of phone calls handled by the State Fair's operators during the fair** 27,000 calls, and with only 8 operators!

**Number of entries in the FFA farm crops competition** 1,326. Farm crop entries, also known as crop art and arrangement, must be made of samples of grains grown in Minnesota which would be used as livestock feed or for other value-added products such as ethanol (made from corn).

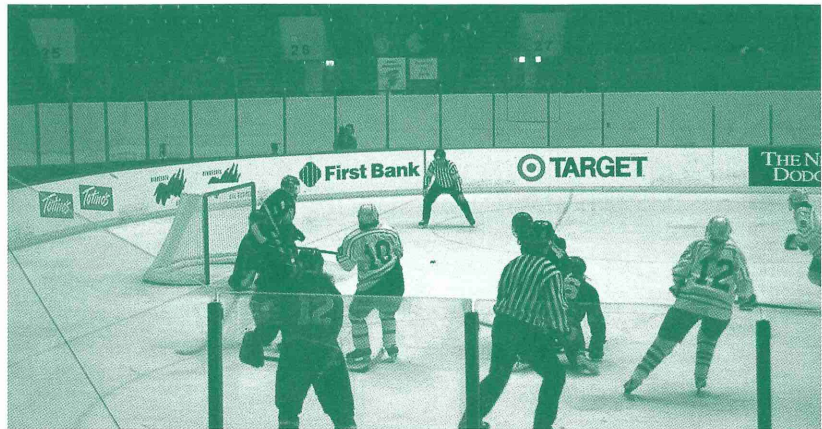
**Number of bills signed into law at the '97 fair** One. Gov. Arne Carlson signed the Flood Relief Bill on Aug. 22 at the fair. The bill provided \$125 million in appropriations for Minnesota communities devastated by the '97 spring flooding.

**Number of people who used mass transit to get to the fair** 421,395 people, or 25 percent of all fairgoers, used Metro Transit regular route and shopping center express buses, the fair's free Park & Ride system and HealthEast's accessible service.

**Number of years the FFA has been in existence** Fifty. The FFA celebrated the golden anniversary of its inception along with its 50th State Fair livestock show.

**Number of animals entered in the fair's livestock competitions** 13,340.

**Number of foods on a stick** 30 different varieties of tasty treats were served on a stick to eager fair visitors, includ-



The girls returned to the Coliseum for the third consecutive year for the state hockey tournament. Since 1996, a total of 33,071 spectators took in the action.

ing pork chops on a stick, walleye on a stick and chocolate covered cheesecake on a stick.

**Number of off-season events held on the fairgrounds** 70 events were attended by 696,805 people during the year. Popular events included the Minnesota Street Rod Association's Back to the '50s car show, which attracted 40,000 people and the Minnesota Horse Expo, which catered to 37,500 horse enthusiasts. The best-attended sale was Wilson's Leather Sale, which drew a crowd of 80,000.

**Number of hockey games played in the Coliseum** 100 games were played by local high school and college teams. Also held at the Coliseum were the girls state high school hockey tournament, which drew 12,939 fans and the boys state high school hockey section tournaments.

**Number of concessions offering bargains and freebies in Cheapskate's Guide to the Fair** 146 concessionaires offered free items, bargains under a dollar and prize drawings through the

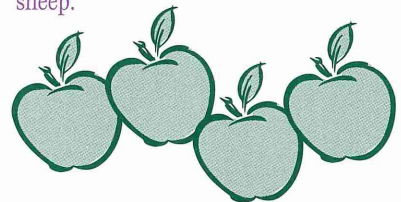
Cheapskate's program and brochure.

**Number of dining halls on the fairgrounds** Six, including the Epiphany Diner, St. Bernard's Dining Hall and St. John's Dining Hall. The Hamline Church Dining Hall celebrated 100 years at the fair in '97.

**Number of health related exhibits** 19, including the American Cancer Society, the Minnesota AIDS Project and the Spinal Cord Society.

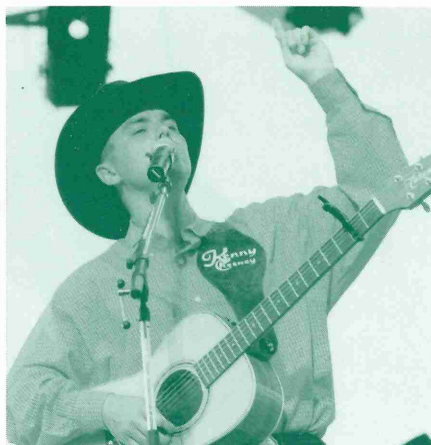
**Number of educational demonstrations in the animal exhibit areas**

Five. Educational exhibits in the barns include Barn Tours, which offered free guided tours of the livestock facilities, and the milking parlor, with daily milking demonstrations. Other exhibits include the Moo Booth, Oink Booth and Baa Booth, which focus on educational activities about cows, pigs and sheep.





# A harvest of great entertainment



**T**he Minnesota State Fair's great variety of music and entertainment is a trademark of the exposition.

Thousands of gazers caught these stars at the Grandstand. Kenny Chesney (above left) delighted the audience before the Alabama concert on Aug. 30. Bryan White (above right) turned on the country charm Aug. 26.

A great mix of top-notch shows along with a Labor Day auto race attracted a total of 127,062 people to the Grandstand in '97. State Fair favorite Alabama along with opening act Kenny Chesney drew the largest crowd of 17,809 people with their classic country sounds.

Other acts that added to the rich crop of entertainment in the Grandstand included Vince Gill with Bryan White, prolific rockers ZZ Top and the BoDeans with local act G.B. Leighton.

For the first time ever, the fair's popular amateur talent contest finals were held in the Grandstand. This free event drew an enthusiastic crowd estimated at 10,000 people.

The Grandstand's half-mile speedway hosted the State Fair's Labor Day classic auto race Sept. 1, featuring Scott Hansen, Dick Trickle and Bobby Gill. Hansen won the race, with Tony Raines and Steve Carlson following close

behind. NASCAR star and State Fair favorite, Trickle dropped out at lap 99 with a broken water pump. The race was sponsored by Miller Genuine Draft and Auto Value Parts Stores, and was part of the American Speed Association's AC-Delco Challenge Series.



**Mindy McCready made her State Fair debut, opening for Tim McGraw on Aug. 27.**

## '97 Grandstand Events

(Ticket Prices, Attendance)

### August

21	BoDeans, G.B. Leighton	9,499
	\$17	
22	John Michael Montgomery, Ricochet	7,749
	\$19	
23	ZZ Top, Los Lobos	15,751
	\$19 & \$9	
24	Wynonna, Terri Clark	8,104
	\$19	
25	An evening with Boston	8,197
	\$19	
26	Vince Gill, Bryan White	16,867
	\$19 & \$9	
27	Tim McGraw, Mindy McCready	13,934
	\$19 & \$9	
28	Roger Whittaker	4,708
	\$17	
29	Steve Miller Band, Eric Johnson	8,886
	\$18	
30	Alabama, Kenny Chesney	17,809
	\$19 & \$9	
31	25th Amateur Talent Contest Finals with '96 Open Division winner Nathan Beck and the Ray Komischke Orchestra	FREE

### September

1	Miller Genuine Draft 300 Auto Race, presented by Auto Value Parts Stores	15,558
	\$16 & \$12	
Total		127,062



The fairgrounds reverberated with a delightful cross-section of music and entertainment at the fair's six free stages in '97.

Popular national acts performed at the Grain Belt Premium Bandshell, including Bowzer and the Stingrays, David Kersh and Jack Ingram. Crowds at the fair's new free evening concert series, Bandshell Tonight!, were treated to an eclectic lineup of famous acts including Williams & Ree, Junior Brown and Dan Seals.

The Cal Spas Stage in Baldwin Park featured Minnesota artists such as Tonic Sol-fa, The Fantastic Convertibles and Jack Knife & The Sharps. Leinenkugel's Leinie Lodge in the Bazaar showcased international-flavored artists, including Limpopo and The Bone Tones.

The Children's Theater focused on



Country star Kevin Sharp was one of the top national entertainers to perform at the Bandshell in '97.

family entertainment; performers included Sean Emery, Tim Gabrielson and The Splatter Sisters. Traditional musicians, including Stoney Lonesome, The Six Fat Dutchmen Orchestra and Masterson & Blackburn were featured

at the Heritage Square Stage.

Other free entertainment was presented at the 4-H Building, Natural Resources Park and the Ramberg Senior Center.



Grain Belt  
Premium  
Bandshell

Talent Contest

Bandshell Tonight!



Cal Spas  
Stage in  
Baldwin Park

Talent Contest

Leinenkugel's  
Leinie Lodge in  
the Bazaar



Heritage  
Square  
Stage



Children's  
Theater

#### Aug. 21-24

Robert Earl Keen  
Glenn Yarbrough  
Bowzer and the  
Stingrays

#### Aug. 21-30

Minnesota State Fair Amateur Talent Contest

#### Aug. 21-22

Williams & Ree

#### Aug. 23-24

Junior Brown

#### Aug. 25-28

David Kersh  
Gene Watson  
Will Millar formerly of  
the Irish Rovers

#### Aug. 25-26

BeauSoleil avec  
Michael Doucet

#### Aug. 27-28

Gary Puckett  
Big Dance

#### Aug. 29-Sept. 1

Kevin Sharp  
Jack Ingram  
Regina Regina

#### Aug. 29-30

Max Carl &  
Big Dance

#### Aug. 30 - Sept. 1

Dan Seals

Tonic Sol-fa  
Lamont Cranston

The Fantastic  
Convertibles  
Molly & The Makers

Mick Sterling featuring  
the Stud Brother Horns  
Jack Knife & The Sharps

#### Aug. 21-30

MSF County Fair Amateur Talent Contest

Artisan  
Limpopo

Keith Eric and  
Waterhouse  
The Bone Tones

Trailer Park  
Troubadours  
Mike Rayburn

Stoney Lonesome  
Thompson Brothers Band  
Wylie & The Wild West Show

Riders in the Sky  
Cliff Brunzell and the  
Golden Strings  
The Six Fat Dutchmen

Matt King  
Rainbow Valley Dutchmen  
Masterson & Blackburn

#### Aug. 21-26

Tim Gabrielson  
The Gizmo Guys  
Tricia & The Toons

#### Aug. 27-Sept. 1

The Spoon Man  
Kenny Ahern  
The Splatter Sisters

#### Aug. 21-Sept. 1

Sean Emery



# Competition keeps on growing



These delicious cakes and cookies were not only good enough to eat, they were exceptional enough to win. More than 1,500 homemade treats were entered in the baked goods division of the creative activities competition. Photo submitted Kim Cope of Minneapolis, Minn.



## 1997 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, stock dog trials, dairy goats, llamas, meats, poultry and rabbits.

### Western Stock Horse Show

Miniature horses, Paints, Palominos, Quarter Horses and saddle clubs.

### AHSA English Horse Show

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

Competitive events winners harvested more than \$600,000 in cash prizes plus ribbons and trophies at the '97 State Fair.

The fair's dairy goat show was the largest in history, with 800 animals entered in the competition. Overall, the fair's livestock complex was home to 13,340 animals during the exposition, including cattle, sheep, swine, llamas, horses, turkeys, rabbits, chickens, pigeons and waterfowl.

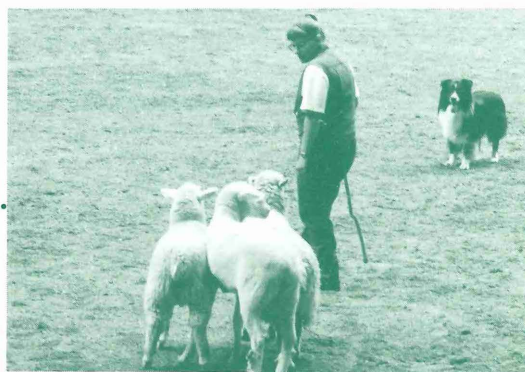
Creative activities contests were also popular, with 1,821 people entering 5,596 items, such as baked and canned goods, stitched and knit items and other handicrafts. Other contest categories included fine arts, farm crops, school

projects, and fruits and vegetables.

4-H'ers raised a record \$76,325 in the market livestock auction, conducted by the Minnesota Livestock Breeders Association. 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.

**State Fair Talent Contest** Finalists in the 25th annual State Fair Amateur Talent Contest really took to the big

New this year were the Stock Dog trials held Mon. Aug. 25. Here, this pooch is "gathering" the sheep before driving them through the gate.





stage in '97, as the final competition, Sunday, Aug. 31, was held in front of 10,000 enthusiastic fans in the Grandstand.

Grand Prize winners were: Open Division vocalist Rachel Lee, Bloomington; Teen Division cloggers Clogging Premier Jr., Lindstrom; and Pre-teen Division dancer Maggie Hoadly, Eagan.

Winners of county fair talent contests throughout the state participated in the MSF County Fair Amateur Talent Contest, held in Baldwin park. Grand Prize winners were: Open Division vocalist Wendy Lynn Poynter, Forest Lake; Teen Division pianist Kelly Schoborg, Delano; and Pre-teen Division violinist Brittany Henry, Roseville.

**Outstanding Seniors** Aireal Sandman of Duluth and Jerry Springer of Merrifield were chosen as Minnesota's 1997 Outstanding Senior Citizens. Sandman is actively involved with the Duluth Public Arts Commission and helped organize RSVP's Reading Readiness Program and City Wide-City Pride. Springer is chairperson for the Mission Township Parks Committee, a member of the Mississippi Headwaters Board and a 55 Alive instructor. Each year, the State Fair, the Minnesota Board on Aging and the Minnesota Federation of County Fairs recognize more than 100 seniors for their contributions to their community. From that group, one man and one woman are chosen as the state's outstanding seniors.

**Special Contests** The State Fair Special Contest Tent in west Carousel

Park offered playful competitions for the whole family. The contests, free to fair visitors, included the Rubber Ducky Dunk, Spooky World's Grave Digger and Marshmallow Golf, where contestants used a kid-sized club to whack marshmallows as far as they could.

**High School Marching Band Competition** Judged during the 2 p.m. daily mall parade, the winners of the competition were: Class A, Champlain Park; Class B, Winona Cotter and Class C, Elk Mound.

**Milk Run** More than 1,300 runners participated in the '97 Milk Run, a five-mile footrace sponsored by the American Dairy Association and WCCO Radio. The winners of the race were Chelle Dzik of St. Paul (women's division) and Pat Billig of Roseville (men's division).

**Century Farms** The Minnesota State Fair and the Minnesota Farm Bureau recognized 260 Minnesota Farms as 1997 Century Farms. Qualifying families must own farms that have been in continuous family ownership for at least 100 years. Since the Century Farm program began in 1976, a total of 6,627 Minnesota farms have been recognized.

**Ben C. Hallberg Awards** In 1997, 15 scholarships of \$1,000 were awarded to high school graduates from greater Minnesota. These achievers demonstrated overall leadership in extra-curricular activities and participated and excelled at the State Fair level.



**Aireal Sandman and Jerry Springer  
Minnesota's 1997 Outstanding  
Senior Citizens.**



**A young fair visitor winds up for  
the throw during the "boss toss" at  
the Special Contest Tent in West  
Carousel Park.**



The 50 Year Award recognizes people actively involved with the fair for a half-century. 1997 recipients:

- **Joseph Fox** 4-H/County Fair Extension
- **Evelyn Hagen** Creative Activities
- **Darrell Iliff** Public Safety
- **Joseph E. Malinski** FFA
- **Joan Mertes** Food Concessionaire
- **Kenneth Morris** Swine Exhibitor
- **Melvyn Townsend** Food Concessionaire



# The State Fair field of experts



State Fair employees Sally Anderberg, Maryann Johnson, Steve Grans and Delmar King are part of the guest services transportation department.

**J**erry Hammer, executive vice president of the Minnesota State Fair, supervises the planning and operation of the fair through a full-time staff of more than 60 people. The staff is responsible for duties such as building, grounds and vehicle maintenance. Administrative duties include accounting, entertainment, commercial space sales, competitive events, guest services and marketing.

During the fair, this staff blossoms to more than 2,500 employees. State Fair superintendents provide direction for the seasonal staff who perform a variety of functions, including ticket sales, grounds maintenance, security, assisting with competitive events and many other functions necessary to the success of the 12-day event.

## 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, logistical support.

### Sales

Exhibit and concession licensing, midway operations.

## 1997 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

**Dog Trials** JoAnna Yund, Minneapolis

**Education** Jim Brown, Prior Lake

**Farm Crops** Duane Smith, Minneapolis

**FFA** Paul Day, Northfield

**Fine Arts** Brad Nuorala, Plymouth

**Flowers** Betty Reyer, Maplewood

**4-H** Brad Rugg, Owatonna

**Fruits** Louis Quast, Jr., St. Louis Park

**Goats** Kevin LeVoor, Maple Lake

**Grandstand Production** John Mons, Brownton

**Heritage Exhibits** Gale Frost, St. Paul

**Horses** Robert Peterson, St. Paul

**Llamas** 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** Erven Skaar, Cambridge

**1997 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 an award of \$100.

**John Cargill** sanitation • **Jerri Ann Longlet** Midway ticket takers • **Betty Orne** public safety • **Brad Vier** sanitation



## The State Fair's Board of Managers



### Back Row

**Howard Recknor**  
Hartland, first  
district manager

**Bob Lake**  
Aitkin, sixth  
district manager

**John Paulmann**  
Gaylord, second  
district manager

**Lyle Steltz**  
Rush City, third  
district manager

**Don Simons**  
Grand Rapids,  
eighth district  
manager

**Vern Prokosch**  
Bird Island,  
seventh district  
manager

### Front Row

**Richard Keenan**  
Minneapolis,  
fifth district vice  
president

**Martin Annexstad**  
St. Peter, president

**Joseph Fox**  
Maplewood, fourth  
district vice presi-  
dent

**Clarice Schmidt**  
Sabin, ninth  
district manager

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 agri-business groups. Every January, these delegates meet to conduct formal society business, including the election of officers to fill alternating terms on the 10-member State Fair board of managers. Board members set policy for the administration of the fair, serve on committees dealing with specifics of the fair's operation and provide a liaison between the board and the various State Fair departments. The State Fair board is com-

prised of one representative from each of the society's nine regional districts plus a president, who serves at large.

Martin Annexstad, who was elected president of the board of managers at the '97 general business meeting, died in November after a long battle with cancer. Annexstad, a life-long livestock farmer, was first elected to the board of managers in 1983. His expertise, quiet courage and leadership will be greatly missed.





# 1997 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.  
 Aspen Equipment Co. .... Bloomington, Minn.  
 Asphalt Maintenance Supplies ..... East Bethel, Minn.  
 Beard Industries ..... Frankfort, Ind.  
 Blomquist Designing Inc. .... Eagan, Minn.  
 Bloom'n Plant Products ..... Stillwater, Minn.  
 BMK Bonsai ..... Ham Lake, Minn.  
 Bou-Matic/Dairy Equipment Co. .... Madison, Wis.  
 Boyer Ford Trucks Inc. .... Minneapolis, Minn.  
 Crysteel Truck Equip. .... Lake Crystal, Minn.  
 Cub Cadet Corporation ..... North Branch, Minn.  
 Curtis D. Erickson Company ..... St. Paul, Minn.  
 Custom Marketing Co. Inc. .... West Fargo, N.D.  
 Custom Products & Services ..... Minneapolis, Minn.  
 Discount Grain Systems ..... Atwater, 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  
 For-Most Inc. .... Hawarden, Iowa  
 G.D.I. .... Bloomington, Minn.  
 Gardner Barn  
     Fliteway ..... Juneau, Wis.  
 Gerlach Service Inc. .... Cottage Grove, Minn.  
 Gullickson Trailer Sales & Services ..... Elk Mound, Wis.  
 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.  
 Kretschmar Sales ..... Janesville, Minn.  
 Kubota Tractor Corp ..... Hudson, Wis.  
 L-Z Company Inc. .... Roseville, Minn.  
 Lano Equipment Inc. .... Shakopee, Minn.  
 Larsen Industries ..... Goodhue, 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.  
 Metropolitan Council  
     Environmental Services ..... St. Paul, Minn.  
 Meyer Products ..... Cleveland, Ohio  
 Midwest Distributors ..... Mankato, Minn.  
 Midwest Specialty Sales ..... Blaine, Minn.  
 Midwest Stihl Inc. .... Hayward, Wis.  
 Mills Fleet Farm Inc. .... Appleton, Wis.  
 Minn. Select Sires Coop Inc. .... St. Cloud, Minn.  
 Minn. Bison Association. .... Owatonna, Minn.

MTI Distributing Company ..... Plymouth, Minn.  
 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.  
 Old West Feed Co. Inc. .... Mitchell, S.D.  
 Palco By Hagie ..... Clarion, Iowa  
 Palco Sales 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.  
 Reed Metal Works ..... Warroad, Minn.  
 Rising Sun Emu Ranch ..... Spring Park, Minn.  
 Ritchie Industries Inc. .... Conrad, Iowa  
 Roberta's Inc. .... Shelbyville, Ind.  
 S.I. Feeders Division of Schoessow Inc. .... Portage, Wis.  
 Scharber & Sons ..... Rogers, Minn.  
 Schuman & Sons Inc. .... Galesville, Wis.  
 Schweiss Distributing Inc. .... Fairfax, Minn.  
 Schweiss Inc. .... Sherburn, Minn.  
 Simplicity Mfg. Inc. .... St. Cloud, 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 Mktg. .... Edina, Minn.  
 Truck Utilities and Mfg. Co. Inc. .... St. Paul, Minn.  
 Tumbleweed Trailer Sales ..... Ham Lake, Minn.  
 Uni-Hydro Inc. .... Cosmos, Minn.  
 W-W Livestock Systems ..... Dodge City, Kan.  
 Winpower Sales and Service. .... Luverne, Minn.



## Amusements

AB's Concessions ..... Imperial, Calif.  
 Action Amusements ..... Phoenix, Ariz.  
 American Amusement Arcades ..... Bloomington, Minn.  
 Anderson, C. .... Tampa, Fla.  
 Ann's Concessions ..... Imperial, Mo.  
 Antique Auto Club of America -  
     Minnesota Region ..... Minneapolis, Minn.  
 Archway A.M.S. .... Imperial, Mo.  
 Aries Entertainment Systems Ltd. .... St. Albert, Ala.  
 Arrow Enterprises Inc.  
     d/b/a Skyride ..... Hopkins, Minn.  
 B & B Sports Entertainment ..... Tumwater, Wash.  
 B & H Attractions ..... Galesburg, Mich.  
 Bernweg Industries Inc. .... Oakland, Mich.  
 Bishop Amusements ..... San Antonio, Texas  
 Bob Duerr's Snake Zoo ..... New Hope, Minn.  
 Capitol Beverage Sales L.P. .... St. Paul, Minn.  
 Caprice Enterprises Inc. .... Santa Monica, Calif.  
 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 Adventures Inc. .... Carrollton, 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.  
 Grand Games ..... Stillwater, Minn.  
 Infinite Adventures Inc. .... Tampa, Fla.

Iwerks Entertainment Inc. .... Burbank, Calif.  
 JDP Inc. .... Lancaster, Ohio  
 K & M Recreation Inc. .... St. Paul, Minn.  
 Laser Fair Inc. .... Sterling, Colo.  
 Lee, J. .... Palm Beach Gardens, Fla.  
 Lee's Concessions Inc. .... Coon Rapids, Minn.  
 Lindgren, T. .... Ham Lake, Minn.  
 McDaniel, W. .... New Braunfels, Texas  
 Midwest Concessions Inc. .... Hartford, S.D.  
 Monty's Traveling  
     Reptile Show Inc. .... Bloomington, Minn.  
 National Properties, Inc. .... Secaucus, N. J.  
 Nemeth, D. .... San Antonio, Texas  
 Paramount Attractions Inc. .... Tampa, Fla.  
 Parker, D. .... Zephyrhills, Fla.  
 Paul's Concessions Inc. .... San Antonio, Texas  
 Pinnacle Management ..... Phoenix, Ariz.  
 Potopas Concessions Inc. .... Longwood, Fla.  
 Pugh Shows Inc. .... Lancaster, Ohio  
 R & R Rides ..... Chandler, Ariz.  
 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.  
 SYD Concessions Inc. .... Jupiter, Fla.  
 T.F. Bors & Company Inc. .... Mason, Mich.  
 Teo Zucchini & Sons ..... Sarasota, Fla.  
 Thacker, G. .... Tampa, Fla.  
 Thomas Carnival Inc. .... Austin, Texas  
 Thornberry Concessions ..... Okeechobee, Fla.  
 Truax ..... Lakeland, Fla.  
 Uncle Nick Inc. .... Salem, N.H.  
 United Concessions ..... Kenner, La.  
 Ventnor Place Inc. .... Minneapolis, Minn.  
 Virtual Reality ..... Greenfield, Wis.  
 Waymark Company ..... Shoreview, Minn.  
 West, R. .... West Bend, 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 Touch of Country Magic ..... Cleveland, Ga.  
 A Wreath of Franklin ..... Buffalo, Minn.  
 Adelle's Workshop ..... St. Paul Park, Minn.  
 Allards Rugs & Crafts ..... Darwin, Minn.  
 All in Stitches ..... Rochester, 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  
 Aunt Susie's Bath  
     House & Emporium ..... Whitesboro, Texas  
 Becca-Rand Sales and  
     Marketing ..... Golden Valley, Minn.  
 Beeswax Artifacts ..... St. Paul, Minn.  
 Bonnie's Boutique ..... Morristown, Minn.  
 Brush With Nature ..... Walker, Minn.  
 Busy Hands Collectibles ..... New Castle, Del.  
 Busy Needle Inc. .... Stillwater, Minn.  
 C & D Sales ..... Mound, Minn.  
 Cane Factory, The ..... Attica, N.Y.  
 Carousel Horse Replica ..... Somerset, Wis.  
 Carvings by Torberg ..... Maple Plain, Minn.



## 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.  
 Colorado Buckeye ..... Mesa, Ariz.  
 Copper Art of Texas ..... Bogata, Texas  
 Costigans Minerals ..... Newport, Minn.  
 Countryside Art Gallery ..... Mayer, Minn.  
 Coverston, P. .... Shoreview, Minn.  
 Creations By Sisters ..... New Brighton, Minn.  
 Creative Memories ..... Bloomington, Minn.  
 Dahl, M. .... Edina, Minn.  
 Davis Woodcarvings ..... Burnsville, Minn.  
 Days Art ..... Hope, Ind.  
 Debra's Glasscraft ..... Minnetonka, Minn.  
 Design Quilting ..... St. Charles, Mont.  
 Dough Art Originals ..... Riverview, Fla.  
 Equine Elites ..... Woodbury, Minn.  
 Eyes of The Wild Art Gallery ..... Maple Grove, Minn.  
 Fair Market Promotions ..... Dauphin Island, Ala.  
 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 ..... Apple Valley, Minn.  
 Grandmothers House

Antiques ..... White Bear Lake, Minn.  
 Hagstrom, J. .... Roseville, Minn.  
 Haliber Company ..... Chatfield, 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.  
 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.  
 Mehus, K. .... Leonard, N.D.  
 Mixon Family Baskets ..... Decatur, Ala.  
 Mountain Flower Pottery & Tin ..... Wayzata, Minn.  
 Mrs. Anderson's Christmas

Treasures ..... Dana Point, Calif.  
 Muriel's Wood Arrangements ..... Richfield, Minn.  
 Overbeek, H. .... Leota, Minn.  
 Pane in the Glass ..... Brooklyn Park, Minn.  
 Paul's Products ..... Garden Valley, Calif.  
 Pearl Diver I Inc. .... Panama City, Fla.  
 Pedretti, M. .... Watertown, Wis.  
 Person-etts by Roger ..... Arden Hills, 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. .... El Segundo, Calif.  
 Rebecca's ..... Brooklyn Park, 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. .... Ely, Minn.  
 Sculptured Candle Co. Inc. .... Grand Rapids, Mich.  
 Settlemire, J. .... Chino Hills, Calif.  
 Silver Gallery ..... Tulsa, Okla.  
 Silver Strands ..... La Mesa, Calif.  
 Simonsons ..... Victoria, Minn.  
 Sir Laurence Stained Glass Studio ..... Farmington, Minn.  
 Siren Wood Company ..... Siren, Wis.  
 Stampworks of Florida ..... Deland, Fla.  
 Star Silver ..... Key West, Fla.  
 Sterling Silver Plus ..... Mound, Minn.  
 Sunscape Company ..... Minneapolis, Minn.  
 Tole House ..... St. Paul, Minn.  
 Tony Sheda Enterprises ..... Wrenshall, Minn.  
 United Link International ..... Rosemount, Minn.  
 Victorian Tintypes ..... Fish Creek, Wisc.  
 Way Out West ..... Claremore, Okla.  
 Wildlife Collection Inc., The ..... Kingsville, Texas  
 William Morris Caricatures ..... Minneapolis, Minn.  
 Windi Southwest Arts ..... Scottsdale, Ariz.  
 Woodcut Hall Ltd. .... East Troy, Wis.  
 Youngquist Gold Wire Jewelry ..... Walsenburg, Colo.



## Automotive Dealers & Supplies

Burnsville Volkswagon Inc. .... Burnsville, Minn.  
 Chesley Truck Sales Inc. .... Roseville, Minn.  
 Dodge Advertising Association ..... Plymouth, Minn.  
 Dyna Glass Inc. .... White Bear Lake, Minn.  
 E-Z Riding RV Center Inc. .... St. Paul, Minn.  
 Eveland's Inc. .... Backus, Minn.  
 Heartland Chevrolet Dealers ..... St. Paul, Minn.  
 Hyundai Motor America ..... Aurora, Ill.  
 Imperial Products Ltd. .... St. Paul, Minn.  
 Jeep/Eagle Advertising Assn. .... Plymouth, Minn.  
 Jim Lupient's  
 Harold Chevrolet-Geo ..... Bloomington, Minn.  
 Leroy's Custom Painting Inc. .... Coon Rapids, Minn.  
 Lincoln-Mercury Dealer  
 Association ..... Minnetonka, Minn.  
 Line-X of Minneapolis ..... Golden Valley, Minn.  
 Mattracks Inc. .... Karlstad, Minn.  
 Morrie's Mazda ..... Minnetonka, Minn.  
 Nirin Inc. .... Minneapolis, Minn.  
 Pontiac Div. of General  
 Motors Corp. .... Bloomington, Minn.  
 Red Carpet Car Service Inc. .... St. Paul, Minn.  
 Schak Industries Inc. .... Tyler, 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

Camp Natch Inc. .... Minneapolis, Minn.  
 Dorling Kindersley Family Library ..... St. Paul, Minn.  
 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.  
 Conklin Products Company ..... Bloomington, Minn.  
 Crystal Bay Corp. .... Wyoming, Minn.  
 Curb Creations of Minn. .... Buffalo, Minn.  
 Engineered Pressure  
 Washing Equipment ..... Monticello, Minn.  
 Gastineau Log Homes ..... Bloomington, Minn.  
 Heartland Industries Inc. .... Carmel, Ind.  
 Lester Building Systems ..... Lester Prairie, Minn.  
 Midwest Fence & Mfg. Co. .... South St. Paul, Minn.  
 Minn. Wood Promotion Council ..... Palisade, 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.  
 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  
 Colorful Cotton Clothing ..... Minnetonka, Minn.  
 Continental Leather  
 Fashions Co. Inc. .... Chula Vista, Calif.  
 Diaper Gang, The ..... Minneapolis, 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.  
 J & J Sportswear ..... Hudson, Wis.  
 Jane's Boutique ..... Bloomington, 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. .... Wichita Falls, Texas  
 Socks Factory, The. .... Chicago, Ill.  
 Spectacle Shoppe ..... New Brighton, Minn.  
 Tiffany Star Inc. .... Oakdale, Minn.  
 Triple H. Australian Western Wear ..... Oxford, Pa.  
 Wee-Dazzle ..... Palm Beach Gardens, Fla.



## Financial Services

Federal Investment Co. .... Brooklyn Park, Minn.



## More Financial Services

North Star State Bank . . . . . Roseville, Minn.  
 Norwest Bank MN . . . . . Minneapolis, Minn.  
 Offerman & Co. Inc. . . . . Minneapolis, Minn.  
 Prudential Insurance Co. . . . . Shoreview, 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.  
 Bayou Bob's . . . . . Andover, 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.  
 Brede Enterprises Inc. . . . . New Brighton, Minn.  
 Bridgeman's Restaurants Inc. . . . . Minnetonka, Minn.  
 Budrow, P. . . . . Dallas, Texas  
 Camp Omega-Minn. So. Dist.  
     Luth. Church Mo. Synod . . . . . Waterville, Minn.  
 C.C. International . . . . . Eden Prairie, Minn.  
 Caples, F. . . . . St. Paul, Minn.  
 Caribbean Heat . . . . . Minneapolis, Minn.  
 Carousel Foods Inc. . . . . Louisville, Ky.  
 Case, G. . . . . St. Louis Park, Minn.  
 Charcoal Hut . . . . . Staples, Minn.  
 Chocolate Chip Cookie Company . . . . . St. Paul, Minn.  
 Church of The Epiphany . . . . . Coon Rapids, Minn.  
 Classic Provisions Inc. . . . . Golden Valley, Minn.  
 Cleworth's Food and Beverage . . . . . Bloomington, Minn.  
 Collier Family Inc. . . . . Shakopee, Minn.  
 Confection Designs . . . . . Kailua Kona, Hawaii  
 Conklins Candyland Inc. . . . . Royal Palm Beach, Fla.  
 Country Gourmet . . . . . Minneapolis, Minn.  
 Country Store Sweet Shoppe . . . . . Minneapolis, Minn.  
 Crocker Enterprises Inc. . . . . Maple Grove, Minn.  
 Crocker's Spaghetti Village Inc. . . . . 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.  
 Delicious Potato Skins . . . . . New Hope, 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 . . . . . Connersville, Ind.  
 El Sol Mexican Food . . . . . St. Paul, Minn.

Erb, W. . . . . St. Paul, Minn.  
 F & W Concessions Inc. . . . . Rhinebeck, N.Y.  
 Family Tree Cafe -  
     Arlo's Fun Foods Inc. . . . . St. Cloud, Minn.  
 Famous Dave's of America Inc. . . . . Minneapolis, 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 . . . . . Eagan, Minn.  
 Fresh Hot Homemade Potato Chip Co. . . . . Naples, Fla.  
 Fudge Folks, The . . . . . Mirror Lake, N.H.  
 Funk's Coffeeville . . . . . Long Lake, Minn.  
 Gass Concessions Inc. . . . . Plymouth, Minn.  
 Gasthaus Edelweiss . . . . . Maplewood, Minn.  
 Giant Ride Inc. . . . . Pasadena, Calif.  
 Giere, J. . . . . Staples, Texas  
 GLK Inc. . . . . Elk River, Minn.  
 Golden's Guiltless Bagels . . . . . St. Paul, Minn.  
 Gooden's Old-Fashioned kettle Korn . . . . . Byron, Minn.  
 Gopher Dairy Club -  
     Univesity of Minnesota . . . . . St. Paul, 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.  
 Hoyers Custom Service Inc. . . . . Richfield, Minn.  
 Hussong Family Inc. . . . . Shakopee, Minn.  
 Huston Inc. . . . . Parker City, Ind.  
 Ice Cream Factory Inc. . . . . Ormond Beach, Fla.  
 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 . . . . . Crystal, Minn.  
 Java Jive . . . . . Edina, 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.  
 LaVague, 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 . . . . . Aitkin, Minn.  
 M & D Enterprises . . . . . Marengo, Ill.  
 M.T. French Creperie . . . . . Paduch, Ky.  
 Maple Grove Meats . . . . . Becker, 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 . . . . . Eagan, 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 . . . . . Staples, Minn.  
 Mitchell Concessions . . . . . St. Paul, Minn.  
 Muddy Waters . . . . . Minneapolis, Minn.  
 Mullarky, J. . . . . Eagan, Minn.  
 Muskar Inc. . . . . White Bear Lake, Minn.  
 National Icee Corporation . . . . . Brooklyn Center, Minn.  
 Nat Joseph Catering Inc. . . . . Minneapolis, Minn.  
 Nelson, J. . . . . South St. Paul, Minn.  
 North Suburban St. Paul  
     Kiwanis Club . . . . . Shoreview, 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.  
 Orange Treet Sales . . . . . Minneapolis, Minn.  
 Organic Foods Inc. . . . . Excelsior, Minn.  
 Ozzie's In The Park . . . . . Chaska, Minn.  
 Pearse, B. . . . . Golden, Colo.  
 Peg, The . . . . . St. Paul, Minn.  
 Pelican Concessions . . . . . Pelican Rapids, Minn.  
 Pennsylvania Dutch Funnel Cakes . . . . . Springfield, Minn.  
 Peters, J. . . . . Mesa, Ariz.  
 Peterson Concessions . . . . . Ham Lake, Minn.  
 Petrovski Concessions . . . . . Vista, Calif.  
 Pickle Dog . . . . . Rosemont, Minn.  
 Pinkus, M. . . . . Minnetrista, Minn.  
 Pizza Palace . . . . . Minneapolis, Minn.  
 Pizza Wagon . . . . . Eagan, Minn.  
 Porky's Delight . . . . . Eden Prairie, Minn.  
 Pretzel Factory . . . . . Aurora, Colo.  
 Prom Catering Company . . . . . St. Paul, Minn.  
 Quality Concessions . . . . . Lindstrom, Minn.  
 R.J. Pretzel Company . . . . . Breckenridge, Colo.  
 Ribco Enterprises . . . . . Mendota Heights, Minn.  
 Robbinsdale O.E.S. Dining Hall . . . . . Robbinsdale, 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.  
 Schroeder Milk Co. . . . . St. Paul, 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.  
 Somethin's Sizzlin' . . . . . Loretto, Minn.

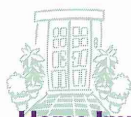


## More Food & Beverages

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.
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.
T.R. Concessions	Rochester, Minn.
Teeny Weeny Donuts	Cloquet, Minn.
Testin, L.	Taylor's Falls, Minn.
Tetrault, G.	Minneapolis, Minn.
Thames, M.	Minnetonka, Minn.
To Your Health Inc.	Peterstown, W.Va.
Tom Thumb Donut Corporation	Minneapolis, Minn.
Townsend, M.	Fergus Falls, Minn.
Tran, V.	Golden Valley, Minn.
Tremblay's Sweet Shop	Stillwater, Minn.
Tropical Fruit Floss	Hastings, Minn.
Tysseing, J.	St. Paul, Minn.
Ulmer Metro Distributing Inc.	St. Paul, Minn.
Ultimate Confections	Wauwatosa, Wis.
Ukmar, R.	Sarasota, Fla.
Vend Africa Inc.	Minneapolis, Minn.
Venetian Inn	St. Paul, Minn.
Vescio's	Minneapolis, Minn.
Vogt, V.	New London, Minn.
Ward Food Services	Maplewood, Minn.
Ward's Concessions	Huntington Beach, Calif.
Werner's Frontier Inc.	New Brighton, Minn.
Willis Enterprises	Tulsa, Okla.
Wir Nuts Cinnamon	
Roasted Almonds	Shoreview, Minn.
Woldorsky, J.	Minneapolis, Minn.
Wonders Inc.	Kennesaw, Ga.
Wozniak Concessions Inc.	Minneapolis, Minn.
Yahr, J.	Richfield, Minn.
Yahr, K.	Richfield, Minn.

## Health & Beauty

Apollo Hair Clinic	St. Louis Park, Minn.
Caspers House	Minneapolis, Minn.
Cottage Soaps	St. Paul, Minn.
Davis Enterprises	Hartsville, Mo.
Dermac Labs Inc.	Salem, Ore.
Dyna Dental Systems	Minnetonka, Minn.
Fischer, A.	Kasson, Minn.
Fragrances Inc.	St. Louis Park, Minn.
Golden Neo-Life	Kandiyo, Minn.
Golden Pride/Rawleigh Dist.	Fridley, Minn.
Heartwatch of Wichita Inc.	Wichita, Kan.
Heckmann, J.	Forest Lake, Minn.
Mary Kay Cosmetics Inc.	Bloomington, Minn.
Mountain Top Promotions	Apple Valley, Minn.
Nada Concepts Inc.	St. Paul, Minn.
Naturally Beautiful Nails/Nail Masters	Plant City, Fla.
North Country Glycerine Soap	Maple Plain, Minn.
Professional Dynamics	Burnsville, Minn.
TeleSensory	Minneapolis, Minn.
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.	Brooklyn, 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	Bloomington, 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.
Commers Conditioned Water Co.	Minneapolis, Minn.
Coronet Co. Inc.	Minneapolis, 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.
Fireside Corner Inc.	Roseville, Minn.
Floor Heat/Systems	Minneapolis, Minn.
Futon Gallery	Minneapolis, Minn.
Galaxy Custom Booths	Wyoming, Minn.
Gardner Fence Systems Inc.	Minneapolis, Minn.
Glenwood Inglewood	Minneapolis, Minn.
Golden Hammocks Inc.	Escondido, Calif.
Grabit Inc.	Stillwater, Minn.
Great Garage Door Company	Blaine, Minn.
Herrick Enterprises	
Hardwood Floor Co.	Spring Lake Park, Minn.
High Aluminum Products	Rogers, Minn.
Home and Garden Designs	Greenville, Texas
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.
Jugs	Homestead, Fla.
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.	Minnetonka, Minn.
Mollner's Heirloom Clocks Inc.	St. Paul, Minn.
Mon-Ray Inc.	Golden Valley, Minn.
Niagara of America Inc.	Charolette, N.C.
Noomer Cabinet Specialities	Westbrook, Minn.
Northern Glass Block Company	Edina, Minn.
Oakstreet	Maplewood, Minn.
Panelcraft of Minnesota Inc.	Minneapolis, Minn.
Patio Enclosures Inc.	New Brighton, Minn.
Patio Town	Oakdale, Minn.

Rainbow Woods Inc.	LeCenter, Minn.
Rite Way Waterproofing	Lino Lakes, Minn.
Schermann Awning Co.	Silver Lake, Minn.
Select Comfort Retail Corp.	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.
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	St. Paul, Minn.
Westwood	Munford, Ala.
Wilkening Manufacturing Co. Inc.	Walker, 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.
Automatic Garage Door & Fireplace	Fridley, Minn.
Beam Built-In Vacuums	Bloomington, Minn.
Berg, M.	Fargo, N.D.
Cenaiko Enterprises Inc.	Coon Rapids, Minn.
Chester H. Nairne Co.	Livonia, Mich.
China Palace Enterprise Co.	Minneapolis, Minn.
Cordon Bleu Company	Richfield, Minn.
Creative Sewing Centers Inc.	Golden Valley, Minn.
Diamondcraft Corporation	Minneapolis, Minn.
Disk & Data	Coon Rapids, Minn.
Dry Store, The	Lanesboro, Minn.
Electrolux	Plymouth, Minn.
Elegance In Numbers	Murphy, Ore.
Ever-Fresh Products	Minnetrista, Minn.
Excell Cellular Inc.	Minneapolis, Minn.
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.
Jacobs of Willmar Inc.	Willmar, Minn.
Jansen Distributing	Minneapolis, Minn.
Jesco Company - U.S. Jesco International Ltd. Inc.	Dallas, Texas
Kaiser Enterprises	Del Rio, Texas
Kandiyo Bottled Water Company	Willmar, Minn.
Kinetic Dealers of Minnesota	Burnsville, Minn.
Mary Lue's Knitting World	St. Peter, Minn.
Nancy Thayer & Associates	Sparta, N.J.
National Service Co.	Fresno, Calif.
Network/Big B Dist.	Toronto, Ontario
Nomar Inc.	St. Paul, Minn.
Patterson Products	La Mirada, Calif.
Quality Bag	Oakdale, Minn.
Quality Paint Products	Minneapolis, Minn.
Round Bobbin Sewing Center	St. Paul, Minn.
Sewing Centers Inc.	Minneapolis, Minn.
Showers Plus	Sierra Madre, Calif.
Sprint PCS	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.	Lockport, N.Y.
Thousand Lakes Realty	Barron, Wisc.
Tupperware-Lakewood Party Sales Inc.	Edina, Minn.
Vita Mix Corporation	Cleveland, Ohio



Wally's Gadget Corner ..... Toledo, Ohio  
Watkins Inc. .... Winona, Minn.



## Imports & Ethnic Merchandise

African Collections ..... Sharon, Mass.  
Aloha Jewelry ..... Pearl City, Hawaii  
American Swedish Institute ..... St. Paul, Minn.  
Artesanos Unidos ..... Los Angeles, Calif.  
Baltic Imports ..... White Bear Lake, Minn.  
Bando Imports ..... Northbrook, Ill.  
Bolivian Imports ..... Loveland, Colo.  
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. .... Claremont, Calif.  
Grobak 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.  
Kay's Blue Onion Art Gallery .... New Brighton, Minn.  
Khan, S. .... Hamel, Minn.  
La Fuente ..... Milwaukee, 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 ..... Auburtnale, 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.  
Attorney Generals Alliance For  
A Drug Free Minn. .... St. Paul, Minn.  
Augsburg Weekend College ..... Minneapolis, Minn.  
Bemidji Visitors & Convention  
Bureau ..... Bemidji, Minn.  
Blue Cross & Blue Shield ..... St. Paul, Minn.

Comm. Services for the Deaf ..... St. Paul, Minn.  
Concordia Language Villages ..... Moorehead, Minn.  
Dunwoody Institute ..... Minneapolis, Minn.  
Epilepsy Foundation of Minnesota ..... St. Paul, Minn.  
Emu Association of Minnesota ..... Lake Park, Minn.  
Friendship Ventures ..... Annandale, Minn.  
Geological Society of Minnesota ..... Robbinsdale, Minn.  
Great Lakes Indian Fish & Wildlife  
Commission ..... Odanah, 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.  
Metro Transit ..... 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 ..... St. Paul, 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 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. .. Corcoran, 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. Office of Tourism ..... St. Paul, Minn.  
Minn. Turkey Research and  
Promotion Council ..... St. Paul, Minn.  
Minn. United Snowmobilers  
Association ..... Minneapolis, Minn.  
Minn. Chore Corps. .... St. Paul, Minn.  
Minn. Commanders Task Force. .... St. Paul, Minn.  
Mothers Against Drunk  
Driving - Minn. .... St. Paul, Minn.  
National College ..... St. Paul, 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  
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 ..... Prior Lake, Minn.  
U.S. Navy ..... Minneapolis, Minn.  
University of Minnesota -  
University Relations ..... Minneapolis, Minn.  
Voyageurs National Park .... International Falls, Minn.  
Waste Management of Minnesota Inc. ... Hopkins, Minn.



## Media

KARE-11 TV ..... Golden Valley, Minn.  
KBEM-FM Radio ..... Minneapolis, Minn.  
KDWB Radio ..... Minneapolis, Minn.  
KEYE/New Country K102 Radio ... Bloomington, Minn.  
KEGE-FM Radio ..... Golden Valley, Minn.  
KFAN-AM Radio ..... Minneapolis, Minn.  
KLBB Radio - Cargill Communications ... St. Paul, Minn.  
KLGW WB-23 ..... St. Paul, Minn.  
KMSP-TV ..... Eden Prairie, Minn.  
KOOL108 FM ..... Minneapolis, Minn.  
KQRS-AM/FM Radio ..... Minneapolis, Minn.  
KSTP-AM Radio ..... St. Paul, Minn.  
KSTP-TV - Hubbard Broadcasting Inc. ... St. Paul, Minn.  
KSTP-FM Radio ..... St. Paul, Minn.  
KTCZ-FM - The Cities 97 ..... Minneapolis, Minn.  
KXXU X105 ..... Minneapolis, Minn.



## More Media

Minn. News Network ..... Minneapolis, Minn.  
Minn. Public Radio ..... St. Paul, Minn.  
Rock 100.3 Radio ..... Minneapolis, Minn.  
Saint Paul Pioneer Press ..... St. Paul, Minn.  
Star Tribune ..... Minneapolis, Minn.  
U.S.A. Today ..... Roseville, Minn.  
WCCO Radio ..... Minneapolis, Minn.  
WCCO Television ..... Minneapolis, Minn.



## Miscellaneous

ACS Mobility ..... St. Paul, Minn.  
AHT & Assoc. .... Shorview, Minn.  
Gopher State Ice Company ..... St. Paul, Minn.  
J/D Enterprises ..... Watertown, Wis.  
Lock & Locker Systems Inc. .... Blooming Prairie, Minn.  
Mall Stores Inc. .... Bloomington, Minn.  
Minn. Territorial Pioneers Inc. .... St. Paul, Minn.  
Motion Products ..... Plymouth, Minn.  
Odyssey Mobility Systems Inc. .... Orlando, Fla.  
Olsten Staffing Services ..... Roseville, Minn.  
Oko Company ..... St. Paul, Minn.  
Pro Staff Personnel Services ..... Minneapolis, Minn.  
Rainbow Concessions ..... Cedar Park, Texas  
Saint Paul Post Office ..... St. Paul, Minn.



## Music & Entertainment

Bodine's Inc. .... Richfield, Minn.  
Chanhassen Dinner Theatres ..... Chanhassen, Minn.  
Historic Theatre Group Ltd. .... Minneapolis, Minn.  
House of Lloyd Inc. .... Coon Rapids, Minn.  
Metropolitan Piano Gallery ..... Edina, Minn.  
Music Museum Store ..... Blue Earth, Minn.  
Ordway Music Theatre ..... St. Paul, Minn.  
Pampered Chef, The ..... Edina, Minn.  
Primestar Satellite ..... Dallas, Texas  
Schmitt Music Company ..... Minneapolis, Minn.  
Stanesslow, S. .... St. Paul, Minn.



## Novelties, Souvenirs & Toys

Bon'nean Inc. .... Champlin, Minn.  
C.R. Deals ..... St. Paul, Minn.  
Caricatures By Cindy ..... Shoreview, 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.  
Kirch, D. .... Shoreview, 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.  
PS Sales ..... Sterling Heights, Minn.  
Put-On Shoppe - Advon Inc ..... Minneapolis, Minn.  
Squirt Works Inc. .... St. Louis Park, Minn.  
St. Paul Saints ..... St. Paul, Minn.  
Standi Toys Inc. .... Somers, Wis.

Stikees - Marek Merchandising ..... Roseville, Minn.  
Televac Computer Company ..... Gun Barrel City, Texas  
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

Ace Tack & Outfitters ..... Cambridge, Minn.  
Avians By Paul ..... Stillwater, Minn.  
Classy Cat Inc. .... St. Paul, 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 ..... Eap, 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.  
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

Coleman for Mayor Committee ..... St. Paul, Minn.  
Grassroots Party of Minn. .... Minneapolis, Minn.  
Joanne Benson for Mayor ..... 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.  
Mondale for Governor ..... St. Louis Park, Minn.  
Reform Party, The. .... Lino Lakes, Minn.  
Republicans of Minnesota ..... St. Paul, Minn.  
Roy Terwilliger for Governor. .... Minneapolis, Minn.



## Sports & Recreation

A-One Pools and Spas ..... Coon Rapids, Minn.  
All American Recreation Inc. .... Bloomington, Minn.  
All-Terrainer Company ..... Wayzata, Minn.  
Arctic Cat Inc. .... Thief River Falls, Minn.  
Beamer Enterprises ..... St. Paul, Minn.  
Bicycle Bills ..... St. Paul, Minn.  
Billiard Warehouse Inc., The ..... South St. Paul, Minn.  
Bischoff, M ..... Minnetonka, Minn.  
Blammo ..... Eagan, Minn.  
Bombardier Motor Corporation  
of America ..... Wausau, Wis.

Custom Cribbage Inc. .... Forest Lake, Minn.  
E & M Manufacturing ..... Plymouth, Minn.  
Easy Seat Inc. .... Kingsport, Tenn.  
Finn/Sisu ..... St. Paul, Minn.  
Four Seasons Realty Inc. .... Brainerd, Minn.  
Frankie's Live Bait & Marine ..... Chisago City, 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.  
Hi Tempo Ski Sail & Bike ..... White Bear Lake, Minn.  
J.D.I. Sports Optics ..... Clearwater, Minn.  
Lost Our Marbles ..... Manville, N.J.  
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.  
Minnesoftub Inc. .... Mound, Minn.  
Minn. Hockey NHL ..... St. Paul, Minn.  
Minn. Horse Training Academy ..... Ogilvie, Minn.  
Nordic Track ..... Chaska, Minn.  
Northern Outdoor Equip. Corp ..... Brainerd, Minn.  
Outdoor Connection Inc. .... Burnsville, Minn.  
Outdoor News Inc. .... New Hope, Minn.  
Outdoor Cooking Store ..... White Bear Lake, Minn.  
Peterson, G. .... St. Paul, Minn.  
Pluschell Associates ..... Minnetonka, Minn.  
Polaris Industries L.P. .... Minneapolis, Minn.  
Rainbow Midwest Inc. .... Prior Lake, Minn.  
RFG Safe & Knife ..... Robbinsdale, Minn.  
Rio Grande Valley of Texas ..... McAllen, Texas  
Rosemount Boating Center ..... Rosemount, Minn.  
Slugmaster Inc. .... Lakeville, Minn.  
Southeastern Minnesota  
Historic Bluff Country ..... Harmony, Minn.  
Spineless Wonders ..... St. Paul, Minn.  
Swimmin' Hole ..... Fridley, Minn.  
Trader Publishing Company ..... St. Paul, Minn.  
Tread-Aerobic Treadmills ..... St. Paul, Minn.  
United Stores Inc. .... Fridley, Minn.  
Wait & C Inc. .... Roseville, Minn.



## State Fair Sponsors

American Dairy Association of Minn.\* ... St. Paul, Minn.  
Auto Value Parts Stores\* ..... St. Cloud, Minn.  
Bauman Group ..... Framingham, Mass.  
C & H Sugar Company\* ..... Pleasant Hill, Calif.  
Cal Spas of Minnesota ..... Minnetonka, Minn.  
Capitol Beverage Sales ..... St. Paul, Minn.  
East Side Beverage ..... Arden Hills, Minn.  
Hilex Corporation ..... Eagan, Minn.  
Knox Lumber\* ..... Eagan, Minn.  
Medica\* ..... Minneapolis, Minn.  
M.A. Gedney Company\* ..... Chaska, Minn.  
Midwest Coca-Cola Bottling Company. .... Eagan, Minn.  
Miller Brewing Company\* ..... Milwaukee, Wis.  
Minnesota Brewing ..... St. Paul, Minn.  
Minn. Farm Bureau Federation\* ..... St. Paul, Minn.  
Minn. Propane Gas Association\* ... Minneapolis, Minn.  
Norwest Banks ..... Minneapolis, Minn.  
Pierce Promotions &  
Event Management ..... Portland, Maine  
Primestar ..... Dallas, Texas  
Progressive Insurance ..... Arden Hills, Minn.  
Ralston Purina Company ..... Eagan, 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**

JAMES R. NOBLES, LEGISLATIVE AUDITOR

**Independent Auditor's Report**

Mr. Vern Prokosch, President  
Board of Managers  
State Agricultural Society

Members of the State Agricultural Society

Mr. Jerry Hammer, Executive Vice President  
State Agricultural Society


We have audited the accompanying balance sheets of the State Agricultural Society as of and for the year ended October 31, 1997 and 1996, and the related statements of income, retained earnings and cash flows 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 audit.

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

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the State Agricultural Society as of October 31, 1997 and 1996, and the results of its operations and its cash flows for the years then ended in conformity with generally accepted accounting principles.

In accordance with *Government Auditing Standards*, we have also issued a report dated February 13, 1998, on our consideration of the State Agricultural Society's internal control structure and a report dated February 13, 1998, on its compliance with laws and regulations.

Our examination was made for the purposes of forming an opinion on 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

  
Claudia J. Gudvangen, CPA  
Deputy Legislative Auditor

February 13, 1998



# Balance Sheet

For the years ended October 31

**1997**

**1996**

## ASSETS

### Current assets:

Cash and cash equivalents (note 2)	\$4,653,119	\$1,968,959
Accounts Receivable	737,944	644,345
Accrued interest receivable	1,631	13,887
Prepaid expenses	35,378	33,026
Total current assets	5,428,072	2,660,217

### Non-current assets:

Note receivable	145,964	156,787
Property, structures and equipment (note 3)	18,485,386	18,588,874
Total assets	\$24,059,422	\$21,405,878

## LIABILITIES & RETAINED EARNINGS

### Current liabilities:

Accounts payable	\$898,992	\$901,403
Accrued salaries	54,668	40,977
Compensated absences	346,996	337,457
Deferred income	140,450	81,655
Current portion of long-term liabilities (note 4)	484,500	461,755
Total current liabilities	1,925,606	1,823,247

### Long-term debt (less current portion)

	983,733	1,470,708
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Total liabilities	2,909,339	3,293,955
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### Retained earnings:

Designated for building fund (note 7)	2,652,313	1,930,363
Unrestricted	18,497,770	16,181,560
Total retained earnings	21,150,083	18,111,923

Total liabilities and retained earnings	\$24,059,422	\$21,405,878
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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

	1997	1996
<b>Operating revenues:</b>		
Ticket sales	\$15,741,617	\$13,339,321
Departmental	4,309,577	4,143,728
Other	2,553,234	2,582,153
Total operating revenues	22,604,428	20,065,202
<b>Operating expenses:</b>		
Administrative	2,190,620	2,151,170
Activities and Support	11,622,891	11,275,503
Premiums	632,160	604,222
Other	886,151	835,953
Plant Operations	2,052,338	2,156,898
Plant Maintenance	845,894	1,086,770
Depreciation	1,290,246	1,290,902
Total operating expenses	19,520,300	19,401,418
Operating income	\$3,084,128	\$663,784
<b>Nonoperating revenues(expenses):</b>		
Interest income	85,046	98,136
Interest expense	(131,014)	(158,254)
Net income	3,038,160	603,666
Retained earnings, beginning of year	18,111,923	17,508,257
Retained earnings, end of year	\$21,150,083	\$18,111,923

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



# Statement Of Cash Flows

For the years ended October 31

	1997	1996
<b>Cash flow from operating activities:</b>		
Operating income (loss)	\$3,084,128	\$663,784
Adjustments to reconcile net increases to net cash provided by operating activities:		
Depreciation	1,290,246	1,290,902
Changes in current assets and liabilities:		
Current assets—(increase) decrease:		
Accounts receivable	(93,599)	(314,397)
Prepays	(2,352)	24,524
Current liabilities—increase (decrease):		
Accounts payable	(2,412)	(527,872)
Salaries payable	13,691	20,725
Compensated absences	9,539	16,433
Deferred revenues	58,795	(45,065)
Net cash provided by operating activities	\$4,358,036	\$1,129,034
<b>Cash flows from capital and related financing activities:</b>		
Purchase of fixed assets	(1,192,769)	(2,598,911)
Disposal of fixed assets	6,011	
Principal paid on notes and leases	(464,229)	(501,742)
Interest paid on notes and leases	(131,014)	(158,254)
Proceeds from note payable		
Proceeds from note receivable	10,823	10,021
Net cash provided by investing activities	(1,771,178)	(3,248,886)
<b>Cash flows from investing activities</b>		
Interest earnings	97,302	105,194
<b>Increase (decrease) in cash</b>	\$2,684,160	\$(2,014,658)
Cash and cash equivalents beginning of year	1,968,959	3,983,617
Cash and cash equivalents end of year	\$4,653,119	\$1,968,959

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.

	1997	1996
Land	\$2,228,778	\$2,228,778
Land improvements	2,929,733	2,922,854
Structures	26,819,029	26,167,227
Electrical system	2,949,953	2,785,968
Fence and fixtures	609,561	574,320
Gas system	91,182	91,182
Sewer system	1,190,639	955,710
Water system	520,437	520,437
Personal property	1,326,859	1,391,522
Total	38,666,171	37,637,998
Less accumulated depreciation	20,180,785	19,049,124
Net book value	\$18,485,386	\$18,588,874

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

	1997		1996	
	Current	Long-term	Current	Long-term
Notes payable (note 6)	\$484,500	\$983,733	\$458,471	\$1,470,708
Lease payable			3,282	
	\$484,500	\$983,733	\$461,753	\$1,470,708
Net increase (decrease)	\$22,747	\$(486,975)		

## 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 \$2,395,236 for 1996 and \$2,474,691 for 1997. Total Society payroll was \$4,687,626 for 1996 and \$4,727,770 for 1997.

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 8.05 % for 1996 and 7.61 % for 1997. The current rates are 4.00 percent for employees and 4.00 percent for the Society for a total of 8.00 percent. The total employer contributions for the Society were \$97,482 for 1996 and \$101,060 for 1997.

### 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, 1997 and 1996 are shown below:

(in Thousands)	SERF 1997	SERF 1996
Total pension benefit obligations	\$4,079,340	\$3,612,360
Net assets available for benefits (cost basis)	4,564,401	3,896,041
Unfunded (assets in excess of) pension benefit obligations	485,061	283,681

The pension benefit obligation is a standardized measure of the actuarial present value of credited projected benefits. These valuations are as of July 1, 1997 and 1996.

### 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, 1997. 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, 1997, 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: 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

**1997**

**1996**

## **OPERATING INCOME**

### **Ticket sales:**

Carnival	\$5,043,567	\$4,441,575
Coliseum	126,945	147,121
Grandstand	1,858,021	1,768,464
Outside gate	8,086,645	6,476,951
Parking	572,796	458,961
Tram	53,643	46,250
<b>Total ticket sales</b>	<b>15,741,617</b>	<b>13,339,321</b>

### **Activities:**

Box office	184,161	179,108
Campgrounds	89,401	78,275
Carnival	52,085	49,297
Competition	136,871	124,761
Entertainment	52,014	54,274
Forage	20,050	15,059
4-H Auction	76,025	62,775
Gift shop	126,054	122,132
Public safety	21,549	12,795
Sales	3,551,367	3,445,254
<b>Total activities</b>	<b>4,309,577</b>	<b>4,143,728</b>

### **Other:**

Miscellaneous	92,538	156,980
Non-fair events	1,467,170	1,632,323
Sale of bulk milk	11,695	14,637
Sale of market animals	112,227	104,807
Sponsorships	280,372	259,529
Telephone	190,797	159,528
Utility Assessments	398,435	254,348
<b>Total other</b>	<b>2,553,234</b>	<b>2,582,153</b>

<b>Total operating income</b>	<b>\$22,604,428</b>	<b>\$20,065,202</b>
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# Operating Expenses

For the years ended October 31

	1997	1996
<b>Administrative</b>		
Annual meeting	\$9,479	\$8,908
Bad debt	2,327	368
Board honorarium	10,400	10,400
Computer	183,092	152,917
Dues and subscriptions	15,485	13,878
Employment services	51,527	51,756
Insurance	109,024	150,140
Legal services	44,231	76,776
Legislative audit	28,776	27,082
Medical insurance	196,724	177,285
Paid leave	342,554	291,389
Planning	898	22,990
Postage and mailing service	161,384	166,784
Printing and supplies	90,754	84,653
Retirement fund	101,060	97,482
Salaries	244,236	249,494
Social security	350,701	338,032
Staff services and training	44,866	42,497
Telephone	100,180	99,113
Travel expense	42,716	56,348
Unemployment compensation	10,025	6,194
Workers compensation	50,181	26,684
<b>Total administrative</b>	<b>2,190,620</b>	<b>2,151,170</b>
<b>Activities and Support:</b>		
Access services	42,046	
Admissions	132,199	141,594
Advertising	585,075	608,141
Agri-Land	12,050	
Bee culture	7,441	7,542
Box office	153,377	156,982
Campground	25,924	36,125
Carnival	3,653,168	3,277,289
Cattle	58,559	54,870
Christmas trees	3,661	3,722
Competition	148,355	142,857
Creative activities	53,921	52,101
Dairy products	1,505	1,897
Dog Trials	2,165	
Education	23,444	22,885
Farm crops	13,617	13,402
Finance	243,413	189,190
Fine arts	23,458	23,175
Flower and agriculture shows	35,546	33,476
Flowers	7,413	6,203
Forage	22,317	9,976
4-H Club	188,478	164,677
Free entertainment	766,197	820,428
Fruit	7,932	8,236
FFA	39,044	38,676



## Operating Expenses (continued)

Gate tickets	152,844	157,718
Gift shop	78,930	113,124
Goats	4,130	4,561
Grandstand - concerts	1,569,702	1,717,979
Grandstand - race	166,093	184,160
Guest services	143,880	158,708
Heritage exhibits	16,253	16,441
Horse and rodeo	249,044	212,817
Llamas	2,901	2,794
Marketing	404,256	419,829
Meats	4,459	4,683
Park & Ride	384,842	319,543
Parking	156,254	141,352
Poultry	9,865	9,874
Public safety	410,761	401,818
Sales	632,253	601,332
Sanitation	660,616	677,939
Senior citizens	11,884	26,955
Sheep	7,618	8,809
Swine	12,905	10,252
Ticket audit	6,367	6,796
Ticket promotion	229,189	209,589
Tram	52,280	49,344
Vegetables	5,260	5,646
<b>Total activities and support</b>	<b>11,622,891</b>	<b>11,275,503</b>
<b>Premiums:</b>		
Bee culture	2,690	2,772
Cattle	90,497	84,379
Christmas trees	1,715	1,740
Creative activities	10,772	10,883
Dairy products	785	745
Dog Trials	830	
Education	9,585	9,720
Farm crops	14,814	15,126
Fine arts	8,400	8,500
Flowers	2,342	2,391
4-H Auction	76,325	62,975
4-H Club	62,225	61,674
Fruit	1,490	1,387
FFA	52,145	47,960
Goats	10,881	10,099
Horses	78,434	75,212
Llamas	4,160	3,875
Poultry	8,867	9,508
Rural youth scholarships	15,000	20,000
Sale of bulk milk	11,690	14,636
Sale of market animals	112,227	104,917
Sheep	22,052	24,630
Swine	21,177	18,829
Talent contest	8,890	9,310
Vegetables	4,167	2,955
<b>Total premiums</b>	<b>632,160</b>	<b>604,222</b>



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<b>Other:</b>		
Institutional tickets	135,800	86,412
Miscellaneous	57,658	41,425
Non-fair events	656,405	673,428
Veterinarian service	36,288	34,688
<b>Total other</b>	<b>886,151</b>	<b>835,953</b>
<b>Plant operations:</b>		
Architectural and engineering	16,108	21,262
Building inspections		50
Fire and police service	116,195	113,746
Fuel, oil and gasoline	36,723	41,396
Greenhouse	121,058	111,313
Property tax and assessments	13,094	4,301
Salaries and contract services	460,653	527,532
Set-up and take-down	771,491	836,499
Signs	3,951	6,045
Supplies	35,298	42,360
Utilities	283,667	258,154
Watchmen	76,629	68,973
Water and sewer	117,471	125,268
<b>Total plant operations</b>	<b>2,052,338</b>	<b>2,156,898</b>
<b>Plant maintenance:</b>		
Electric system	137,551	182,694
Fence and fixtures	13,645	25,977
Gas system	307	1,273
Land	36,329	35,048
Personal property	118,065	195,037
Sewer system	12,072	11,455
Streets and sidewalks	67,271	73,735
Structures	233,462	353,616
Vehicles	188,984	171,828
Water system	38,208	36,108
<b>Total plant maintenance</b>	<b>845,894</b>	<b>1,086,770</b>
<b>Depreciation:</b>		
Electric system	80,723	76,786
Fence and fixtures	26,297	24,686
Gas system	757	757
Land improvement	119,952	119,799
Personal property	224,096	257,493
Sewer system	43,557	32,270
Structures	782,920	767,166
Water system	11,944	11,944
<b>Total depreciation</b>	<b>1,290,246</b>	<b>1,290,902</b>
<b>Total operating expense</b>	<b>\$19,520,300</b>	<b>\$19,401,418</b>
Net operating income	3,084,128	\$663,784
<b>NONOPERATING INCOME (EXPENSES)</b>		
Interest income	85,046	98,136
Interest expense	(131,014)	(158,254)
<b>NET INCOME</b>	<b>\$3,038,160</b>	<b>\$603,666</b>

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# 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, 1997.

## **Beginning balance November 1, 1996**

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

Increase (Decrease) in Cash for 1997		2,684,160
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Ending Cash Balance October 31, 1997		\$4,653,119
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## **Detail of Year-End Cash Balance:**

Imprest fund - cash on hand	\$4,000	
Checking accounts	55,462	
Cash equivalents	4,590,526	
Trust fund	3,131	
Total		\$4,653,119

Respectfully submitted,  
Jerry Hammer  
Executive Vice President

St. Paul, Minnesota

October 31, 1997





STATE OF MINNESOTA  
**OFFICE OF THE LEGISLATIVE AUDITOR**  
JAMES R. NOBLES, LEGISLATIVE AUDITOR

**Auditor's Report on the Internal Control Structure**

Mr. Vern Prokosch, President  
Board of Managers  
State Agricultural Society

Mr. Jerry Hammer, Executive Vice President  
State Agricultural Society

Members of the State Agricultural Society

We have audited the financial statements of the State Agricultural Society, as of and for the year ended October 31, 1997, and have issued our report thereon dated February 13, 1998.

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, 1997, 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. In addition, 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.



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

Our consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weakness under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of one or more of the 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. We noted no matters involving the internal control structure and its operations that we consider to be material weaknesses as defined above.

However, we 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, 1998.

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.



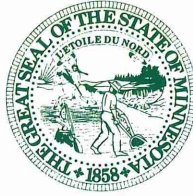
James R. Nobles  
Legislative Auditor



Claudia J. Gudvangen, CPA  
Deputy Legislative Auditor

February 13, 1998





STATE OF MINNESOTA  
**OFFICE OF THE LEGISLATIVE AUDITOR**  
JAMES R. NOBLES, LEGISLATIVE AUDITOR

**Report on Compliance Based on an Audit of Financial Statements**

Mr. Vern Prokosch, President  
Board of Managers  
State Agricultural Society

Mr. Jerry Hammer, Executive Vice President  
State Agricultural Society

Members of the State Agricultural Society

We have audited the financial statements of the State Agricultural Society as of and for the year ended October 31, 1997, and have issued our report thereon dated February 13, 1998.

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 no instance of noncompliance 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

  
Claudia J. Gudvangen, CPA  
Deputy Legislative Auditor

February 13, 1998



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## Status of Prior Audit Issues As of October 31, 1997

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### Most Recent Audit

**October 31, 1996, Legislative Audit Report 97-16** The primary objective of our audit was to issue an opinion of the financial statements of the Society for the year ended October 31, 1996. We questioned the Society's ability to adequately control receipts from the state fair carnival's ticket sales. The Society had experienced shortages of \$41,983 and \$41,355, respectively, for the 1995 and 1996 carnival activity. During the 1997 carnival, the Society improved controls and reduced the shortage to \$28,087. The Society plans to continue working to improve the operations of the carnival and to further reduce the annual shortage.

We also reported that the Society had not transferred the required \$790,399 match of foregone sales tax to the Building Fund during fiscal year 1996. During fiscal year 1997, the required transfers for both 1996 and 1997 were made to the Building Fund.

#### State of Minnesota Audit Follow-Up Process

The Department of Finance, on behalf of the Governor, maintains a quarterly process for following up issues cited in financial audit reports issued by the Legislative Auditor. The process consists of an exchange of written correspondence that documents the status of audit findings. The follow-up process continues until Finance is satisfied that the issues have been resolved. It covers entities headed by gubernatorial appointees, including most state agencies, boards, commissions, and Minnesota state colleges and universities. It is not applied to audits of the University of Minnesota, any quasi-state organizations, such as metropolitan agencies or the State Agricultural Society, the state constitutional officers, or the judicial branch.



# Meeting Minutes

## SALES COMMITTEE MEETING

Radisson South Hotel, Atrium 2  
Friday, January 17, 1997 - 1:00 p.m.

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

Also present: Hammer, Larson, Pooch, Birk and Fischler.

A list of attractions proposed for the 1997 fair in which the fair would participate in revenues on a percentage basis, the respective ticket prices and percentage terms was presented by Mr. Sinclair. After discussion, it was moved by Mr. Steltz, seconded by Mr. Lake and carried that license agreements for these attractions be executed (Aye-6; Nay-0).

Concessionaire	Attraction	Ticket Price(s)	Percentage(s)
Antique Auto. Club of America, Minnesota Region	Antique Auto Museum	\$1.00	30%
Arrow Enterprises, Inc.	Skyride	\$1.75 = 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 \$11,780 and 30% of gross sales over \$47,120
Giant Ride, Inc.	Giant Slide	\$1.50	30%
Iwerks Entertainment, Inc.	Simulation Theater	\$5.00	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 1997 fair, was approved on a motion by Ms. Schmidt, seconded by Mr. Prokosch and carried (Aye-6; Nay-0).

Brede Enterprises, Inc.	Blk. 35	Crossroads Beer Garden
Cleworth's Food & Beverage	Blk. 42	Arcade Building, Spaces 1 - 15
James W. Crocker	Blk. 31	Spaghetti Village, Lots 16 - 18
John A. Giere	Blk. 42	Arcade 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	Arcade Building, Spaces 26 - 21

The committee reviewed and approved the following list of multiple-site concession and exhibit agreements for 1997. Itemized agreements were approved on a motion by Mr. Prokosch, seconded by Mr. Annexstad and carried (Aye-6; Nay-0).

Name	Description	Sites
Larry Abdo/Gopher State Ice Co.	Pocket Pies/Ice	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
Cenaiko Enterprises, Inc.	Chamios	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	2
George Funk	2
Giant Ride, Inc.	2
John A. Giere	2
Hixon Glass Blowers	2
Holly's Hobby	2
Shirley Hudspeth	2
Tina Isaac	2
Kirch Enterprises/Gasthaus Edelweiss	2
Gregory B. Kusick	2
Gary Larson	2
Jodeen L. Larson	2
M & D Enterprises	2
Major League Sports Shops	2
Matt Milner Sales	2
Mini-Kabob Foods	2
Minn. Honey Producers	2
Muskar, Inc.	2
National Icee Corp.	2
National Service Company	2
Nomar, Inc.	2
Northland Emblem	2
Louise H. O'Neil	2
Offerman and Company	2
Orange Treat Sales	2
Patterson Products	2
Schmitt Music Centers	2
Robert L. Shutes	2
Televac Computer Company	2
Tom Thumb Donut Corp.	2
Paul S. Ward	2
Watkins, Inc.	2
Jerry Woldorsky	2
World Book Educational Products	2
Wozniak Concessions	2
Kathy Yahr	2
Chester H. Nairne Company	3
Robert W. Crocker	3
Darlinda, Inc.	3
Lynn Davis	3
Maxine W. Davis	3
Delrick Enterprises	3
Fresh Fruit	3
Hohenwald Enterprises, Inc.	3
James Johnson	3
Edward and Sally Nuebel	3
Fred C. O'Neil, Jr.	3
Leah H. O'Neil	3
Theodore G. O'Neil	3
James and Ethel Peters	3
Philip M. Sampson	3
Schultz's Concessions	3
Gloria Shutes	3
Gregory J. Tetrault	3
Melvyn Townsend	3
John Tysseling	3
Hannasch, Inc.	4
James Hartley	4
Eugene R. LaVaue	4
Minnetonka Moccasin Company	4
Schroder Concessions	4
State Fair Penny Arcade	4
Syndicate Sales Corp.	4
Ward Food Services	4
Desplenter Novelties	13
Fish and Beverages	2
Leather Crafts/Coffee	2
Giant Slide/Cheese on a Stick	2
Food, Beverages and 3.2 Beer/Games (contiguous)	2
Blown and Spun Glass	2
Hand Crafts	2
Victorian Merchandise/Ice Shaver Kits	2
Food & Beverages/Tempura Veggies	2
Bratwurst/Food and Beverage	2
Cotton Candy	2
Popcorn, Carmel Corn and Carmel Apples	2
Popcorn, Carmel Corn, Carmel Apples and Rosettes	2
Fudge and Taffy	2
Professional Sports Team Merchandise	2
Novelties	2
Kabobs	2
Honey, Honey Ice Cream & Candy	2
Fried Cheese Curds	2
Icee Frozen Beverages	2
Jewelry Cleaner	2
Hokey Sweepers, Dusters and Brooms	2
Patches and Emblems for Hats	2
Hot Dogs on a Stick	2
Investment Information	2
Orange Treat Drink/Pineapple on a Stick	2
Lint Rollers/Pet Mitt Product	2
Pianos and Organs	2
Food and Beverages	2
Personality Computers	2
Tom Thumb Donuts	2
Corn on the Cob, Hamburgers & Foot Long Hot Dogs	2
Watkins Products	2
Buffalo Burgers/Baked Potatoes	2
World Book educational materials	2
French Fries	2
Cotton Candy	2
Blender Queen Blenders/Supra Silverstone Cookware	3
Root Beer	3
Pie/Dining Hall (contiguous)	3
Ice Cream, Sno Cones, Carmel Apples and Beverages	3
Ice Cream, Sno Cones, Carmel Apples, Beverages and Baked Potatoes	3
Popcorn, Carmel Corn, Carmel Apples and Beverages	3
Fruit	3
Food and Beverages	3
Foot Long Hot Dogs	3
Fish & Chips/Nut Products	3
Hot Dogs on a Stick	3
Hot Dogs on a Stick	3
Hot Dogs on a Stick	3
Hot Dogs/Polish Sausage	3
Games of Skill	3
Hamburgers and Hot Dogs	3
Food and Beverages	3
Ice Cream, Sno Cones, Carmel Apples and Beverages	3
Foot Long Hot Dogs	3
Fried Mushrooms/Turkey Drumsticks/Apple Fritters	3
Sno Cones	4
Cotton Candy	4
Sno Cones	4
Moccasin Footwear	4
Popcorn, Carmel Corn, Carmel Apples, Cheese Curds, Lemonade and Bratwurst	4
Coin operated arcade games/games of skill	4
Vegetable Cutters, Dusters, Snack Tartmaster, Rotary Food Processors and Hydro-hand washing units	4
Food, Beverages & 3.2 Beer (Coliseum)	4
Novelties	13

Reports reflecting changes which have taken place in the status of multiple site licensing from 1985 through 1996 and food and beverage concessionaires from 1975 through 1996 were presented for committee review; no action necessary.

## EXHIBIT AND CONCESSION LICENSE COMPARISON

Number of Individual Locations	1985 - 1990 - 1995 - 1996			
	Held by the Following Number of Persons			
	1985	1990	1995	1996
1	865	995	1,012	994
2	55	51	42	44
3	24	20	22	20
4	10	15	8	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	1,207	1,187
Number of Persons Holding Locations	968	1,087	1,085	1,067
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	913	894
Percentage of Locations Held By Minnesota Residents	73%	79%	76%	76%

\* Novelty Locations

#### FOOD AND BEVERAGE CONCESSION LICENSE COMPARISON

1975 - 1985 - 1995 - 1996

Number of Individual Locations Held	By the Following Number of Persons			
	1975	1985	1995	1996
1	95	147	187	188
2	20	29	24	24
3	4	14	18	18
4	5	6	5	5
5	3	2		
7	0	2		
9	1	1		
12	1	0		
13	2	0		
14	2	0		
17	1	0		
26	0	1		
32	1			
Total Number of Locations Available	306	333	309	310
Number of Persons Holding Locations	135	203	234	235
Percentage of Persons Holding Four (4) or Fewer Locations	55%	82%	100%	100%
Percentage of Locations Held In Units Smaller Than Five (5)	55%	82%	100%	100%
Number of Locations Held By Minnesota Residents	158	292	258	259
Percentage of Locations Held By Minnesota Residents	52%	88%	84%	84%

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

#### PERCENTAGE/FOOTAGE PRODUCTIVITY ANALYSIS

The information below has been compiled as a comparative study of the difference between concession productivity/space value under a front footage (@ \$62.00 per front foot) versus percentage of revenue rent formula.

Food and Beverage Concessions *	1995	1996	Comparative
Total front footage	6,888 feet	6,800 feet	- 88 feet
Gross revenue reported	\$11,932,694	\$12,849,586	+ \$916,893
Total percentage rents paid	1,123,380	1,209,818	+ 86,438
Productivity per front foot	1,732	1,889.65	+ 157
Value per front to M.S.F.	163	177.91	+ 15
Value at \$62.00 per front foot	427,056	421,600	- 5,456
Attraction, Amusement, Novelty, Game and Souvenir Concessions **	1995	1996	Comparative
Total front footage	1,873 feet	1,917 feet	+ 44 feet
Gross revenue reported	\$1,539,965	\$1,641,415	+ \$101,449
Total percentage rents paid	229,542	242,836	+ 13,295
Productivity per front foot	822	856	+ 34
Value per front foot to M.S.F.	123	127	+ 4
Value at \$62.00 per front foot	116,126	118,854	+ 2,728

Formulas used:

Productivity per front foot = (gross revenue reported) divided by (total front footage)

Value per front foot to M.S.F. = (total percentage rents paid) divided by (total front footage)

\* Figures include Midway/Kidway Food and Beverage Concessions

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

The meeting was adjourned on a motion by Ms. Schmidt, seconded by Mr. Annexstad and carried (Aye-6; Nay-0).

#### PLANNING COMMITTEE MEETING

Radisson South Hotel, Bloomington  
Friday, January 17, 1997 - 2:00 p.m.

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

Also present: Steltz; Recknor; Lake; Hammer; Larson; Giannini; Goiffon; Fischler; Birk; Sinclair; Armstrong; Juettner; Ritt; Tahti.

An improvement and maintenance budget totaling \$2 million was proposed for 1997 by Mr. Wenzel and reviewed by the committee. Also discussed were the improvement and maintenance budgets' relationship to the 1997 operating budget.

#### MAINTENANCE & IMPROVEMENT BUDGET SUMMARY

	1997	1998
A. Structure Improvements:	598,875	1,522,650
B. Land Improvements:		
B.I. Fencing & Fixtures	42,900	50,000
B.II. Land	5,000	137,000

B.III. Sewer System	246,450	100,000
B.IV. Streets & Sidewalks	-0-	99,500
B.V. Water Distribution System	-0-	87,050
B.VI. Gas Distribution System	-0-	-0-
B.VII. Land Purchases	-0-	-0-
<b>TOTAL Land Improvements</b>	<b>294,350</b>	<b>473,550</b>
C. Personal Property:	109,575	109,050
D. Electric Plant:	158,000	233,900
<b>TOTAL Improvements</b>	<b>1,160,800</b>	<b>2,339,150</b>
E. Structure Maintenance:	233,050	596,550
F. Land Maintenance:		
F.I. Fencing & Fixtures	16,850	18,575
F.II. Land	25,000	49,500
F.III. Sewer System	11,300	21,650
F.IV. Streets & Sidewalks	60,600	60,000
F.V. Water Distribution System	43,900	58,550
F.VI. Gas Distribution System	1,000	1,000
<b>TOTAL Land Maintenance</b>	<b>158,650</b>	<b>209,275</b>
G. Personal Property Maintenance:	161,200	178,975
H. Vehicle Maintenance:	164,200	159,000
I. Electric Plant Maintenance:	162,350	179,100
<b>TOTAL Maintenance</b>	<b>879,450</b>	<b>1,322,900</b>
<b>TOTAL Maintenance &amp; Improvements</b>	<b>2,040,250</b>	<b>3,662,050</b>

Following discussion, it was moved by Mr. Keenan, seconded by Mr. Steltz 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 may occur during the course of the budget year (Aye-4; Nay-0).

Following discussion, it was moved by Mr. Simons and seconded by Mr. Keenan to recommend to the full board a release of \$2,040,250 from the building fund for improvements and maintenance projects (Aye-4; Nay-0).

#### LIFE MEMBER ADVISORY COMMITTEE MEETING

Radisson South Hotel, Bloomington  
Sunday, January 19 - 10:30 a.m.

Members present: Howard Morris, chair; Eileen Roehlke, vice chair; Willis Lilliquist; Dick Reinhardt; Evelyn Hagen; Jerry Hammer, ex officio; Jim Sinclair, ex officio; Marshall Jacobson, ex officio. Also present: Steve Pooch.

Mr. Hammer presented a summary of new attractions and exhibits currently being developed for presentation at the 1997 State Fair.

Mr. Jacobson offered a brief review of the maintenance and improvements projects to be undertaken during the coming year.

Mr. Sinclair reviewed statutory language regarding life membership in the Society. He also presented committee members with an updated State Fair Hall of Fame booklet.

A summary of entertainment programs being developed for '97 was presented by Mr. Jacobson.

Mighty Midway and Kidway operations for '95 and '96 were reviewed by Mr. Sinclair.

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

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

Radisson South Hotel, Bloomington  
Sunday, January 19, 1997 - 1:16 p.m.

Members present: Martin Annexstad, president; Joe Fox, vice president; Rich Keenan, vice president; John Paulmann; Bob Lake; Vern Prokosch; Howard Recknor; Clarice Schmidt; Don Simons; Lyle Steltz; Jerry Hammer, secretary.

Also present: Ken Wenzel; Jim Sinclair; Steve Pooch; Karen Leach; Marshall Jacobson; Mary Goiffon; Susan Ritt; Joe Fischler; Bob Armstrong; Mark Birk; Mary Pittelko; Tracy Schlumberger; Amanda Engquist; Pam Johnson; Kent Harbison.

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

It was moved by Mr. Keenan, seconded by Mr. Lake and carried that Jerry Hammer be appointed secretary of the society for a period of one year at an annual salary of \$85,000, with the working title of executive vice president (Aye-9; Nay-0). Oath of office administered to secretary.

Minutes of the November 14 board and sales committee meetings, previously mailed to the members, were approved on a motion by Mr. Simons, seconded by Mr. Keenan and carried (Aye-9; Nay-0).

Society minutes in vacation, covering the period November 12, 1996 through January 19, 1997, and the administrative action noted therein, were approved on a motion by Mr. Steltz, seconded by Mr. Prokosch and carried (Aye-9; Nay-0).

Secretary presented the financial statement of December 31, 1996, as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Nov. 30, 1996		\$166,445
Add: Dec. Cash Deposits	1,116,622	
Less: Payroll Ending Dec. 11	(113,799)	
Payroll Ending Dec. 24	(96,445)	
Dec. Cash Disbursements	(1,019,655)	(113,277)
Cash Balance-Dec. 31, 1996		\$53,168

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Nov. 30, 1996		\$34,904
Add: Interest Earned	145	
Securities Purchased		
Less: Service Charges		
Securities Redeemed		145
Balance-Dec. 31, 1996		\$35,049

#### BUILDING FUND ACTIVITY:

Balance-Nov. 30, 1996		\$1,534,997
Add: Interest Earned	7,104	
Securities Purchased		
Less: Service Redeemed	(1,000,000)	(992,896)
Balance-Dec. 31, 1996		\$542,101



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

	1995	1996
General Fund	\$25,542	\$53,168
Petty Cash	2,500	3,000
Marketable Securities	577,064	35,049
Building Fund	1,996,394	542,101
Total Cash Balances	\$2,601,500	\$633,318

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

A resumé of financial information, covering 1982 through 1996 was circulated.

Year	Revenue	Expense	Operating Gains (Loss)	Retained Earnings	Debt
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	2,662,000	2,434,000
1996	20,163,000	19,559,000	604,000	1,455,000	1,932,000

Year	New Plant Investment	Plant Maintenance	Prize Money Paid Out	Sales Tax To Building Fund*
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 *
1996	2,478,000	1,087,000	604,000	800,000 *

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

It was moved by Mr. Prokosch, seconded by Mr. Fox and carried that Secretary be authorized to borrow a sum of up to \$1 million to meet short-term operating expenses, and that the following signatures be authorized for society accounts (Aye-9; Nay-0):

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

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

Upon a motion by Ms. Schmidt, seconded by Mr. Steltz and carried, the following standing committee assignments were made for 1997 (Aye-9; Nay-0):

**FINANCE COMMITTEE** Recknor, chair; Prokosch; Keenan; Simons; Schmidt; Fox; Annexstad, ex officio; Hammer, ex officio; Jacobson, ex officio; Wenzel, ex officio; Pooch, ex officio.

**GOVERNMENTAL AFFAIRS COMMITTEE** Simons, chair; Prokosch; Keenan; Schmidt; Steltz; Lake; Annexstad, ex officio; Hammer, ex officio; Jacobson, ex officio; Goiffon, ex officio; Sinclair, ex officio.

**LIFE MEMBER ADVISORY COMMITTEE** Morris, chair; Roehlke, vice chair; Keskinen; Johnston; Maruska; Carnes; Franke; Ojakangas; Korff; Frost; Reinhardt; Lilliquist; Hagen; Markuson; Annexstad, ex officio; Hammer, ex officio; Leach, ex officio; Wenzel, ex officio; Pooch, ex officio.

**OPERATIONS COMMITTEE** Steltz, chair; Prokosch; Keenan; Recknor; Schmidt; Fox; Annexstad, ex officio; Hammer, ex officio; Goiffon, ex officio; Wenzel, ex officio; Pooch, ex officio.

**PLANNING COMMITTEE** Prokosch, chair; Simons; Recknor; Schmidt; Steltz; Lake; Annexstad, ex officio; Hammer, ex officio; Goiffon, ex officio; Sinclair, ex officio; Wenzel, ex officio.

**PUBLIC AFFAIRS COMMITTEE** Keenan, chair; Prokosch; Simons; Steltz; Fox; Paulmann; Annexstad, ex officio; Hammer, ex officio; Leach, ex officio; Sinclair, ex officio; Pooch, ex officio.

**RULES AND PREMIUM LIST COMMITTEE** Lake, chair; Prokosch; Keenan; Simons; Recknor; Paulmann; Annexstad, ex officio; Hammer, ex officio; Jacobson, ex officio; Leach, ex officio; Pooch, ex officio.

**SALES COMMITTEE** Schmidt, chair; Prokosch; Keenan; Simons; Recknor; Steltz; Lake; Fox; Paulmann; Annexstad, ex officio; Hammer, ex officio; Jacobson, ex officio; Sinclair, ex officio; Wenzel, ex officio.

It was moved by Ms. Schmidt, seconded by Mr. Prokosch and carried that the following be appointed department coordinators and superintendents for 1997 (Aye-9; Nay-0):

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

**COMPETITION DIVISION** (Lake) Steve Pooch (director)  
**Assistant** - Valori Trantarella  
**Bee Culture** (Fox) - Winnie Johnson  
**Beef Cattle** (Prokosch) - Chuck Schwartzau  
**Christmas Trees** (Fox) - Greg Ustruck  
**Creative Activities** (Paulmann) - Evelyn Hagen  
**Dairy Cattle** (Recknor) - Jim Linn  
**Dairy Products** (Simons) - Gene Watnaas  
**Dog Trials** (Keenan) - JoAnna Yund  
**Education** (Fox) - Jim Brown  
**Farm Crops** (Fox) - Duane Smith  
**Fine Arts** (Steltz) - Brad Nuorala  
**Flowers** (Fox) - Betty Reyer  
**Forage** (Schmidt) - Andrew Novicki  
**4-H** (Steltz) - Brad Rugg  
**Fruits** (Fox) - Louis Quast  
**FFA** (Lake) - Paul Day  
**Goats** (Prokosch) - Kevin LeVoor  
**Horse** (Simons) - Bob Peterson  
**Llama** (Prokosch) - Anne Heideman  
**Meats** (Keenan) - Ed Butler  
**Milking Parlor** (Recknor) - Doris Mold  
**Poultry** (Paulmann) - John Thomforde  
**Sheep** (Schmidt) - Bill Schulke  
**Swine** (Steltz) - Jerry Hawton  
**Vegetables** (Fox) - Erven Skaar  
**Livestock Facilities** - Mark Goodrich (coordinator)  
**Assistant** - Keith Burg  
**Assistant** - Scott Renard  
**Assistant** - Mike Summerbell

**ENTERTAINMENT DIVISION** (Simons) Karen Leach (director)  
**Entertainment** - Chris Tahti (supervisor)  
**Assistant** - Brian Smith  
**Grandstand Production** - John Mons  
**Auto Racing** - Neil Larson

**FINANCE DIVISION** (Recknor) Marshall Jacobson (director)  
**Accounting** - Shelly Kinnunen (supervisor)  
**Purchasing Group** - Mary Pittelko (coordinator)  
**Assistant** - John Hayne  
**Box Office** - Gail Anderson (supervisor)  
**Payroll & Payables** - Jean Holzemer  
**Computer Services Group** - Manley Bona (coordinator)  
**Receipts Management** - Susan Lynskey (supervisor)  
**Ticket Audit** (Fox) - Dick Reinhardt

**MARKETING DIVISION** (Keenan)  
**Media & Public Relations** - Sue Ritt (coordinator)  
**Assistant** - Amanda Engquist  
**Marketing Support** - Ken Giannini (supervisor)  
**Sponsor Events** - Tracy Schlumberger (supervisor)  
**Heritage Exhibits** (Lake) - Gale Frost

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

**SALES DIVISION** (Schmidt) Jim Sinclair (director)  
**Assistant** - Tricia Brier  
**Assistant** - Pam Johnson  
**Commercial Space** - Rochelle Rustad (supervisor)  
**Midway** - Dennis Larson (supervisor)  
**Midway Ticket Takers** - Marty Rossini

Recess for standing committee meetings.

**OPERATIONS COMMITTEE MEETING**

Members present: Steltz, chair; Prokosch; Keenan; Recknor; Schmidt; Fox; Annexstad, ex officio; Hammer, ex officio; Goiffon, ex officio; Wenzel, ex officio; Pooch, ex officio.

It was moved by Mr. Prokosch, seconded by Mr. Fox and carried that the following outside gate "all pay" policy be reaffirmed and extended through 1997: "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. Recknor, seconded by Mr. Fox and carried to approve the following outside



gate fee schedule for 1997: child admission (5 through 12) - \$5; adult admission (13 through 64) - \$6; senior admission (65 and over) - \$5; vehicle (with 3 or fewer passengers) - \$4; vehicle (with 4 or more passengers) - free; kids and seniors day promotions - \$1; family day promotion (adults and seniors - \$3, kids - \$1); adult, child, senior or vehicle advance sale - \$4; campgrounds - \$15 (Aye-9; Nay-0).

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

Committee meeting adjourned.

#### PUBLIC AFFAIRS COMMITTEE MEETING

Members present: Keenan, chair; Prokosch; Simons; Steltz; Fox; Paulmann; Annexstad, ex officio; Hammer, ex officio; Leach, ex officio; Sinclair, ex officio; Pooch, ex officio.

Proposed marketing and advertising budgets for 1997 were introduced by Mr. Keenan:

#### MARKETING

A. Payroll	Full-time	142,500	
	Summer staff	15,000	
	Special exhibits labor	5,000	
	Misc. fair labor	5,000	
			167,500
B. Printing	Two newsletters	58,000	
	Grandstand flyer	20,000	
	Daily schedules	18,500	
	Fair Deal schedules	7,500	
	Photo page	1,000	
	Editors-mayors materials	1,000	
	Posters	2,500	
	Maps	4,500	
	Invitations	1,500	
	Cheapskates Guide	15,000	
	Miscellaneous	7,000	
			136,500
C. Photography	Stills	8,000	
	Video production	500	
	Fair-time video shoot	2,000	
			10,500
D. Editors-mayors	Caterer	4,500	
	Tent & equipment rental	2,500	
			7,000
E. Promotional tickets		25,000	
F. Office supplies & rentals		7,500	
G. Awards		2,500	
H. Newspaper clipping service		2,500	
I. Special days activities		4,000	
J. Buttons		4,000	
K. Vehicle rental		1,000	
L. Brochure distribution		2,000	
M. Special contests		4,000	
N. Blue Ribbon Grill rentals (tent, etc.)		1,000	
O. Showmobile rental		2,500	
P. Special exhibits		15,000	
Q. Sundries		10,000	
R. Media Reimbursement		7,500	
		88,500	
		<b>\$410,000</b>	

#### ADVERTISING

I. Agency:	Media:		
	Print	167,000	
	Radio	120,000	
	Television	114,000	
	Outdoor	35,000	
	Transit (bus sides)	21,000	
			457,000
	Production:		
	Print	35,000	
	Radio	10,000	
	Television	38,000	
	Outdoor	7,000	
	Transit	11,000	
	Misc. projects	14,000	
			115,000
			572,000
II. County Fairs Promotion		4,000	
III. Institutional Grandstand Ads		4,000	
IV. Miscellaneous Special Publications		5,000	
V. Telephone Directories		2,000	
VI. Employment Ads		3,000	
		<b>\$590,000</b>	

Following discussion, advertising expenditures of \$590,000 and marketing expenditures of \$410,000 were approved for 1997 on a motion by Mr. Steltz, seconded by Mr. Simons and carried (Aye-5; Nay-0).

Committee meeting adjourned.

#### RULES & PREMIUM LIST COMMITTEE MEETING

Members present: Lake, chair; Prokosch; Keenan; Simons; Recknor; Paulmann; Annexstad, ex officio; Hammer, ex officio; Jacobson, ex officio; Leach, ex officio; Pooch, ex officio.

Upon a motion by Mr. Simons, seconded by Mr. Prokosch 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 1997 budget (Aye-5; Nay-0).

Committee meeting adjourned.

#### FINANCE COMMITTEE MEETING

Members present: Recknor, chair; Prokosch; Keenan; Simons; Schmidt; Fox; Annexstad, ex officio; Hammer, ex officio; Jacobson, ex officio; Wenzel, ex officio; Pooch, ex officio.

Secretary presented proposed operating, maintenance and improvement budgets for 1997, stating

that the maintenance and improvement figures on the expense side of the general budget had been approved by the planning committee on January 17, 1997.

#### MINNESOTA STATE FAIR BUDGET SUMMARY

##### INCOME

	1996 Budget	1996 Actual	1997 Budget
TICKET SALES:			
CARNIVAL	4,350,000	4,441,575	4,350,000
COLISEUM	125,000	147,121	150,000
GRANDSTAND	1,800,000	1,768,464	1,770,000
OUTSIDE GATE	6,250,000	6,476,951	7,325,000
PARKING	425,000	458,961	600,000
TRAM RIDE	65,000	46,249	50,000
	13,015,000	13,339,321	14,245,000
ACTIVITIES:			
BOX OFFICE	190,000	179,107	175,000
CAMPGROUNDS	75,000	78,275	85,000
CARNIVAL	35,000	49,296	45,000
COMPETITION	125,000	124,761	125,000
ENTERTAINMENT	80,000	54,274	60,000
FORAGE	15,000	15,059	15,000
4H AUCTION	55,000	62,775	60,000
GIFT SHOP	100,000	122,132	110,000
PUBLIC SAFETY	18,000	12,795	10,000
SALES	3,100,000	3,445,254	3,250,000
	3,793,000	4,143,728	3,935,000
OTHER:			
BULK MILK SALES	13,000	14,637	13,000
INTEREST	100,000	98,136	25,000
MARKET ANIMAL SALES	75,000	104,808	100,000
MISCELLANEOUS	80,000	156,980	60,000
NON-FAIR EVENTS	1,225,000	1,632,323	1,400,000
SPONSORSHIPS & GRANTS	225,000	259,529	225,000
TELEPHONE	140,000	159,528	145,000
UTILITY ASSESSMENTS	300,000	254,348	425,000
	2,158,000	2,680,289	2,393,000
TOTAL INCOME	18,966,000	20,163,338	20,573,000

##### EXPENSE

	1996 Budget	1996 Actual	1997 Budget
ADMINISTRATIVE:			
ANNUAL MEETING	8,000	8,908	9,600
BAD DEBT	1,000	368	1,000
BOARD HONORARIUM	10,400	10,400	10,400
COMPUTER	145,000	152,917	150,000
DUES & SUBSCRIPTIONS	15,000	13,878	14,000
EMPLOYMENT SERVICES	60,000	51,756	62,000
INSURANCE	135,000	150,140	160,000
LEGAL SERVICES	45,000	76,776	50,000
LEGISLATIVE AUDIT	25,000	27,082	30,000
MEDICAL INSURANCE	190,000	177,285	190,000
PAID LEAVE	250,000	291,389	300,000
PLANNING	20,000	22,990	1,000
POSTAGE & MAILING SERVICE	170,000	166,784	170,000
PRINTING & SUPPLIES	95,000	84,653	88,000
RETIREMENT FUND	90,000	97,482	100,000
SALARIES	265,000	249,494	255,000
SOCIAL SECURITY	310,000	338,032	345,000
STAFF SERVICES & TRAINING	62,000	42,497	55,000
TELEPHONE	90,000	99,113	100,000
TRAVEL EXPENSE	50,000	56,348	50,000
UNEMPLOYMENT COMPENSATION	7,500	6,194	7,500
WORKERS COMPENSATION	55,000	26,684	30,000
	2,098,900	2,151,170	2,178,500
ACTIVITIES & SUPPORT:			
ACCESS SERVICES	55,000	49,448	55,000
ADMISSIONS	145,000	141,594	130,000
ADVERTISING	625,000	608,141	590,000
AGRI-LAND			5,000
BEE CULTURE	8,000	7,542	7,500
BOX OFFICE	180,000	156,981	146,000
CAMPGROUNDS	26,000	36,125	20,000
CARNIVAL	3,090,000	3,277,289	3,250,000
CATTLE	50,000	54,870	55,000
CHRISTMAS TREE	4,500	3,721	4,000
COMPETITION	155,000	142,857	152,000
CREATIVE ACTIVITIES	50,000	52,101	55,000
DAIRY PRODUCTS	2,000	1,897	1,800
DOG TRIALS			3,000
EDUCATION	25,000	22,885	23,000
FARM CROPS	13,000	13,402	13,000
FINANCE	175,000	189,190	185,000
FINE ARTS	26,000	23,175	24,000
FLOWER & AG SHOWS	34,000	33,476	37,000
FLOWERS	7,500	6,203	7,000
FORAGE	15,000	9,975	12,000
4-H CLUB	165,000	164,677	183,000
FREE ENTERTAINMENT	925,000	820,428	915,000
FRUIT	8,000	8,236	8,000
FFA	38,000	38,676	40,000
GATE TICKET SALES	150,000	157,718	150,000
GIFT SHOP	86,000	113,124	90,000
GOAT	5,000	4,561	4,500
GRANDSTAND - CONCERTS	1,600,000	1,717,979	1,600,000
GRANDSTAND - RACE	150,000	184,160	165,000



GUEST SERVICES	125,000	109,260	175,000	TOTAL EXPENSE	18,817,450	19,559,672	19,319,250
HERITAGE EXHIBITS	15,000	16,441	15,000	NET INCOME (LOSS)	148,550	603,666	1,253,750
HORSE & RODEO	200,000	212,817	250,000	CASH-BEGINNING OF YEAR	3,983,617	3,983,617	1,968,959
LLAMA	3,000	2,794	3,000	ADD: NET INCOME	148,550	603,666	1,253,750
MARKETING	420,000	419,828	410,000	WORKING CAPITAL CHANGE		(808,573)	
MEATS	5,000	4,683	4,700	DEPRECIATION	1,136,000	1,290,902	1,290,000
PARK & RIDE	310,000	319,543	320,000	SHORT-TERM LOAN			1,000,000
PARKING	147,000	141,352	147,000	CASH AVAILABLE	5,268,167	5,069,612	5,512,709
POULTRY	11,000	9,874	10,000	DEDUCT: CAPITAL EXPENDITURES			
PUBLIC SAFETY	350,000	401,818	375,000	ELECTRIC SYSTEM	240,000	234,789	158,000
SALES	630,000	601,332	645,000	FENCE & FIXTURES	49,000	39,758	43,000
SANITATION	660,000	677,939	665,000	GAS SYSTEM	1,000		500
SENIOR CITIZEN	35,000	26,955	16,500	LAND	59,000	31,727	5,000
SHEEP	8,500	8,809	9,000	PERSONAL PROPERTY	656,000	606,496	110,000
SWINE	12,000	10,252	11,000	SEWER SYSTEM	226,000	261,768	246,000
TICKET AUDIT	5,400	6,796	6,500	STREETS & SIDEWALKS	130,000	237,482	500
TICKET PROMOTION	220,000	209,589	225,000	STRUCTURES	1,327,000	1,186,890	600,000
TRAMS RIDE	65,000	49,344	50,000	WATER SYSTEM	7,500		500
VEGETABLE	6,000	5,646	5,600		2,695,500	2,598,910	1,163,500
	11,040,900	11,275,503	11,274,100	CHANGES: DEBT STRUCTURE			
PREMIUMS:				EQUIPMENT LEASES	(8,917)	(8,991)	(3,282)
BEE CULTURE	3,000	2,772	3,000	BANK NOTES-NORTH STAR BANK:			
BULK MILK SALES	13,000	14,636	13,000	LAND	(73,378)	(73,378)	(73,378)
CATTLE	90,000	84,379	87,000	VISITOR PLAZA	(33,318)	(34,520)	(38,171)
CHRISTMAS TREE	2,000	1,740	2,000	TELEPHONE CABLING	(62,210)	(62,210)	
CREATIVE ACTIVITIES	11,000	10,883	11,000	CAROUSEL PARK	(193,280)	(194,114)	(209,591)
DAIRY PRODUCTS	750	745	750	PROGRESS CENTER	(113,188)	(112,530)	(121,331)
DOG TRIALS			1,500	LAND (GLACIER)	(16,000)	(16,000)	(16,000)
EDUCATION	11,000	9,720	10,500	SHORT-TERM LOAN			(1,000,000)
FARM CROPS	18,000	15,126	16,500		(500,291)	(501,743)	(1,461,753)
FINE ARTS	8,500	8,500	8,500	BUILDING FUND BALANCE	1,100,000	1,930,362	2,375,000
FLOWERS	2,500	2,391	2,500	CASH AVAILABLE-OPERATIONS	972,376	38,597	512,456
4-H AUCTION	55,000	62,975	60,000	CASH-END OF YEAR	2,072,376	1,968,959	2,887,456
4-H CLUB	63,000	61,674	62,000	After review, it was moved by Mr. Keenan, seconded by Mr. Prokosch and carried that the 1997 operating, maintenance and improvement budgets be approved as presented (Aye-5; Nay-0).			
FRUIT	2,000	1,387	1,500	It was moved by Mr. Keenan, seconded by Mr. Prokosch and carried that the secretary be authorized to release and transfer the sum of \$2,040,250 from the building fund for direct application to structure maintenance and improvement projects (Aye-5; Nay-0).			
FFA	50,000	47,960	48,000	Committee meeting adjourned.			
GOAT	10,000	10,099	10,000	Meeting of the full board was reconvened by President Annexstad.			
HORSE	85,000	75,211	80,000	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. Keenan, seconded by Mr. Paulmann and carried (Aye-9; Nay-0).			
LLAMA	4,000	3,875	4,000	Secretary submitted a staff salary range schedule as follows:			
MARKET ANIMAL SALES	75,000	104,917	100,000	<b>SALARY RANGE SCHEDULE</b>			
POULTRY	11,000	9,508	10,000	OPERATING CLASSIFICATION	\$310 - \$656		
RURAL YOUTH SCHOLARSHIPS	20,000	20,000	15,000	Competition Assistant			
SHEEP	25,000	24,630	25,000	Entertainment Assistant			
SWINE	23,000	18,829	21,000	Facilities Assistant			
TALENT CONTEST	9,400	9,310	9,400	Greenhouse Assistant			
VEGETABLES	4,000	2,955	3,500	Guest Services Receptionist			
	596,150	604,222	605,650	Livestock Facilities Assistant			
OTHER:				Marketing Assistant			
INSTITUTIONAL TICKETS	80,000	86,412	95,000	Payroll & Payables Assistant			
INTEREST	155,000	158,254	160,000	Plant Security Assistant			
MISCELLANEOUS	20,000	41,425	20,000	Plant Services Assistant			
NON-FAIR EVENTS	625,000	673,428	650,000	Plant Services Custodian			
VETERINARIAN SERVICE	36,000	34,688	37,000	Projects Assistant			
	916,000	994,207	962,000	Purchasing Assistant			
PLANT OPERATIONS:				Sales Assistant			
ARCHITECTURAL & ENGINEERING	50,000	21,262	25,000	Shop Maintenance Assistant			
CODE INSPECTIONS	5,000	50		INTERMEDIATE & PROFESSIONAL CLASSIFICATION	\$420 - \$778		
FIRE & POLICE SERVICES	110,000	113,746	120,000	Specialist - Accessibility Services			
FUEL OIL GASOLINE	35,000	41,396	45,000	Supervisor - Accounting			
GREENHOUSE	110,000	111,313	115,000	Supervisor - Box Office			
PROPERTY TAX & ASSESSMENTS	10,000	4,301	5,000	Supervisor - Commercial Space			
SALARIES & CONTRACT LABOR	460,000	527,531	500,000	Supervisor - Employment Services			
SET-UP & TAKEDOWN	760,000	836,499	800,000	Supervisor - Entertainment			
SIGNS	15,000	6,045	13,000	Supervisor - Greenhouse			
SUPPLIES	50,000	42,360	45,000	Supervisor - Guest Services			
UTILITIES	185,000	258,154	260,000	Supervisor - Marketing Support			
WATCHMEN	73,000	68,973	72,000	Supervisor - Midway			
WATER & SEWER	115,000	125,268	130,000	Supervisor - Plant Services			
	1,978,000	2,156,898	2,130,000	Supervisor - Projects			
EXPENSE BEFORE				Supervisor - Receipts Management			
MAINTENANCE & DEPRECIATION	16,629,950	17,182,000	17,150,250	Supervisor - Shop Maintenance			
NET INCOME BEFORE				Supervisor - Sponsor Events			
MAINTENANCE & DEPRECIATION	2,336,050	2,981,338	3,422,750	Supervisor - Staff Services			
PLANT MAINTENANCE:				MIDDLE MANAGEMENT CLASSIFICATION	\$640 - \$1,144		
ELECTRIC SYSTEM	142,000	182,694	162,000	*Coordinator - Computer Services			
FENCE & FIXTURES	33,000	25,977	17,000	*Coordinator - Facilities			
GAS SYSTEM	1,000	1,273	1,000	*Coordinator - Livestock Facilities			
LAND	34,000	35,048	25,000	*Coordinator - Off-Season Events			
PERSONAL PROPERTY	210,000	195,037	161,000	*Coordinator - Purchasing			
SEWER SYSTEM	12,500	11,455	11,000	EXECUTIVE CLASSIFICATION	\$850 - \$1,682		
STREETS & SIDEWALKS	60,500	73,735	61,000	*Deputy Director - Operations (Construction)			
STRUCTURES	375,500	353,616	233,000	*Deputy Director - Operations (Contract Management)			
VEHICLES	154,000	171,827	164,000	*Director - Administration			
WATER SYSTEM	29,000	36,108	44,000	*Director - Competition			
	1,051,500	1,086,770	879,000	*Director - Entertainment			
DEPRECIATION:							
ELECTRIC SYSTEM	72,000	76,787	76,000				
FENCE & FIXTURES	24,000	24,686	25,000				
GAS SYSTEM	1,000	757	1,000				
LAND IMPROVEMENTS	80,000	78,101	42,000				
PERSONAL PROPERTY	145,000	257,493	236,000				
SEWER SYSTEM	20,000	32,270	32,000				
STREETS & SIDEWALKS	32,000	41,698	78,000				
STRUCTURES	750,000	767,166	788,000				
WATER SYSTEM	12,000	11,944	12,000				
	1,136,000	1,290,902	1,290,000				



- \*Director - Finance
- \*Director - Marketing
- \*Director - Operations
- \*Director - Sales

\* Exempt from overtime

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

The following resolution was offered by Mr. Simons, seconded by Mr. Prokosch 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, 1998, 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 1997. 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. Simons 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. Prokosch, seconded by Mr. Paulmann and carried (Aye-9; Nay-0).

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

## MINUTES IN VACATION

### January

21 - Hammer and Sinclair met with Tom Baumann of the Minnesota Department of Natural Resources to discuss the DNR's State Fair exhibit.

22-24 - Giannini attended a conference with the Minnesota Office of Tourism in Minneapolis.

28 - Hammer, Wenzel and Pooch met with Paul Tschida, Laurie Hayes and Mike Martin of the University of Minnesota to begin discussions on the University's conversion to a semester system in 1999.

29 - Hammer met with Kent Harbison to discuss legal issues.

30 - Ritt met with representatives of Hamline Dining Hall to discuss their 100th anniversary at the fair, to be celebrated this year.

### February

3 - Pooch, Hammer and 4-H Superintendent Rugg met with Mary Ann Ryan and Peter Hackett of the University of Minnesota to discuss 4-H housing concerns related to the University's semester conversion. Ritt and Giannini met with the Minnesota Office of Tourism regarding an exhibit at the '97 fair.

4 - Goiffon, Wenzel and Huber attended a post-convention meeting at the Radisson South Hotel with representatives of the Minnesota Federation of County Fairs, Midwest Showmen and hotel staff.

5 - Sinclair met with Scott Danielson of U.S. Bench Corporation to discuss benches with advertising at the fair.

7 - The executive committee approved the January 31, 1997 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Dec. 31, 1996	\$53,168
Add: Cash Deposits	480,200
Less: Payroll Ending Jan. 8	(114,472)
Payroll Ending Jan. 22	(107,936)
Cash Disbursements	(304,184)
Cash Balance-Jan. 31, 1997	\$6,776

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Dec. 31, 1996	\$35,049
Add: Interest Earned	149
Securities Purchased	
Less: Securities Redeemed	
Balance-Jan. 31, 1997	\$35,198

#### BUILDING FUND ACTIVITY:

Balance-Dec. 31, 1996	\$542,101
Add: Interest Earned	4,199
Less: Securities Redeemed	(410,000)
Balance-Jan. 31, 1997	\$136,300

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

	1996	1997
General Fund	\$22,197	\$6,776
Petty Cash	2,500	3,000
Marketable Securities	1,013,779	35,198
Building Fund	1,107,509	136,301
Total Cash Balances	\$2,145,985	\$181,275

16 - Pooch attended and spoke at the Minnesota Purebred Dairy Cattle Association's annual meeting in Norwood, Minn.

20 - Ritt, Pooch and Schlumberger met with Barry Zelikson of Spooky World regarding establishment of a giant pumpkin contest. Sinclair met with Tim Fristrom of the Minnesota Propane Gas Association to discuss exhibit plans for '97.

20-22 - The Minnesota State High School League's annual Girls State High School Hockey Tournament was held at the Coliseum.

22-25 - Hammer attended the Mid-West Fair Association annual meeting and conference in Myrtle Beach, S.C.

26 - Hammer attended the Minnesota High Technology Council's Annual Dinner Meeting. Sinclair and Johnson met with Machinery Hill superintendent Paul Scheel to discuss plans for the '97 fair.

27 - Scott met with Nancy Evelyn to contract for interpreter services for the '97 fair.

### March

3 - Flinn and Sinclair met with Ray Lancaster of Vista Mobility Specialists to discuss wheelchair and stroller rental services. Sinclair and Johnson met with Ticket Takers Superintendent Marty

Rossini to discuss ice operations for the '97 fair.

4 - Pooch attended and spoke at the University of Minnesota's fair short course meeting in St. Cloud, Minn.

6 - Jacobson and Hammer attended an exit conference with the staff of the Legislative Auditor. Pooch attended and spoke at the fair short course in Hinckley, Minn. Sinclair and Brier met with Larry Abdo of Gopher Ice to discuss ice distribution systems for the '97 fair.

6-7 - Casey attended the National Association for Partners in Education conference.

7 - Scott met with Peter Kelley to explore the possibility of Access for Pride providing volunteers to assist guests with disabilities during the '97 fair. The executive committee approved the February 28, 1997 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Jan. 31, 1997	\$6,776
Add: Cash Deposits	463,563
Less: Payroll Ending Feb. 5	(110,932)
Payroll Ending Feb. 19	(92,900)
Cash Disbursements	(258,424)
Cash Balance-Feb. 28, 1997	\$8,083

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Jan. 31, 1997	\$35,198
Add: Interest Earned	150
Securities Purchased	
Less: Securities Redeemed	(35,000)
Balance-Feb. 28, 1997	\$348

#### BUILDING FUND ACTIVITY:

Balance-Jan. 31, 1997	\$136,300
Add: Interest Earned	1,466
Less: Securities Redeemed	(137,000)
Balance-Feb. 28, 1997	\$766

#### CASH BALANCES FOR MONTH ENDING FEBRUARY 28:

	1996	1997
General Fund	\$3,762	\$8,083
Petty Cash	5,000	5,000
Marketable Securities	436,074	348
Building Fund	1,115,436	766
Total Cash Balances	\$1,560,272	\$14,197

7-9 - Deer Classic Sports Show was staged in the Coliseum.

11 - Wenzel and Hammer met with Paul Tschida and staff from the University of Minnesota to discuss payment by the U for repairs to Randall Avenue. Jacobson and Wenzel met with Lions Club members to discuss Kidway ticket sales. Sinclair met with Mike Hildebrand of Hildebrand Concessions to discuss audit procedures for the '97 fair.

13 - Wenzel and Birk attended U.S. District Court of Appeals hearing on an employee dismissal case. Wenzel addressed the Society of Logistics Engineers meeting at the Fort Snelling Officers Club. Leach met with Dale Kivimaki of Free Style Productions Inc. to discuss Grandstand video services for the '97 fair.

15 - Pooch attended and spoke at the fair short course meeting in Owatonna.

15-16 - Minnesota Weapons Collectors Show was presented in the Coliseum.

20-22 - Sinclair attended the IAFE's commercial exhibits seminar in Miami, Fla., and visited the Dade County Youth Fair in Miami.

22 - Wenzel attended a meeting of the Minnesota Federation of County Fairs and Midwest Showmen's Association in St. Cloud to discuss the 1998 annual meeting and convention.

24 - Ritt and Giannini met with Minnesota Academic Excellence Foundation members to discuss the Gathering of Champions student recognition program at the '97 fair.

26 - The State Fair hosted a meeting of participants in the '97 Wonders of Technology display, attended by Ritt and Giannini.

31 - Wenzel, Goiffon, Schadeck and Hammer met with Carl Conney of the state attorney general's office to discuss real estate matters. Flinn and Casey attended a seminar in employee recognition programs at the Minneapolis Hilton.

### April

2 - Pooch met with Dave Pieper of NSP to discuss use of wood chips as livestock bedding at the '97 fair.

2-4 - Hammer, Goiffon, Ritt, Flinn, Casey, Larson, Birk and Engquist, along with board members Annestad, Fox, Lake, Paulmann, Prokosch, Recknor, Schmidt, Simons and Steltz, attended the IAFE Zone 4 Spring Conference in Grand Rapids, Minn.

3 - Sinclair and Johnson met with Roger Larson to discuss the Bazaar superintendent position for the '97 State Fair.

5-6 - The Twin Cities Ceramic Expo was presented in the Coliseum.

7 - Scott met with Multiple Sclerosis Society to discuss sponsorship.

8 - Hammer met with Paul Tschida of the University of Minnesota to discuss the transitway, semester conversion and other issues. State Fair staff met with representatives of MCTO to review public transportation plans for the '97 fair. The executive committee approved the March 31, 1997 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Feb. 28, 1997	\$8,083
Add: Cash Deposits	495,508
Less: Payroll Ending Mar. 5	(123,706)
Payroll Ending Mar. 19	(92,282)
Cash Disbursements	(258,004)
Cash Balance-Mar. 31, 1997	\$25,599

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Feb. 28, 1997	\$348
Add: Interest Earned	21
Securities Purchased	
Less: Securities Redeemed	
Balance-Mar. 31, 1997	\$369



**BUILDING FUND ACTIVITY:**

Balance-Feb. 28, 1997		\$766
Add: Interest Earned	212	
Less: Securities Redeemed		
		212
Balance-Mar. 31, 1997		\$978

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

	1996	1997
General Fund	\$6,430	\$25,599
Petty Cash	1,000	1,000
Marketable Securities	74	369
Building Fund	949,902	978
Total Cash Balances	\$957,406	\$27,946

9 - Department superintendents and full-time staff participated in an all-day employment training session at Century College in White Bear Lake.

10 - Wenzel, Sinclair and Hammer met with representatives of the Minnesota Territorial Pioneers to discuss their involvement with the exposition. Ritt met with Ted Allison of KBEM Radio to discuss broadcast of traffic information during the '97 fair.

12-13 - The Gopher State Timing Association Rod & Custom Spectacular was held in the Coliseum.

14 - Goiffon and Scott met with Peter Kelley from Access for Pride, regarding a program to provide volunteers to assist people with disabilities at the '97 fair.

15 - Wenzel and Birk met with Dave Nelson of the City of St. Paul to discuss plans for a winter impound lot south of Como Avenue.

16 - Sinclair and Johnson met with Ticket Takers Superintendent Marty Rossini to discuss operations for the '97 fair.

17 - The New Holland Skid Steer Rodeo was staged in the Coliseum. Sinclair and Larson met with Bill Ray of the National Basketball Association to review presentation of the NBA Jam Session at the '97 fair. Ritt and Scott met with Michael Zeledon from D.E.A.F. to discuss close-captioning.

17-21 - Now Sports presented their Bike & Fitness Sale in the Education Building.

19-20 - The Antique Spectacular & Flea Market was held in the Grandstand and infield.

21 - Hammer and several members of the state attorney general's office attended a program on Alternative Dispute Resolution.

22 - Goiffon and Flinn met with Joanne Willette of Medica to discuss Seniors Days sponsorship. The State Fair hosted a meeting of participants in the '97 Wonders of Technology display, attended by Ritt and Giannini.

23-24 - The Minnesota Department of Natural Resources distributed trees to the public from the DNR Building.

24 - The State Fair Employee Club presented a picnic lunch for staff members.

25 - Wenzel, Blakey and Hammer met with Gary Cunningham of the state attorney general's office and outside counsel Kent Harbison to discuss legal issues. Sinclair and Johnson met with Beth Schult to discuss her service as Coliseum custodial superintendent during the '97 fair.

25-27 - The State Fair Computer Sale was presented in the Education Building. The Minnesota Horse Expo was held in the Coliseum and adjacent barn areas.

28 - FFA dairy cattle judging contest was conducted in the Coliseum. Pooch, Ritt and Tahti met with John Mons and Lynn Ketelsen of the Linder Farm Network regarding Agri-Land.

29 - Goiffon and Flinn met with Marilee Fithian regarding the State Fair Ministry service. Pooch attended and spoke to a meeting of agriculture teachers at the state FFA convention, conducted at the University of Minnesota.

30 - The State Fair hosted a meeting of the Minnesota High Technology Council and participating Agri-Land exhibitors.

**May**

1 - Flinn met with Marge Krueger, superintendent of the fair's seniors department, to review plans for Seniors Days at the '97 fair.

1-5 - United Stores Camping Spectacular was presented in the Education Building.

2-4 - Sahara Sands Horse Show was held in the Coliseum. Sports Tradition Baseball Card Show was staged in the Merchandise Mart.

2-5 - Hammer, Wenzel and Sinclair attended the IAFE Spring Management conference in Branson, Mo.

4 - Northland Antique Toy Show was held in the Progress Center. The Spring Car Show & Swap Meet was presented in the Grandstand infield.

6 - Leach met with Steve Wallace, John Mons and Bob Garrity to discuss contract for Grandstand events sound production.

7 - The executive committee approved the April 30, 1997 cash transaction summary as follows:

**GENERAL FUND ACTIVITY:**

Cash Balance-Mar. 31, 1997		\$25,599
Add: Cash Deposits	537,722	
Less: Payroll Ending Apr. 2	(111,729)	
Payroll Ending Apr. 16	(106,223)	
Payroll Ending Apr. 30	(110,184)	
Cash Disbursements	(226,599)	(17,013)
Cash Balance-Apr. 30, 1997		\$8,586

**MARKETABLE SECURITIES ACTIVITY:**

Balance-Mar. 31, 1997		\$369
Add: Interest Earned	1	1
Securities Purchased		
Less: Securities Redeemed		
Balance-Apr. 30, 1997		\$370

**BUILDING FUND ACTIVITY:**

Balance-Mar. 31, 1997		\$978
Add: Interest Earned	4	4
Less: Securities Redeemed		
Balance-Apr. 30, 1997		\$982

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

	1996	1997
General Fund	\$6,080	\$8,586
Petty Cash	1,000	1,000
Marketable Securities	1,152	370
Building Fund	294,579	982
Total Cash Balances	\$322,811	\$10,938

8 - A National Police Canine demonstration was held in the Coliseum. Goiffon attended a seminar on independent contractors, presented by the Midway Chamber of Commerce. Ritt, Sinclair and Schlumpberger met with representatives of Ralston Purina to discuss Pet Center sponsorship for the '97 fair. Wenzel and Birk met with Joe Lally of the state attorney general's office to review language in special events contracts.

8-12 - Two Twin Cities auto dealers held the Battle On The Midway car sale at the Midway lot.

10 - The Model Railroad and Hobby Sale was presented in the Education Building. The Minnesota Sailboard Swap Meet was held in the Merchandise Mart.

10-11 - The First Fifty Spring Nationals Auto Show was held in the Grandstand infield.

11 - Norris Carnes died at his home in St. Paul at age 102. Mr. Carnes was superintendent of the State Fair's horse show (1923-44), fourth district vice president on the board of managers (1944-81), an honorary life member of the society and a member of the State Fair Hall of Fame. Carnes Avenue on the fairgrounds is named in his honor.

12 - Jacobson, Pooch, Sinclair and Hammer met with North Star Bank officials to discuss their continued involvement at the fair. Wenzel, Sinclair and Hammer met with representatives of the Minnesota Territorial Pioneers regarding their presentation at the exposition. Ritt and Sinclair met with Paul Morrissey of Capitol Beverage Sales to discuss attractions presented by Budweiser for the '97 exposition.

13 - The St. Paul Police Department conducted canine unit training exercises on the north end of the fairgrounds. Huber attended an employee insurance training session presented by the Minnesota Department of Employee Relations.

15 - Hammer, Wenzel, Goiffon and Schadeck met with Bob Hoyle and other representatives of the International Institute to discuss street vacation and parking lot use.

15-17 - Evangelical Association Garage Sale was presented at the Crossroads Chapel.

15-18 - Trek Fairgrounds Bike Sale was conducted at the Progress Center.

16-18 - The Country Folk Art Show was held in the Grandstand.

17 - Midwest Bird Mart show and sale was staged in Empire Commons.

21 - Goiffon and Leach met with Dave Colby of the IATSE stagehands union to review '96 State Fair and establish plans for the '97 exposition.

22 - Huber attended an employee spring training session presented by the Minnesota Department of Employee Relations.

25 - Radio Rey Rodeo was presented in the Coliseum.

29 - The 1997 State Fair's entertainment schedule was announced to the public; tickets for Grandstand and Coliseum events, Mighty Midway and Kidway and outside gate went on sale through the mail.

**SALES COMMITTEE MEETING****MINNESOTA STATE AGRICULTURAL SOCIETY**

Libby Conference Center, State Fairgrounds  
Tuesday June 3, 1997 - 9:30 a.m.

Members present: Clarice Schmidt, chair; Rich Keenan; Joe Fox; Bob Lake; John Paulmann; Vern Prokosch; Howard Recknor; Don Simons; Lyle Steltz; Martin Annexstad, ex officio; Jerry Hammer, ex officio; Jim Sinclair, ex officio; Ken Wenzel, ex officio; Marshall Jacobson, ex officio.

Also present: Susan Ritt; Rochelle Rustad; Kent Harbison.

The following list of four percentage attractions proposed for the 1997 State Fair, their respective ticket prices and percentage terms, was presented to committee and approved on a motion by Mr. Prokosch, seconded by Mr. Keenan and carried (Aye-8; Nay-0).

Concessionaire	Attraction	Ticket Prices(\$)	Percentage(\$)
The Rock Amusement, Inc.	Rock Climbing Wall	\$5.00	20%
Infinite Adventures, Inc.	Ejection Seat	\$45.00 single \$60.00 double	20%
B & B Sports Entertainment	Trampoline Thing	\$5.00	20%
Ultimate Industries, Inc.	Extreme Swing	\$30.00 single \$50.00 double \$80.00 quadruple	20%

A status report on Mighty Midway and Kidway attraction bookings was presented by Mr. Sinclair. Included were printed summaries of licenses executed for rides, shows, games of skills, food and merchandise concessions. No action necessary.

Mr. Sinclair brought forward a request by Jehovah Lutheran Church to sell their concession structure and equipment, located on lot V - block 36 at the corner of Dan Patch Avenue and Nelson Street. Staff recommended that the society exercise its authority to proceed with negotiations to purchase the property at the appraised value of \$23,611 (\$20,000 for structure and \$3,611 for equipment). Staff recommendation was approved on a motion by Mr. Keenan, seconded by Mr. Lake and carried (Aye-8; Nay-0).

Mr. Sinclair brought forward a request by Mr. Lyle Sommers of Sommers Concessions to sell his concession structure and equipment, located on lot NN - block 28 on Dan Patch Avenue west of the Grandstand. Staff recommended that the society exercise its authority to proceed with negotiations to purchase the property at the appraised value of \$10,760 (\$7,600 for structure and \$3,160 for equipment). Staff recommendation was approved on a motion by Mr. Simons, seconded by Mr. Fox and carried (Aye-8; Nay-0).

At the chairman's call for public comment, Mr. Greg Karnis of GLK Inc. (wholesaler of Pronto Pup supplies) presented a proposal that would increase GLK's retail presence on the fairgrounds. Mr. Sinclair advised the committee that GLK has been issued a license for one retail Pronto Pup outlet and one license for warehouse space from which GLK wholesales Pronto Pup products to other concessionaires licensed to sell Pronto Pups. Mr. Keenan provided historical perspective on the society's rules regarding multiple concession ownership and advised Mr. Karnis that, given these rules, his proposal could not be accommodated. No action required.

The meeting was adjourned at 10:20 a.m. on a motion by Mr. Paulmann, seconded by Mr. Prokosch and carried (Aye-8; Nay-0).



# MEETING OF THE GOVERNING BOARD MINNESOTA STATE AGRICULTURAL SOCIETY

Libby Conference Center, State Fairgrounds  
Tuesday June 3, 1997 - 10:25 a.m.

Members present: Martin Annexstad, president; Rich Keenan; Don Simons; Lyle Steltz; Bob Lake; Joe Fox; John Paulmann; Clarice Schmidt; Howard Recknor; Vern Prokosch; Jerry Hammer, secretary.

Also present: Ken Wenzel; Jim Sinclair; Karen Leach; Susan Ritt; Marshall Jacobson; Steve Pooch; Mary Goiffon; Chris Tahti; Rochelle Rustad; Kent Harbison.

The meeting was called to order at 10:25 a.m. by President Annexstad.

Upon a motion by Mr. Simons, seconded by Ms. Schmidt and carried, the agenda order was changed to allow public comment at the meeting's outset as well as at its conclusion (Aye-9; Nay-0).

At the president's call for public comment, Twin Cities Musicians Union President Brad Eggen, accompanied by 13 union members, requested that the board become involved in staff's decision not to book Ray Komischke's Orchestra for nightly performances during the '97 State Fair. (Since 1980, the orchestra had performed nightly during the fair at the Bandshell.) Following a lengthy presentation and discussion, Mr. Eggen and attending union membership were informed that State Fair entertainment formats change regularly, and that decisions regarding scheduling of specific attractions are made by staff. President Annexstad informed Mr. Eggen that his comments would be taken under advisement. No action required.

Upon a motion by Mr. Prokosch, seconded by Mr. Simons and carried, minutes of the January 19, 1997 board and committee meetings, previously mailed to members, were approved (Aye-9; Nay-0).

Society minutes in vacation, covering the period January 20 through May 29, 1997, noting the administrative action taken during that time, were approved on a motion by Mr. Steltz, seconded by Mr. Fox and carried (Aye-9; Nay-0).

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

## GENERAL FUND ACTIVITY:

Cash Balance-Apr. 30, 1997		\$8,586
Add: Cash Deposits	777,582	
Less: Payroll Ending May 14	(174,101)	
Payroll Ending May 28	(113,756)	
Cash Disbursements	(353,353)	
Cash Balance-May 31, 1997		\$144,958

## MARKETABLE SECURITIES ACTIVITY:

Balance-Apr. 30, 1997		\$370
Add: Interest Earned	2	2
Securities Purchased		
Less: Securities Redeemed		
Balance-May 31, 1997		\$372

## BUILDING FUND ACTIVITY:

Balance-Apr. 30, 1997		\$982
Add: Interest Earned	5	5
Less: Securities Redeemed		
Balance-May 31, 1997		\$987

## CASH BALANCES FOR MONTH ENDING MAY 31:

	1996	1997
General Fund	\$90,698	\$144,958
Petty Cash	1,000	1,000
Marketable Securities	1,157	371
Building Fund	197,172	987
Total Cash Balances	\$290,027	\$147,317

After review, it was moved by Mr. Steltz, seconded by Mr. Paulmann and carried that the financial statement of May 31, 1997, be approved (Aye-9; Nay-0).

Mr. Jacobson presented a status report on the society's loan portfolio. No action required.

## MINNESOTA STATE FAIR LOAN PORTFOLIO

Origination Date	9/01/89	9/18/91	10/31/91	8/23/95	6/30/95
Principal Amount	\$733,766	\$600,000	\$160,000	\$600,000	\$1,100,000
Purpose	Land	Visitors Plaza	Land	Progress Center	Carousel Park
Term	10 years	15 years	10 years	5 years	5 years
Maturity	9/1/99	10/1/06	10/31/01	9/1/99	7/30/00
Rate or Margin	.73 % of prime	Prime - 1 %	Prime	7 %	7 %
Current Rate	6.205 %	7.5 %	8.5 %	7.00 %	7.00 %
Payment Principal & Interest	\$36,689 semi-annual Mar/Sept (\$7,450 monthly)	\$5,599 monthly	\$8,000 semi-annual Apr/Oct (\$1,938 monthly)	\$11,930 monthly	\$21,838 monthly
Current Balance	\$183,444	\$398,308	\$72,000	\$306,762	\$739,589

Totals: <sup>1</sup> (Principal amount) \$3,193,766; <sup>2</sup> (Payment principal and interest) \$48,755;

<sup>3</sup> (Current balance) \$1,700,103

## MINNESOTA STATE FAIR LOAN AMORTIZATION SCHEDULE (JUNE 1, 1997)

	Telephone Cabling	Land (Sussel)	Progress Center	Carousel Park	Land (Glacier)	Visitors Plaza	TOTALS
Balance	0	183,444	306,762	739,589	72,000	398,308	1,700,103
1998		73,376	170,221	503,634	48,000	356,300	1,151,531
1999		36,689	34,709	269,475	32,000	314,420	687,293
2000	0	0	18,387	16,000	269,289	233,707	303,676
2001			0	0	233,707	186,755	233,707
2002					186,755	135,841	186,755
2003					135,841		135,841

2004	80,711	80,711
2005	20,995	20,995
2006	0	0

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

Upon a motion by Mr. Keenan, seconded by Mr. Recknor and carried, fair-period function invitations were approved for the following events: Minnesota Federation of County Fairs luncheon, Saturday Aug. 23; State Fair Hall of Fame and Life Members luncheon, Sunday Aug. 24; Minnesota Livestock Breeders Association board breakfast, Thursday Aug. 28; and mayors, media and business representatives picnic supper, Thursday Aug. 28 (Aye-9; Nay-0).

The department payroll schedule for 1997, 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. Recknor and carried (Aye-9; Nay-0).

## 1997 STATE FAIR PERIOD PAYROLL

Department	1996 Projected	1996 Actual	1997 Projected
Access Services	.00	.00	1,200.00
Admissions	127,179.55	126,338.85	123,405.90
Ag-Hort Custodial	9,652.00	8,826.75	9,598.40
Bazaar	4,930.25	4,404.00	4,880.25
Bee and Honey	5,037.50	5,298.30	5,068.50
Beef Cattle	2,625.00	2,709.25	2,735.00
Care and Assistance	1,874.50	1,908.08	1,989.75
Christmas Trees	3,484.50	2,755.00	2,848.50
Coliseum	3,851.00	4,133.00	6,028.60
Commercial Space Check-in	2,598.75	2,632.51	2,600.00
Competition	528.00	528.00	544.50
Concession Checkers	3,480.00	2,887.50	3,612.00
Creative Activities	36,060.00	36,536.40	36,549.00
Creative Activities Annex	3,367.00	3,710.87	3,533.00
Crossroads Building	5,755.00	4,558.25	5,971.00
Cup Distribution Center	2,828.00	2,991.00	3,132.00
D.N.R.	1,150.00	1,150.00	1,056.00
Dairy Cattle	3,197.50	3,178.26	3,317.50
Dairy Products	600.00	600.00	600.00
Dog Trials	.00	.00	410.00
Education	14,937.00	14,237.11	15,243.15
Electric	5,253.60	6,890.20	6,146.00
Empire Commons	4,747.50	4,341.38	4,404.23
F.F.A.	10,103.50	9,445.25	9,990.12
Farm Crops	7,535.00	7,810.50	8,986.50
Finance	7,975.00	4,582.25	4,890.00
Fine Arts	19,401.50	16,570.14	18,660.80
Flowers	4,650.00	4,268.63	4,135.00
Forage	9,711.50	10,105.51	10,186.25
Free Entertainment	32,462.25	36,653.43	39,208.44
Fruit and Wine	4,683.50	4,806.91	5,100.00
Gate Ticket Sales	128,880.00	123,520.42	123,830.00
Gift Shop	11,813.75	9,014.65	9,734.25
Goat	1,450.00	1,437.50	1,651.25
Grandstand Artist Sales	3,382.50	3,189.58	3,360.00
Grandstand Auto Race	6,229.50	6,128.00	6,041.00
Grandstand Production	32,905.00	30,847.40	34,377.50
Grandstand Stage Crew	62,000.00	69,551.02	70,000.00
Guest Services	.00	.00	6,852.00
Heritage Exhibits	3,025.00	6,096.00	6,205.00
Heritage Square	4,876.50	4,620.95	5,362.20
Home Improvement	2,069.50	2,069.01	2,002.00
Horse	24,695.00	23,050.27	24,323.75
Information Services	18,642.00	18,565.59	16,138.25
Llama	930.00	936.25	980.50
Machinery Hill	1,972.00	2,709.25	2,597.50
Mascot	3,025.00	3,195.50	4,800.00
Meats	2,965.00	2,939.00	3,060.00
Merchandise Mart	2,549.00	2,500.83	2,549.00
Midway Operations	27,409.20	27,839.59	28,553.00
Midway Ticket Sales	77,165.00	74,471.79	77,890.00
Milking Parlor	18,878.08	20,447.20	18,970.00
Modern Living	1,887.75	2,044.00	1,963.00
Officers Cottage	2,541.00	2,541.00	2,211.00
Operators	5,052.38	4,823.90	7,969.75
Park and Ride	53,126.00	73,324.43	74,011.15
Parking	105,918.75	101,867.96	102,200.50
Pet Center	816.00	.00	.00
Poultry	4,752.50	4,838.75	4,929.50
Public and Media Relations	5,660.00	6,870.77	6,913.50
Public Safety	243,167.50	263,895.13	173,210.00
Public Safety Sub Station	.00	.00	88,745.00
Receptionist	6,008.75	6,375.71	2,133.25
Sanitation	143,600.50	143,456.00	146,989.00
Senior Citizens	5,078.75	5,115.89	5,435.00
Sheep	2,767.16	2,763.15	2,763.15
Space Rental Checkers	3,238.75	3,443.63	3,756.25
Swine	4,402.66	3,802.52	4,550.16
Ticket Audit	4,865.00	5,024.00	5,024.00
Ticket Office Coliseum	4,660.00	3,449.51	3,877.50
Ticket Office Grandstand	13,485.50	12,366.40	11,410.50
Ticket Takers	49,582.40	54,667.96	50,353.00
Transportation	5,459.00	5,006.51	5,242.75
Varied Industries	11,237.70	11,214.55	11,032.65
Vegetable	3,682.50	3,518.38	3,553.10
4-H Regular	36,269.16	40,532.89	40,723.00
4-H University	76,643.75	77,111.03	76,220.00
TOTAL	1,568,424.79	1,606,041.20	1,630,524.30

The following storage damage claims were submitted for consideration: Leo Ohnstad, torn boat cover, \$532.50; Jarry Huspek, skeg damage, \$233.50; and Frank Bevelacque, \$106.50. Upon a motion by Ms. Schmidt, seconded by Mr. Keenan and carried, claims as listed were approved (Aye-9; Nay-0).

Ms. Ritt offered a summary of the '97 State Fair's sponsorship program indicating that \$204,600



have been tentatively secured from 18 cash sponsors. A second group of companies and organizations are also making commitments to the fair as promotional sponsors. Negotiations continue with several other interested firms. No action required.

#### 1997 SPONSORSHIP PROGRAM

Attraction	Sponsor	Fee
Adventure Park	Target Guest Card	\$15,000
Auto Race (title sponsor)	Miller Brewing Co.	30,000
Auto Race (presenting sponsor)	Auto Value Parts Stores	20,000
Baldwin Park	Cal Spas	17,500
Bandshell	Grain Belt Premium (Minn. Brewing Co.)	30,000
Barn Tours	Various Producers Associations	6,000
Bazaar	Leinenkugel's (Miller Brewing Co.)	17,500
Century Farms	Minnesota Farm Bureau Federation	1,500
Children's Theater	Norwest Banks	10,000
Daily Schedule	M.A. Gedney Co.	6,500
Editors-Mayors Picnic	Various Producers Associations	2,100
The Fishing Hole	Primestar	8,000
Milk Run	American Dairy Association	3,000
Pet Center	Ralston Purina	12,500
Rodeo	Dodge Trucks	2,000
Senior Welcome Center	Medica	7,500
Special Contests	C&H Sugar Co.	500
Trams	Minnesota Propane Gas Association	15,000
<b>Total</b>		<b>\$204,600</b>

#### Non-Cash Sponsors

**Access for Pride-**Will provide volunteers to assist people with disabilities, including wheelchair assistants, guides and visual interpreters for the blind and visually impaired.

**Budweiser-**Will bring the Clydesdales, supported with advertising.

**Care & Assistance-**Knox Lumber provides staff, materials 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 Radio will provide promotion.

**Special Contests-**In addition to cash fees, contest sponsors 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.

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

Organization	Amount
American Dairy Goat Association	\$156.00
Alpaca & Llama Show Association	50.00
American Horse Shows Association - Competition Dues	600.00
American Horse Shows Association - Membership	70.00
American Livestock Show & Rodeo Managers Association	100.00
American Miniature Horse Association	50.00
American Paint Horse Association	25.00
American Quarter Horse Association - Membership	40.00
American Quarter Horse Association - Show Approval	100.00
Association of Government Accountants	65.00
Better Business Bureau	280.00
Box Office Management International	180.00
Canadian Association of Expositions	200.00
Country Music Association	100.00
Executive Women International	235.00
Greater Minneapolis Chamber of Commerce	386.00
Greater Minneapolis Convention & Visitors Association	182.50
International Arabian Horse Association	200.00
International Arabian Horse Association - Membership	50.00
International Association of Amusement Parks & Attractions	193.00
International Association of Fairs & Expositions	900.00
International Entertainment Buyers Association	100.00
Mid-West Fairs Associations	250.00
Midway Chamber of Commerce	150.00
Minneapolis Convention & Visitors Association	197.50
Minnesota Agri-Growth Council	400.00
Minnesota Broadcasters Association	200.00
Minnesota Chapter, National Institute of Government Purchasing	50.00
Minnesota Chiefs of Police Association (Dec 1998)	25.00
Minnesota Employees Recreation & Services Council	275.00
Minnesota Federation of County Fairs	50.00
Minnesota Festivals & Events Association	100.00
Minnesota Hunter & Jumper Association	50.00
Minnesota Ice Arena Managers Association	150.00
Minnesota Newspaper Association	225.00
Minnesota Office of Citizenship & Volunteer Service	60.00
Minnesota Paint Horse Association	25.00
Minnesota Quarter Horse Association	40.00
Minnesota Safety Council	150.00
Minnesota Society of Association Executives	155.00
Minnesota Waste Wise	50.00
National Association of Amusement Ride Safety Officials	35.00
National Association of Purchasing Management-Twin Cities	210.00
National Independent Concessionaires Association	100.00
Outdoor Amusement Business Association	50.00
Rocky Mountain Association of Fairs	250.00
Roseville Jaycees	45.00
Roseville Rotary Club	320.00
St. Paul Area Chamber of Commerce	524.00
St. Paul Convention Bureau	350.00
Suburban Area Chamber of Commerce	475.00
Tri-State Horseman's Association	50.00
Western Fairs Association	750.00
<b>Total</b>	<b>\$10,024.00</b>

Grandstand, Coliseum, free stage and other fair-period entertainment contracts were reviewed by

Ms. Leach and approved on a motion by Mr. Keenan, seconded by Ms. Schmidt and carried (Aye-9; Nay-0). Following is a breakdown of contracts and terms:

CONTRACTOR	DATES	TERMS	VENUE
Audio Visions	8/21-9/1	\$22,000	Grandstand
Grandstand Sound			
Theatrical Media Services	8/21-8/31	\$21,000	Grandstand
Grandstand Lighting			
Free Style Productions	8/21-8/31	\$48,909	Grandstand
Warling Catering	8/21-9/1	\$6,500 plus \$6.00-\$6.50/hr. support personnel	Grandstand
Americana Fireworks	8/21-9/1	\$32,000	Grandstand
Display Company			
Keshwa, Inc. f/s/o	8/21	\$50,000 plus 80 % over \$95,000	Grandstand
BoDeans			
G.B. Leighton	8/21	\$5,000	Grandstand
John Michael Montgomery	8/22	\$80,000 plus 80 % over \$140,000	Grandstand
Wynonna, Inc. f/s/o	8/24	\$80,000 plus 75 % over \$145,000	Grandstand
Wynonna			
Terri Clark Tours, Inc.	8/24	\$25,000	Grandstand
f/s/o Terri Clark			
Vince Gill Tours, Inc.	8/24	\$48,000 plus \$27,000 production vs 100 % of first \$150,000 plus 85 % over \$205,000	Grandstand
f/s/o Vince Gill			
Just A Pup, Inc. f/s/o	8/26	\$25,000	Grandstand
Bryan White			
TMR II f/s/o Tim McGraw	8/27	\$85,000 plus 85 % over \$150,000	Grandstand
Mindy McCready, Inc.	8/27	\$15,000	Grandstand
f/s/o Mindy McCready			
Tembo Productions North	8/28	\$40,000 plus 75 % over \$80,000	Grandstand
America, Inc. f/s/o			
Roger Whittaker			
The Group Alabama, Inc.	8/30	\$45,000 plus \$18,500 production plus 85 % over \$123,500	Grandstand
f/s/o Alabama			
Brian Robbins f/s/o	9/1	\$120,750 less \$30,000 TV license fee, entry fees, and pit fees in excess of \$14,000	Grandstand
American Speed Association., Inc.			
Williams & Ree	8/21-22	\$17,500	Bandshell
Jamieson Brown Music, Inc.	8/23-24	\$20,000	Bandshell
f/s/o Junior Brown			
BeauSoleil Avec Michael	8/25-26	\$18,500	Bandshell
Doucet			
G.P. Music, Inc. f/s/o	8/27-28	\$12,500	Bandshell
Gary Puckett			
Max Carl Enterprises f/s/o	8/29-30	\$20,000	Bandshell
Max Carl & Big Dance			
Tour Date Corp. f/s/o	8/31-9/1	\$10,000	Bandshell
Dan Seals			
Robert Earl Keen	8/21-24	\$16,000	Bandshell
Bowzer, Inc. f/s/o	8/21-24	\$20,000	Bandshell
Bowzer's R&R Party			
The Lyon Group, Inc. f/s/o	8/21-24	\$20,000	Bandshell
Glenn Yarbrough			
Bota, Inc. f/s/o	8/25-28	\$14,000	Bandshell
David Kersh			
The Lyon Group, Inc. f/s/o	8/25-28	\$7,000	Bandshell
Will Millar			
Gene Watson	8/25-28	\$16,000	Bandshell
Jack Ingram	8/29-9/1	\$12,000	Bandshell
Regina Regina	8/29-9/1	\$16,000	Bandshell
Kevin Sharp	8/29-9/1	\$20,000	Bandshell
Eugene Huddleston	8/21-30	\$1,500	Baldwin
Tonic Sol-Fa	8/21-24	\$7,200	Baldwin
Lamont Cranston	8/21-24	\$5,500	Baldwin
The Fantastic Convertibles	8/25-28	\$4,400	Baldwin
Molly & The Makers	8/25-28	\$5,000	Baldwin
Mick Sterling and The	8/29-9/1	\$8,400	Baldwin
Stud Brothers			
Richard Hollister f/s/o	8/29-9/1	\$3,200	Baldwin
Jack Knife and the Sharps			
Joan Sherman Artist	8/21-24	\$5,000	Bazaar
Management			
f/s/o Artisan			
Limpopo	8/21-24	\$7,500	Bazaar



Waterhouse	8/25-28	\$7,800	Bazaar
The Bone Tones	8/25-28	\$4,500	Bazaar
Trailer Park Troubadours	8/29-9/1	\$8,000	Bazaar
Mike Rayburn	8/29-9/1	\$5,400	Bazaar
John & Mary Block Log Cabin	8/21-9/1	\$4,000	Heritage
Tom Latane Blacksmith	8/21-9/1	\$2,385	Heritage
Roger Abrahamson Wood Turner	8/21-9/1	\$1,800	Heritage
Wylie Gustafson	8/21-24	\$10,000	Heritage
Stoney Lonesome	8/21-24	\$6,000	Heritage
Thompson Brothers Touring, Inc. f/s/o The Thompson Brothers Band	8/21-24	\$10,000	Heritage
Six Fat Dutchmen Orchestra	8/25-28	\$4,000	Heritage
Cliff Brunzell and The Golden Strings	8/25-28	\$10,760	Heritage
Riders In The Sky	8/25-28	\$20,000	Heritage
Matt King	8/29-9/1	\$10,000	Heritage
Ray Dorschner's Rainbow Valley Dutchmen	8/29-9/1	\$6,000	Heritage
Liz Masterson f/s/o Masterson & Blackburn	8/29-9/1	\$5,000	Heritage
Sean Emery	8/21-9/1	\$7,800	Children's Theater
Tricia Haynes f/s/o Tricia & The Toons	8/21-26	\$5,000	Children's Theater
Tim Gabrielson	8/21-26	\$3,300	Children's Theater
Barrett Felker and Allan Jacobs f/s/o The Gizmo Guys	8/21-26	\$6,300	Children's Theater
Merry Bobb Music, Inc. d.b.a. The Splatter Sisters	8/27-9/1	\$4,050	Children's Theater
The Spoon Man, Inc. f/s/o The Spoon Man	8/27-9/1	\$3,900	Children's Theater
Kenny Ahern	8/27-9/1	\$5,100	Children's Theater
Merv's Dixielanders	8/21-23 and 8/30	\$1,400	Ramberg
Nostalgia	8/21, 27 and 29	\$750	Ramberg
The Jolly Nobles	8/22, 29 and 9/1	\$1,100	Ramberg
The Blue Ox Jazz Babies	8/22 & 31	\$900	Ramberg
Skandinavian Hott Shots	8/23-24	\$600	Ramberg
Klondike Kates	8/23, 25 and 28	\$900	Ramberg
John Jordan & Friends	8/24-25	\$600	Ramberg
Pig's Eye Jass Band	8/25-28	\$5,000	Ramberg
Stomp 'N' Dixie	8/26-28 and 9/1	\$1,275	Ramberg
The Skipper Chorus	8/29	\$600	Ramberg
Elk River German Band	8/30-31	\$750	Ramberg
The Mouldy Figs	8/31-9/1	\$1,200	Ramberg
Larry Zea Oxen Hitch	8/21-9/1	\$700	Parade
John & Mary Block	8/21-9/1	\$3,200	Parade
Dave Stalhiem	8/21-9/1	\$900	Parade
Tri-State Judging Association	8/21-8/31	\$3,060	Parade
The Minnesota Pipes and Drums	8/31-9/1	\$1,000	Parade
J & B Enterprises Bass Bin	8/21-9/1	\$10,800	Block 19
J & B Enterprises Fishing Simulator	8/21-9/1	\$3,000	Block 19
Gopher State Garden Tractor Pullers	8/25	\$650	Lee Avenue
Minnesota Purebred Dog Breeders Association	8/21-9/1	\$5,500	Pet Center
Minnesota Veterinary Medical Association	8/21-9/1	\$6,000	Pet Center
Barnes PRCA Rodeo	8/27-29	\$40,000	Horse
Williams Show Productions, Inc.	8/21-9/1	\$78,000 plus 2 % Non-resident tax	Horse
WJ. Mackey, DVM	8/21-9/1	\$11,500	Vet

Barn Tours "The Original"	8/21-9/1	\$19,200 plus travel expenses	Competition
Phyllis Zummach	8/21-9/1	\$4,000	Cattle

Copies of the legislative audit report covering fiscal 1996 were previously circulated to the board. It was moved by Mr. Fox, seconded by Mr. Steltz and carried that the report and secretary's response be accepted (Aye-9; Nay-0).

It was moved by Mr. Keenan, seconded by Mr. Lake and carried that out-of-state travel be approved for board members Simons and Steltz, who traveled to the Wisconsin Fair Association meeting in January on society business (Aye-9; Nay-0).

Upon a motion by Mr. Lake, seconded by Mr. Recknor and carried, society policy regarding out-of-state travel by board members was affirmed as follows: "Out-of-state travel at society expense by members of the governing board must be authorized in advance by the board's executive committee; out-of-state travel may be undertaken when such travel enhances board member(s) skills." (Aye-9; Nay-0).

The following adjustments in recreational vehicle storage rates for the 1997-98 winter storage season were approved on a motion by Mr. Keenan, seconded by Mr. Simons and carried (Aye-9; Nay-0):

Units up to 20 feet	from \$130 to \$150
over 20 feet to 25 feet	from \$175 to \$200
over 25 feet to 30 feet	from \$220 to \$250
over 30 feet to 35 feet	from \$275 to \$300
Units over 35 feet	from \$330 to \$350

It was moved by Mr. Prokosch, seconded by Mr. Keenan and carried that Coliseum hourly ice rental rates for the 1997-98 winter ice season be adjusted as follows (Aye-9; Nay-0):

Hourly fee	from \$115 to \$120
Hourly fee with scoreboard clock	from \$125 to \$130

The following resolution authorizing the society to initiate proceedings to vacate the portion of Wright/Aldine Street that lies on the State Fairgrounds was adopted on a motion by Simons, seconded by Paulmann and carried (Aye-9; Nay-0).

"Resolved, that the board of managers of the Minnesota State Agricultural Society requests the City of St. Paul to vacate the portion of Wright Street, also known as Aldine Street, that lies on the Minnesota State Fairgrounds as designated in the plats of Long's Addition to St. Paul, St. Anthony Park, and Wynne's Addition to St. Paul. Further, the board authorizes the society's executive vice president to execute, on behalf of the society, any and all documents relating to vacation of the street."

Ms. Goiffon and Mr. Wenzel provided an update on planning for the 1998 annual meeting. No action necessary.

Ms. Ritt offered a report on the status of the Agri-Land exhibit, set to open for the 1997 State Fair. No action necessary.

Mr. Hammer and Mr. Pooch presented a report on staff discussions with the University of Minnesota relating to the University's conversion to a semester system beginning in September 1999. No action necessary.

Meeting adjourned at 12:15 p.m. on a motion by Mr. Keenan, seconded by Ms. Schmidt and carried (Aye-9; Nay-0).

#### MINUTES IN VACATION

##### June

4 - Sinclair and Hammer met with Eric Lipman of U.S. Senator Rod Grams office regarding an exhibit at the '97 State Fair. Giannini met with Scott O'Connell of the Minnesota Twins to discuss co-promotions.

4-8 - Pooch attended the North American Livestock Show & Rodeo Managers Association annual meeting in Sacramento, Calif.

5 - Sinclair met with Roseville's City Manager Steve Sarkozy and Parks & Recreation Director Bob Bierschied to discuss the city's 50th anniversary celebration in 1998, and off-season use of fair facilities. Ritt met with Mary Fenske of US West to discuss production of a '97 State Fair telecard.

6 - Ritt, Sinclair and Goiffon met with Julie Banks of the St. Paul Pioneer Press to discuss exhibit plans.

6-8 - The Minnesota Arabian Horse Show was presented in the Coliseum.

7 - The executive committee approved the May 31, 1997 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Apr. 30, 1997		\$8,586
Add: Cash Deposits	777,582	
Less: Payroll Ending May 14	(174,101)	
Payroll Ending May 28	(113,756)	
Cash Disbursements	(353,353)	136,372
Cash Balance-May 31, 1997		\$144,958

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Apr. 30, 1997		\$370
Add: Interest Earned	2	2
Securities Purchased		
Less: Securities Redeemed		
Balance-May 31, 1997		\$372

#### BUILDING FUND ACTIVITY:

Balance-Apr. 30, 1997		\$982
Add: Interest Earned	5	5
Less: Securities Redeemed		
Balance-May 31, 1997		\$987

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

	1996	1997
General Fund	\$90,698	\$144,958
Petty Cash	1,000	1,000
Marketable Securities	1,157	372
Building Fund	197,172	987
Total Cash Balances	\$290,027	\$147,317

8 - The General Motors Car Club of America auto show was staged in the Grandstand infield.

9 - Wenzel, Fischler, Juettner and Hammer met with representatives of Ramsey County Public Works to discuss Larpenteur Avenue reconstruction during the summer of '98. Wenzel and Hammer then met with Susan Hoyt of the City of Falcon Heights and designer Michael Schroeder



regarding landscape and design work associated with the Larpenteur Avenue project.

11 - Sinclair and Larson met with Paul Morrissey of Capitol Beverage Sales to discuss presentation of the Budweiser Beer School at the '97 fair.

13-15 - The Great American Gem & Mineral Show & Sale was presented in the Education Building. Nordic Track Exercise Equipment Sale was held in the Merchandise Mart.

14 - Pooch participated in a panel discussion regarding horse shows at fairs. The meeting was held in Denver, Colo.

14-15 - The Antique Spectacular & Flea Market was staged in the Grandstand and infield.

16 - Hammer met with Mike Martin, Paul Tschida and Anne O'Laughlin of the University of Minnesota to discuss mutual concerns.

17 - Goiffon, Huber, Jacobson, Wenzel and Hammer met with Cindy Storelee of the Minnesota Department of Employee Relations to discuss workers compensation issues. Goiffon, Wenzel and Huber met with Amy Rolando of Weather Watch Inc. to discuss weather services for the summer. They were instructed to provide nothing but good weather.

20-22 - The Minnesota Street Rod Association presented the "Back To The Fifties Weekend," attracting more than 8,000 customized vintage autos, and 50,000 spectators. The auto show utilized the entire fairgrounds.

22-24 - Goiffon attended the Del Mar Fair in Del Mar, Calif.

23 - Ritt and Giannini met with Jan Sawinski and Colleen Tollefson of the Minnesota Office of Tourism to discuss the Explore Minnesota exhibit at the '97 fair.

24 - Leach and Huber met with Jenny Gorski at the Sheraton Metrodome hotel to discuss services for the '97 fair.

25 - Wenzel, Juettner and Sean Casey met with Waste Management staff to review the sanitation program for the '97 fair.

25-28 - The Tanbark Horse Show was staged in the Coliseum.

29 - Lawson Software hosted an employee picnic in the Merchandise Mart.

30 - Hammer met with Terry Pratt, president of North Star Bank, to discuss banking service matters.

#### July

3-6 - The Morgan Horse Show was presented in the Coliseum.

4-5 - City of St. Paul Parks & Recreation Department utilized the South Como parking lot for a Park & Ride lot.

7 - Ritt met with Mickey Moore of KDWB Radio to discuss promotions. The executive committee approved the June 30, 1997 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-May 31, 1997		\$144,958
Add: Cash Deposits	1,854,716	
Less: Payroll Ending Jun. 11	(133,356)	
Payroll Ending Jun. 25	(157,939)	
Cash Disbursements	(1,446,166)	117,255
Cash Balance-Jun. 30, 1997		\$262,213

#### MARKETABLE SECURITIES ACTIVITY:

Balance-May 31, 1997		\$372
Add: Interest Earned	2	
Securities Purchased	400,000	400,002
Less: Securities Redeemed		
Balance-Jun. 30, 1997		\$400,374

#### BUILDING FUND ACTIVITY:

Balance-May 31, 1997		\$987
Add: Interest Earned	4	4
Less: Securities Redeemed		
Balance-Jun. 30, 1997		\$991

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

	1996	1997
General Fund	\$666,708	\$262,213
Petty Cash	3,250	3,250
Marketable Securities	1,162	400,374
Building Fund	198,015	991
Total Cash Balances	\$869,135	\$666,828

8 - Wenzel and Birk met with members of the Osman Temple Shrine to discuss potential of presenting the Shrine Circus at the Coliseum.

10 - Goiffon and Huber met with representatives of the Minnesota Department of Employee Relations to discuss an employee health promotion program.

10-13 - Cuneo Car Sale was held at the Midway lot.

11 - Wenzel, Birk and State Fair Chief of Police Blakey met with representatives of the St. Paul Police Department to review plans for the '97 fair.

11-13 - The 1997 Midwest Bookfair show and sale was held in Empire Commons. Summer Cruise II muscle car show was presented on Machinery Hill.

17 - The State Fair hosted a meeting of participants in the Minnesota High Technology Council's Wonders of Technology exhibit.

23 - Smith, Tahti and Leach along with 30 other staff and family members and the State Fair parade float participated in the Minneapolis Aquatennial parade and won the Skipper's Award for most humorous presentation. Ritt attended and addressed a meeting of the Minneapolis Business Forum.

24 - Aug. 3 - Auditions for the 25th Annual State Fair Amateur Talent Contest were conducted at the Bandshell; more than 400 acts participated.

28 - Jacobson and Wenzel hosted a picnic supper and meeting for Lions Club organizations to review plans for ticket sales operations in the Kidway and Midway.

29 - An orientation session was held for volunteers from Knox, who will staff the Care & Assistance Center.

#### August

4 - Flinn conducted an orientation session for volunteers from Medica, who will assist with Seniors Days operations.

5 - Hammer met with Peter Boehm of Our Fair Carousel to discuss the possibility of the antique carousel's return to the State Fair. Leach and Hammer met with Scott Strand of the state attorney general's office regarding legal matters. Chief of Police Blakey conducted a meeting of public safety department police officers.

6 - Wenzel and Fischler met with NSP representatives to discuss upgrade in utility service. Wenzel, Birk, Pooch and Chief of Police Blakey met with State Fair mounted patrol officers to discuss '97 fair operations. Wenzel and Birk met with Joe Lally of the state attorney general's office, state insurance representative Erica Clasen and Minnesota State High School League attorney Patrick Kelly to discuss Coliseum leases. A judging session for the Minnesota Outstanding Senior Citizen Program was conducted in the Libby Conference Center. Leach and Tahti met with Dave Colby, business agent for IATSE stagehands union to discuss the vacant crew chief position.

6-7 - Scott conducted an orientation session for Multiple Sclerosis Society volunteers, scheduled to provide assistance to people with disabilities.

7 - Wenzel, Fischler and Hammer met with officials of Ramsey County public works and the University of Minnesota to discuss drainage related to Larpenteur Avenue reconstruction. The executive committee approved the July 31, 1997 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Jun. 30, 1997		\$262,213
Add: Cash Deposits	1,221,829	
Less: Payroll Ending July 9	(177,874)	
Payroll Ending July 23	(157,146)	
Cash Disbursements	(960,485)	(73,676)

Cash Balance-July 31, 1997 \$188,537

#### MARKETABLE SECURITIES ACTIVITY:

Balance-June 30, 1997		\$400,374
Add: Interest Earned	1	
Securities Purchased	125,000	
Less: Securities Redeemed	(55,000)	70,001
Balance-July 31, 1997		\$470,375

#### BUILDING FUND ACTIVITY:

Balance-June 30, 1997		\$991
Add: Interest Earned	4	4
Less: Securities Redeemed		
Balance-July 31, 1997		\$995

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

	1996	1997
General Fund	\$347,843	\$188,537
Petty Cash	9,270	8,195
Marketable Securities	1,167	470,375
Building Fund	198,828	995
Total Cash Balances	\$557,108	\$668,102

8 - Wenzel and Hammer met with Thomas Day, appraiser, regarding the Larpenteur Avenue reconstruction project.

9 - Orientation sessions were conducted for telephone operators, receptionists and guest services staff.

11 - Set-up of Mighty Midway and Kidway began.

13 - The State Fair Campground opened. Clarice Schmidt, Lyle Steltz and John Paulmann attended a 4-H Foundation appreciation dinner at the 4-H Building.

16 - Orientation sessions were held for transportation and information booth staff.

18 - An orientation session was conducted for American Sign Language interpreters.

19 - A special artists preview of the 1997 State Fair Fine Arts Exhibition was presented at the Arts Center, and a preview of the Wonders of Technology was staged in the Progress Center.

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

21 - The 1997 Minnesota State Fair opened to the public at 6 a.m. Agri-Land, the State Fair's new interpretive agriculture exhibit was dedicated at 10 a.m. An official opening ceremony for the '97 fair was presented at 10:45 a.m. at the Bandshell.

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

Administration Building, State Fairgrounds  
Friday Aug. 22, 1997 - 10 a.m.

Members present: Martin Annexstad, president; Rich Keenan; Don Simons; Joe Fox; Howard Recknor; Clarice Schmidt; Vern Prokosch; Lyle Steltz; John Paulmann; Bob Lake; Jerry Hammer, secretary.

Also present: Kent Harbison.

President Annexstad called the meeting to order at 10 a.m. and welcomed all the members to the 1997 State Fair.

Long-time Park & Ride Superintendent Dan Elmer appeared before the board to extend his appreciation for being inducted into the State Fair Hall of Fame at the '97 annual meeting. Mr. Elmer also made a brief presentation on the development of the Park & Ride program.

Minutes of the board and sales committee meetings held June 3 were reviewed and discussed.

Upon a motion by Mr. Prokosch, seconded by Mr. Fox, approval of the policy statement regarding out-of-state travel by board members was tabled pending staff report at Aug. 31 meeting of the board (Aye-9; Nay-0). The balance of the June 3 board and sales committee meeting minutes were approved on a motion by Mr. Simons, seconded by Mr. Fox and carried (Aye-9; Nay-0).

Minutes in vacation (amended to include an entry for the 4-H Foundation dinner Aug. 13) were approved on a motion by Ms. Schmidt, seconded by Mr. Paulmann and carried (Aye-9; Nay-0).

Secretary presented the July 31, 1997, society financial statement as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Jun. 30, 1997		\$262,213
Add: Cash Deposits	1,221,829	
Less: Payroll Ending July 9	(177,874)	
Payroll Ending July 23	(157,146)	
Cash Disbursements	(960,485)	(73,676)
Cash Balance-July 31, 1997		\$188,537



**MARKETABLE SECURITIES ACTIVITY:**

Balance-June 30, 1997		\$400,374
Add: Interest Earned	1	
Securities Purchased	125,000	
Less: Securities Redeemed	(55,000)	70,001
Balance-July 31, 1997		\$470,375

**BUILDING FUND ACTIVITY:**

Balance-June 30, 1997		\$991
Add: Interest Earned	4	4
Less: Securities Redeemed		
Balance-July 31, 1997		\$995

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

	1996	1997
General Fund	\$347,843	\$188,537
Petty Cash	9,270	8,195
Marketable Securities	1,167	470,375
Building Fund	198,828	995
Total Cash Balances	\$557,108	\$668,102

Upon a motion by Mr. Paulmann, seconded by Mr. Steltz and carried, the financial statement 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 at the June 3 board meeting, was submitted by secretary. After brief discussion, the following contracts were approved on a motion by Mr. Simons, seconded by Mr. Keenan and carried (Aye-9; Nay-0).

Contractor	Dates	Terms	Venue
Tower Top Tours, Inc. f/s/o ZZ Top	8/23	\$77,500 plus 80 % over \$150,000 plus \$12,500 production	Grandstand
Los Lobos	8/23	\$10,000	Grandstand
Walk On Tours, Inc. f/s/o Boston	8/25	\$95,000 plus \$20,000 production plus 75 % over \$165,000	Grandstand
Sailor Productions f/s/o Steve Miller Band	8/29	\$72,500 plus 100 % between \$105,000 and \$150,000 plus 85 % over \$175,000	Grandstand
Eric Johnson	8/29	\$7,500	Grandstand
Arnie Barn, Inc. f/s/o Kenny Chesney	8/30	\$10,000	Grandstand
Dick Trickle	9/1	\$10,000	Grandstand
Henry "Butch" Miller	9/1	\$2,000	Grandstand
Jack Albinson	9/1	\$200	Grandstand
Tom Chopkas Talent Auditions	7/23-8/3	\$56.00/two hour session	Bandshell
T.C. & Company	8/21-9/1	\$6,250 plus \$75/ 1/2 hour overtime	Bandshell
Local Allied Audio Services	8/20-9/1	\$16,450	Bandshell
Local Allied Audio Services	8/20-9/1	\$3,975	Baldwin
Local Allied Audio Services	8/20-9/1	\$3,475	Heritage
Local Allied Audio Services	8/20-9/1	\$3,475	Bazaar
Local Allied Audio Services	8/20-9/1	\$495	Ramberg
Brian Boru Irish Pipe Band	8/24	\$1,200	Parade
Top Chops Brassline	9/1	\$800	Parade
Chopstix Percussion	9/1	\$800	Parade
Kraemers Kracker Jacks	9/1	\$1,300	Parade
Local Allied Audio Services	8/20-9/1	\$550	Parade
Gopher State Garden Tractor Pullers, Inc.	8/25	\$650	Lee Avenue
Minnesota Valley Antique Farm Power & Machinery	8/21-9/1	\$6,000	Agri-Land
Steve Bauer	8/23-9/1	\$2,000	Agri-Land
Randy Roberts	8/22-9/1	\$2,600	Coliseum
Equine Medical Center	8/21-9/1	\$24,000	Vet

On-grounds residence for facilities coordinator Dave Juettner was required on a motion by Mr. Simons, seconded by Mr. Keenan and carried (Aye-9; Nay-0).

The following list of recipients of the Ben C. Hallberg Rural Youth Scholarships was accepted on a motion by Ms. Schmidt, seconded by Mr. Steltz and carried (Aye-9; Nay-0).

Betsy Bianchi, Gibbon, MN; Molly Diers, Waverly, MN; Amanda Hebrink, Fountain, MN; Audra Koester, Dennison, MN; Dayna Ludeman, Tracy, MN; Lance Miller, Jasper, MN; Jessica Nilson, Osage, MN; Beth Pratt, Rogers, MN; Reid Pulley, Chatfield, MN; Susan Resch, Lakefield, MN; Jennifer Scharpe, Arlington, MN; Jason Schroeder, Courtland, MN; Erik Sonnek, Foreston, MN; Jill Thompson, Starbuck, MN; Kaia Torgenson, Warren, MN.

President Annexstad encouraged each board member to personally extend their thanks to participants in the fair's competitive livestock events.

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

**LIFE MEMBER ADVISORY COMMITTEE MEETING**

Administration Building, State Fairgrounds  
Sunday, Aug. 24, 1997 - 1:15 p.m.

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

The name of Mike Heffron was put forward as a candidate for induction into the State Fair Hall of Fame. It was moved by Mr. Korff, seconded by Mr. Ojakangas and carried that a recommendation on behalf of Mr. Heffron be presented to the board for action at its next regular meeting (Aye - 9; Nay - 0).

It was moved by Mr. Lilliquist, seconded by Mr. Keskinen and carried that Bert Lund be nominated to Life Membership in the Society (Aye - 9; Nay - 0).

Meeting adjourned.

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

Administration Building, State Fairgrounds  
Sunday Aug. 31, 1997 - 10 a.m.

Members present: Martin Annexstad, president; Don Simons; Howard Recknor; Vern Prokosch; Lyle Steltz; Joe Fox; Bob Lake; Rich Keenan; Clarice Schmidt; John Paulmann; Jerry Hammer, secretary.

Also present: Kent Harbison.

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

The portion of the June 3, 1997, meeting minutes dealing with out-of-state board member travel, tabled for review at the Aug. 22 meeting of the board, was opened for discussion upon a motion by Mr. Lake, seconded by Mr. Keenan and carried (Aye-8; Nay-0). Upon a motion by Mr. Lake, seconded by Mr. Fox and carried, the minutes were passed as recorded (Aye-8; Nay-0).

The minutes of the Aug. 22, 1997, board meeting were approved on a motion by Mr. Keenan, seconded by Mr. Simons and carried (Aye-8; 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 in Las Vegas, Nev., Dec. 1-4, 1997. It was moved by Mr. Simons, seconded by Mr. Keenan 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-8; Nay-0).

Secretary presented for consideration the following maintenance and improvements projects for fall start-up:

Install new overhead door at Coliseum	\$12,500
Repair Coliseum cooling tower and piping	5,000
Misc. Coliseum repairs and upkeep	10,000
Remodel clere story at Cattle Barn	20,000
Paint trim and garage at residence	11,000
Paint west side of 4-H Building	22,000
Heat tape replacement (misc. buildings)	6,000
Misc. grading	4,000
Tree maintenance	7,000
Replace street valves (two @ 5,000 each)	10,000

Following discussion, the projects were approved upon a motion by Mr. Prokosch, seconded by Mr. Keenan and carried (Aye-8; Nay-0).

It was moved by Mr. Prokosch, seconded by Mr. Steltz and carried to adopt the report and recommendation of the Life Member Advisory Committee filed with the secretary on Aug. 24, 1997 (Aye-8; Nay-0).

Secretary presented the following recommended adjustments in off-season event daily rental rates for several facilities.

Competitive Livestock Show Rates		
Coliseum	1,050	(+ 5)
Horse Barn (complete barn)	650	(+ 140)
Horse Barn (front half) rented w/Coliseum	225	(+ 30)
Regular Rates		
Horse Barn (complete barn)	865	(+ 35)
Horse Barn (front half) rented w/Coliseum	400	(- 40)
Grandstand Race Track & Infield	850	(+ 55)
Education Building	885	(+ 20)
Education Building & Creative Activities Annex	1,200	(+ 20)
Empire Commons	750	(+ 15)
Merchandise Mart	665	(+ 20)

After discussion, it was moved by Mr. Keenan, seconded by Mr. Fox and carried that the recommended rate adjustments be approved (Aye-9; Nay-0).

Secretary brought forward a request by Ms. Pat Oxford of Televac Computer Company to sell her concession structure, located at block 39, lot P (1306 Liggett St.). Staff recommended that society purchase the structure at the appraised value of \$11,000. Recommendation was approved on a motion by Mr. Lake, seconded by Mr. Keenan and carried (Aye-9; Nay-0).

Secretary offered background on the status of the University of Minnesota's conversion to a semester system in 1999, resulting in University classes starting immediately after Labor Day. The earlier starting date will affect 4-H livestock show events by eliminating the availability of participant housing at the University during the latter part of the fair. The board was informed that staff has thoroughly researched all scheduling options, and will send the board detailed information within the next several weeks. No action required.

It was moved by Mr. Prokosch, seconded by Ms. Schmidt and carried that dates for the 1998 State Fair be Thursday Aug. 27 through Labor Day, Monday, Sept. 7 (Aye-9; Nay-0).

An agenda date of Thursday Nov. 6 was set for the next meeting of the board on a motion by Mr. Fox, seconded by Mr. Lake and carried (Aye-9; Nay-0).

Mr. Harbison offered a report of the status of current litigation involving the society. No action required.

Upon a motion by Mr. Steltz, seconded by Ms. Schmidt and carried, the board offered their thanks and congratulations to the State Fair's family of employees for their exemplary performance during the 1997 State Fair (Aye-9; Nay-0).

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



## MINUTES IN VACATION

### August

21 - Sept. 1 - Visitors from other expositions and special guests at the 1997 State Fair included: Ellen Blunden, Royal Easter Show, Sydney, Australia; Don Muret, Amusement Business newspaper; Mark Hindsley, Bob McDowell and Tom Delph of the Indiana State Fair, Indianapolis; Pat Lloyd, Denny Tuttle and several board members of the Tulsa State Fair in Tulsa, Okla.; Bob Gottschalk, Kansas State Fair, Hutchinson; Ed Abbott, Illinois Association of Agricultural Fairs; Mary Herbert and Anna Jane Cave of the Kentucky Fair and Exposition Center, Louisville; Janet Williams of the Iowa State Fair in Des Moines; two tour groups from Japan; and a group from Ukraine.

23 - The board of the Minnesota Federation of County Fairs held a meeting at the Administration Building conference room and was hosted to a noon lunch by the society's board of directors at the officers quarters.

24 - State Fair Hall of Famers and Life Members in the society were welcomed to a reunion luncheon at the officers quarters. A meeting of the life member advisory committee was convened during the afternoon in the Administration Building.

25 - A recognition and award ceremony was held for 50-year fair participants at Heritage Square. Among the recipients were fourth district Vice President Joe Fox and creative activities Superintendent Evelyn Hagen. Medica senior citizen awards were also presented at Heritage Square. The State Fair hosted a meeting of the Roseville Rotary Club at the Blue Ribbon Grill.

28 - The Minnesota Livestock Breeders Association board attended a breakfast meeting with the society board and staff to discuss livestock competition at the State Fair. As part of academic excellence recognition, a statewide group of 8,500 grade school and high school academic achievers were honored at a special program at the Grandstand. Outstanding senior citizens awards were presented at a special ceremony in the Bandshell.

29 - A total of 386 new United States citizens from 61 countries were sworn in as part of International Day activities. The citizenship ceremony was held at the 4-H Building.

31 - Seventeen State Fair employees were recognized for outstanding performance during a special recognition ceremony at the Grandstand; four of these individuals were presented with One Goal Plus awards.

### September

1 - At 9 p.m., an aerial fireworks display signaled the end of the '97 State Fair, wrapping up an event that featured a blend of innovative and traditional exhibits, a strong entertainment program, world-class commercial and competitive exhibits, an abundance of agriculture, beautiful weather and record paid attendance of 1,683,454 visitors.

11-14 - The Original Fairgrounds Ski Sale was presented in the Progress Center.

12-15 - The State 4-H Horse Show was held at the Coliseum.

13 - Cemstone staged a truck rodeo on the south Como parking lot.

15 - The Ramsey County Sheriff's Department conducted a training session, utilizing Machinery Hill and the Baldwin Park Stage. The executive committee approved the August 31, 1997 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-July 31, 1997		\$188,537
Add: Cash Deposits	13,754,216	
Less: Payroll Ending Aug. 6	(176,855)	
Payroll Ending Aug. 21	(224,099)	
Cash Disbursements	(10,888,115)	
Cash Balance-Aug. 31, 1997		\$2,653,684

#### MARKETABLE SECURITIES ACTIVITY:

Balance-July 31, 1997		\$470,375
Add: Interest Earned	2,031	
Securities Purchased	5,275,000	
Less: Securities Redeemed		5,277,031
Balance-Aug. 31, 1997		\$5,747,406

#### BUILDING FUND ACTIVITY:

Balance-July 31, 1997		\$995
Add: Interest Earned	5	
Less: Securities Redeemed	800,000	
Balance-Aug. 31, 1997		\$801,000

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

	1996	1997
General Fund	\$6,041,987	\$2,653,684
Petty Cash	9,255	8,195
Marketable Securities	1,172	5,747,406
Building Fund	49,674	801,000
Total Cash Balances	\$6,102,088	\$9,210,285

16 - Hammer and Keenan met with legal counsel Kent Harbison to discuss legal matters. Goiffon and Huber attended a seminar on employee insurance, conducted by the state department of employee relations.

17 - Leach, Wenzel, Sinclair and Birk met with representatives of Circus of the Star youth circus group to discuss possible fair-time performances as well as potential off-season use of fairgrounds facilities.

18 - A meeting of the State Fair Accessibility Committee was held at the Libby Conference Center.

18-21 - The Western Saddle Clubs of America Horse Show was presented in the Coliseum.

19-21 - Fall Country Folk Art Show was held in the Grandstand, Sports Card Tradition Show was presented in the Merchandise Mart and the Wildlife Art Show was staged in the Progress Center.

20 - City of St. Paul's Districts 10 and 12 conducted a community clean-up program at the north parking lots.

25-28 - Fall Festival Arabian Horse Show was held in the Coliseum.

26 - Hammer and Wenzel met with Susan Hoyt of the City of Falcon Heights, along with two telecommunications representatives, to discuss cellular phone relay systems.

27 - The Junior League Garage Sale was presented at Empire Commons and Model Railroad & Hobby Sale was held at the Education Building.

27-28 - Fiber Metal Art Show was presented at the Arts Center and the Midwest Antique Auto Show was held at the Grandstand infield.

28 - Oct. 2 - Leach and Tahti attended the annual Country Music Association convention in

Nashville, Tenn., to begin the entertainment booking process for 1998.

30 - A meeting of full-time staff was conducted at the Libby Conference Center. Giannini spoke to Stillwater Lions Club regarding fair history organization and attended a Wonders of Technology Evaluation meeting at the Science Museum.

30 - Oct. 5 - The 1997 Fall Harvest Horse Show was presented at the Coliseum.

### October

2-4 - The Evangelical Garage Sale was held at Crossroads Chapel.

3-5 - The Woodworking Show was presented in the Education Building.

4-5 - The Antique Spectacular & Flea Market was held at the Grandstand and the Military Relics Show was staged in Empire Commons.

7 - Hammer and Wenzel met with Jim Hersch of the Minnesota Department of Transportation to discuss easements related to the Larpenteur Avenue reconstruction project.

7-9 - The first in a series of St. Paul Police Department K-9 unit training sessions were conducted on Machinery Hill.

8 - Hammer and Wenzel met with Susan Hoyt of the City of Falcon Heights and architect Michael Schroeder to discuss fairgrounds improvements related to the Larpenteur Avenue reconstruction project.

8-9 - Sinclair attended a meeting in Las Vegas, Nev., with Wayne McCary and Lewis Miller, president and executive vice president of the International Association of Fairs & Expositions respectively, to finalize plans for the 1997 IAFE convention.

9 - Joan Casey and Julie Scott attended a seminar on workplace law and litigation, presented by the firm of Faegre & Benson, in Minneapolis. Wenzel and Police Chief Blakey gave depositions at an arbitration hearing for a former employee. Wenzel and Fischler met with Dick Sobiak of TKDA to review plans for phases three and four of the sewer separation program for the fairgrounds.

10 - Wenzel and Birk met with Carter Turner of the World Arena Football League regarding use of the Coliseum during the 1998 football season.

10-12 - The State Fair Fall Computer Sale was held in the Education Building.

11-19 - Kinney Shoe Sale was presented in the Merchandise Mart.

12 - Twin Cities Roadsters Swap Meet was held at the north parking lot.

13 - The executive committee approved the September 30, 1997 cash transaction summary as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Aug. 31, 1997		\$2,653,684
Add: Cash Deposits	3,417,259	
Less: Payroll Ending Sept. 3	(425,029)	
Payroll Ending Sept. 17	(211,190)	
Fair Period Payroll Sept. 1	(1,546,497)	
Cash Disbursements	(3,848,854)	
Cash Balance-Sept. 30, 1997		\$39,373

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Aug. 31, 1997		\$5,747,406
Add: Interest Earned	5,403	
Securities Purchased		
Less: Securities Redeemed	(2,400,000)	
Balance-Sept. 30, 1997		\$3,352,809

#### BUILDING FUND ACTIVITY:

Balance-Aug. 31, 1997		\$801,000
Add: Interest Earned	349	
Less: Securities Redeemed	1,860,000	
Balance-Sept. 30, 1997		\$2,661,349

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

	1996	1997
General Fund	\$562,757	\$39,373
Petty Cash	1,000	2,911
Marketable Securities	3,726,177	3,352,809
Building Fund	50,156	2,661,349
Total Cash Balances	\$4,340,090	\$6,056,442

14 - Senior executive staff participated in a day-long performance management training session.

15-26 - Wilson's Leather Sale was held in Empire Commons.

16 - Hammer and Sinclair met with Tom Baumann and Pat Delkowski of the Department of Natural Resources to review their '97 State Fair exhibit and discuss plans for '98. The Minnesota Monsters arena football team conducted a press conference at the Coliseum to announce plans for the new World Arena Football League. Sinclair met with Rocky Hoffstetter of Ziegler Power Systems to review Ziegler's electric service for the Midway and Kidway. Sinclair and Birk represented the State Fair at the North Suburban Chamber's annual gala.

20 - Wenzel and Fischler met with Dean Johnson of TKDA to review appraisals of property at 1880 Como. Giannini spoke to the Kiwanis Club of North Hennepin.

21-23 - Senior executive staff conducted planning sessions at the Administration Building.

23 - Wenzel, Birk, Mark Goodrich, Dave Juettner and Brian Hudalla met with representatives of the Osman Shrine to finalize plans for conducting the 1998 Osman Shrine Circus at the Coliseum.

27 - Pooch and Trantanello met with Doris Mold and Sharon Wilkinson of the Minnesota Pork Producers regarding Oink Booth presentation at the Swine Barn in 1998.

28 - Hammer and Wenzel met with State Fire Marshal Tom Brace regarding life safety projects.

### November

2 - Society President Martin Annexstad died at his home near St. Peter.

4 - Hammer, Pooch, Fischler, Juettner and Wenzel met with the University of Minnesota's Mike Martin, St. Paul Campus dean, and Christine Voelz, women's athletics director, to discuss possible uses of University property adjacent to the fairgrounds.

4-5 - Visitation and funeral services for Society President Martin Annexstad were attended by the board of managers, Hammer, Pooch and Heffron. Mr. Annexstad was laid to rest at Scandian Grove East Cemetery in Norseland, Minn., a short distance from his life-long home at Lake Park Farm.



# SALES COMMITTEE MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Libby Conference Center, State Fairgrounds  
Thursday Nov. 6, 1997 - 9:30 a.m.

Members present: Clarice Schmidt, chairman; Rich Keenan; Joe Fox; Bob Lake; Vern Prokosch; John Paulmann; Howard Recknor; Don Simons; Lyle Steltz; Jerry Hammer, ex officio; Jim Sinclair, ex officio; Marshall Jacobson, ex officio.

Also present: Kent Harbison and Rochelle Rustad.

Chairman Schmidt called the meeting to order at 9:30 a.m.

A written report of sales division revenue for 1997, including comparisons by category with 1996, was presented by Mr. Sinclair. After discussion, it was moved by Mr. Steltz, seconded by Mr. Simons and carried that the report be accepted (Aye-8; Nay-0).

## CONCESSION/EXHIBIT REVENUE SUMMARY

	1996	1997	COMPARISON
<b>CONCESSIONS</b>			
Indoor and Outdoor Space	\$550,014.08	550,211.69	+ 197.61
<b>PERCENTAGE/PARTICIPATION ATTRACTIONS</b>			
Antique Auto Show	\$3,446.13	4,215.23	+ 769.10
Carousel	13,022.54	1,4165.63	+ 1,143.09
Ejection Seat	37,217.86	36,035.89	-1,181.97
Giant Slide	79,007.25	81,567.82	+ 2,560.57
Haunted House	89,154.87	90,959.80	+ 1,804.93
Iwerks	14,082.25	12,746.48	-1,335.77
Nascar Go Carts	11,960.56	-0-	-11,960.56
Old Mill	23,779.07	23,227.37	-551.70
River Raft Ride	9,672.65	9,315.26	-357.39
Rock Climbing	11,444.25	11,022.77	-421.48
Sky Coaster	18,828.11	23,731.91	+ 4,903.80
Skyride	71,089.38	67,639.38	-3,450.00
Space Tower	29,927.09	31,017.00	+ 1,089.91
Trampoline Thing	-0-	412,632.01	+ 10,864.92
			+ 3,877.45
<b>MIDWAY - KIDWAY</b>			
Rides and Shows	1,072,189.07	1,187,423.46	+ 115,234.39
Games	371,056.96	432,068.99	+ 61,012.03
Food and Beverage	59,568.90	62,731.92	+ 3,163.02
Arcade	9,355.69	9,382.02	+ 26.33
Commissary	2,896.54	1,515,067.16	1,693,424.08
			-1,078.85
			+ 178,356.92
<b>GRANDSTAND CONCESSIONS</b>			
Food	22,776.20	11,414.25	-11,361.95
3.2 Beer	27,220.13	36,028.03	+ 8,807.90
Artist Merchandise Sales	35,316.95	85,313.28	37,543.50
			84,985.78
			+ 2,226.55
			-327.50
<b>NON-FOOD AND BEVERAGE CONCESSION PERCENTAGE</b>			
	241,630.98	241,630.98	232,849.56
			232,849.56
			-8,781.42
<b>FOOD AND BEVERAGE CONCESSION PERCENTAGE</b>			
	1,220,423.29	1,220,423.29	1,290,820.16
			1,290,820.16
			+ 70,396.87

## 3.2 BEER AND FOOD

Brede Enterprises, Inc	88,188.98	84,375.62	-3,813.36
Cleworth's Food and Beverage	52,329.82	56,430.44	+ 4,100.00
Crocker's Spaghetti Village	11,799.31	11,775.88	-23.43
John A. Giere	44,326.40	42,935.64	-1,390.76
H.M.H. of St. Paul, Inc.	32,972.50	31,931.91	-1,040.59
Kirschner's Beer Stube	16,015.72	14,726.52	-1,289.20
Midway Men's Club	9,063.25	10,523.46	+ 1,460.21
Ward Food Services	10,658.98	12,743.44	+ 2,084.46
Werner's Frontier	30,474.50	295,829.46	31,873.66
			297,316.57
			+ 1,399.16
			+ 1,487.11

## SUNDRY

Cancelled but Active Licenses	1,492.00	1,873.50	+ 381.50
Concession/Exhibit Lists	546.00	624.00	+ 78.00
Entertainer Merchandise Sales	15,425.27	12,104.29	-3,320.98
Merchandise/Commissary Permits	41,550.00	41,400.00	-150.00
Miscellaneous	4,529.37	5,593.68	+ 1,064.31
Novelties (Desplenter)	66,806.00	68,916.88	+ 2,110.88
Programs (official) - Auto Race	1,648.00	131,996.64	969.00
			131,481.35
			-679.00
			-515.29
	\$4,452,906.90	4,697,598.65	+ 244,691.75

## EXHIBITS

Indoor and Outdoor Space	216,918.00	232,675.00	+ 15,757.00
<b>INSTITUTIONAL</b>			
Indoor and Outdoor Space	35,342.00	36,279.00	+ 937.00
<b>GRAND TOTALS</b>			
	\$4,705,166.90	4,966,552.65	+ 261,385.75

Reports comparing food and beverage concession revenue and non-food revenue for 1996 and 1997, as well as Mighty Midway revenue for 1995, 1996 and 1997, were presented by Mr. Sinclair. The reports were accepted on a motion by Mr. Lake, seconded by Mr. Fox and carried (Aye-8; Nay-0).

## FOOD & BEVERAGE PERCENTAGE REPORT

Sales Date	Food \$	Beverage\$	Tax	Current Year		Last Year	
				Net of Gross	Percentage	Net of Gross	Percentage
8-19	68.50		4.18		6.43		
8-20	14,968.01	1,940.75	1,031.99	15,876.77	1,587.68	17,604.91	1,760.52
8-21	704,917.52	157,642.49	52,644.48	809,915.53	80,991.62	637,972.90	63,797.38
8-22	921,240.90	199,134.19	68,379.67	1,051,995.42	105,199.69	974,377.79	97,437.88
8-23	1,109,085.20	271,253.37	84,245.93	1,296,092.64	129,609.36	1,186,956.07	118,695.85
8-24	1,099,045.61	256,139.44	82,710.84	1,272,474.21	127,247.46	1,165,513.36	116,551.51
8-25	807,655.09	185,217.13	60,597.78	932,274.44	93,227.59	889,162.27	88,916.32
8-26	702,250.39	186,697.93	54,255.07	834,693.25	83,469.44	783,908.96	78,391.01
8-27	745,871.73	215,430.75	58,671.09	902,631.39	90,263.33	859,233.70	85,923.53
8-28	982,439.31	235,731.57	74,348.48	1,143,822.40	114,382.40	1,010,523.39	101,052.52
8-29	1,017,937.46	224,630.55	75,837.45	1,166,730.56	116,673.15	1,178,095.77	117,809.83
8-30	1,246,537.50	331,220.55	96,295.10	1,481,462.95	148,146.41	1,354,016.45	135,401.82
8-31	1,018,800.72	287,909.76	79,752.25	1,226,958.23	122,695.92	1,200,394.67	120,039.64
9-01	695,582.36	199,918.08	54,654.91	840,845.53	84,084.59	840,401.49	84,040.34
9-02	714.40	81.00	48.55	746.85	74.68		
	11,067,114.70	2,752,947.56	843,477.77	12,976,584.49	1,297,659.75	12,098,161.73	1,209,818.15
3.2 Beer	1,844,507.52	112,575.58	1,731,931.94	2,766,759.92	1,652,917.86	2,644,053.63	1,624,053.63
Grand Totals	\$11,067,114.70	\$4,597,455.08	\$956,053.35	\$14,708,516.43	\$1,574,335.67	\$13,751,079.59	\$1,473,871.78
		\$15,664,569.78					

## NON FOOD & BEVERAGE PERCENTAGE REPORT

Sales Date	Gross Sale	Tax	Current Year		Last Year	
			Net of Gross	Percentage	Net of Gross	Percentage
8-19	597.64		597.64	59.76		
8-20			1,191.44	119.14		
8-21	106,671.14	4,096.11	102,575.03	14,774.62	93,027.10	14,412.19
8-22	137,588.83	5,063.51	132,525.32	18,823.55	133,084.79	20,297.48
8-23	172,832.47	5,849.42	166,983.05	23,434.81	158,247.94	24,391.00
8-24	158,049.86	5,845.11	152,204.75	21,829.21	140,391.40	21,620.06
8-25	117,570.90	4,501.12	113,069.78	16,450.72	111,075.85	17,029.22
8-26	114,914.99	4,237.87	110,677.12	15,737.55	107,848.15	16,601.78
8-27	123,117.21	4,634.29	118,482.92	16,682.23	117,217.10	17,671.32
8-28	150,155.32	5,437.97	144,717.35	20,426.58	126,316.94	19,348.63
8-29	160,871.05	5,879.13	154,991.92	22,147.77	146,921.43	22,554.40
8-30	198,124.53	7,204.65	190,919.88	27,036.04	178,478.72	27,255.21
8-31	165,970.42	6,210.55	159,759.87	22,985.59	149,481.32	23,330.53
9-01	111,650.63	4,194.43	107,456.20	15,665.85	115,477.94	18,055.68
Totals	1,719,306.43	63,154.16	1,656,152.27	236,173.42	12,580,056.58	242,810.89

## MINNESOTA STATE FAIR CARNIVAL REVENUE/AMUSEMENT RIDES 1983 - 1994

Year	Rank	Total Gross	Advance	Fairs Percentage	Attendance	Per Cap
1983	12	\$1,143,510		\$370,031	1,347,884	\$ .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/KIDWAY REVENUE/RIDES & GAMES

1995	3	\$4,424,566	\$206,296	\$1,399,669	1,673,312	\$2.64
1996	2	4,441,519	242,816	1,442,941	1,673,976	2.65
1997	1	5,042,133	292,656	1,619,292	1,683,454	3.00

## MINNESOTA STATE FAIR MIGHTY MIDWAY/KIDWAY FINANCIAL SUMMARY 1995-1997

Attraction	1995 Gross Revenue	1996 Gross Revenue	1997 Gross Revenue	1995 MSF Revenue	1996 MSF Revenue	1997 MSF Revenue
Rides & Shows	\$2,526,607	\$2,467,265	\$2,742,431	\$1,078,887	\$1,072,189	\$1,187,423
1995 = 67						
1996 = 68						
1997 = 68						
Skill Games	1,897,959	1,974,254	2,299,702	320,782	370,752	431,869
1995 = 60						



1996 = 61						
1997 = 62						
Arcade	42,909	43,261	45,209	8,024	8,120	8,490
1995 = 1						
1996 = 1						
1997 = 1						
Merchandise						
Concessions	34,833	38,157	32,925	7,975	8,318	6,852
1995 = 2						
1996 = 2						
1997 = 2						
Food/Beverage						
Concessions	492,414	502,994	576,462	46,565	47,780	54,128
1995 = 13						
1996 = 12						
1997 = 12						
Commissary	11,676	17,105	15,657	1,159	1,711	1,566
1995 = 1						
1996 = 1						
1997 = 1						
<b>Totals</b>	<b>\$5,006,398</b>	<b>\$5,043,036</b>	<b>\$5,712,386</b>	<b>\$1,463,392**</b>	<b>\$1,508,870**</b>	<b>\$1,690,328**</b>
<b>Differences</b>	<b>+ 36,638</b>	<b>+ 669,350</b>		<b>+ 45,478</b>	<b>+ 181,458</b>	

\*\* Plus, sales tax revenue to building fund: 1995 - \$270,044; 1996 - \$271,079; 1997 - \$307,736

Mr. Sinclair presented a report on the State Fair's utilities assessment program, designed to recover from commercial exhibitors a portion of the costs of maintenance and improvements to fairgrounds utilities systems.

#### MINNESOTA STATE FAIR 1997 UTILITY ASSESSMENT PROGRAM

1996 Actual Costs

Sewer system improvements	\$261,768	
Water and sewer consumption	125,268	
Sewer system maintenance	11,455	
Electric plant improvements	234,789	
Electric plant maintenance	182,694	
Water system maintenance	<u>36,108</u>	852,882
State Fair share =		<u>- 425,000</u>
		\$427,882

Assessments based on the following

No utilities	7.00 front foot	(\$50 - minimum)
Minimum electric use	14.00 front foot	(less than \$50 consumption)
Electric use	23.00 front foot	(\$50 or more consumption)
Electric, water, sewer	28.00 front foot	(no minimum, \$1500 maximum assessment)

Footage details

3,547 feet @	7.00 =	24,829	
10,509 feet @	14.00 =	147,126	
4,944 feet @	23.00 =	113,712	
6,930 feet @	28.00 =	<u>194,040</u>	479,707
			<u>- 49,564*</u>
			430,143
25,930 Total feet			
Total billings =	430,143		
Less adjustments/cancellations	32,005		
Less a/c receivables (4)	<u>2,590</u>		
Paid to date	\$395,548		

\* - Circuit breaker maximum of \$1,500

Upon a motion by Mr. Prokosch, seconded by Mr. Paulmann and carried, the report was accepted (Aye-8; Nay-0).

A proposal for revision of fees applied to non-percentage concession and institutional exhibit license categories was presented by Mr. Sinclair. Following discussion, it was moved by Mr. Simons, seconded by Mr. Prokosch and carried that the following rate changes be adopted for 1998 (Aye-8; Nay-0):

Non-percentage concessions - increase from \$62 to \$70 per front foot.

Institutional exhibits - increase from \$31 to \$40 per front foot.

Upon a motion by Mr. Simons, seconded by Mr. Paulmann and carried, the meeting was adjourned at 10:20 a.m. (Aye-8; Nay-0).

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

Libby Conference Center, State Fairgrounds  
Thursday Nov. 6, 1997 - 10:25 a.m.

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

Also present: Jim Sinclair; Steve Pooch; Karen Leach; Marshall Jacobson; Mary Goiffon; Joe Fischler; Rochelle Rustad; Kent Harbison.

Mr. Keenan called the meeting to order at 10:25 a.m.

The vacancy on the board created by the death of President Martin Annexstad on Nov. 2 was discussed. On a motion by Mr. Simons, seconded by Mr. Fox and carried, the board elected to leave the presidency vacant until the next regular election during the Society's annual meeting Jan. 18, with Mr. Keenan to serve as board chairman in the interim (Aye-8; Nay-0).

A motion was made by Mr. Fox, seconded by Mr. Prokosch and carried that the board and committee minutes recorded during the 1997 State Fair be approved as submitted to the members by mail (Aye-8; Nay-0).

Minutes in vacation covering the period Aug. 21 through Nov. 5, 1997, and the administrative action noted therein were approved on a motion by Mr. Steltz, seconded by Mr. Paulmann and carried (Aye-8; Nay-0).

Jacobson presented the October 31, 1997, financial statement as follows:

#### GENERAL FUND ACTIVITY:

Cash Balance-Sept. 30, 1997		\$39,373
Add: Cash Deposits	2,046,578	
Less: Payroll Ending Oct. 1	(138,487)	
Payroll Ending Oct. 15	(116,594)	
Payroll Ending Oct. 29	(111,662)	
Cash Disbursements	(1,659,932)	19,903
Cash Balance-Oct. 31, 1997		\$59,276

#### MARKETABLE SECURITIES ACTIVITY:

Balance-Sept. 30, 1997		\$3,352,809
Add: Interest Earned	18,758	
Securities Purchased	30,000	
Less: Securities Redeemed	(1,475,000)	(1,426,242)
Balance-Oct. 31, 1997		\$1,926,567

#### BUILDING FUND ACTIVITY:

Balance-Sept. 30, 1997		\$2,661,349
Add: Interest Earned	9,141	
Less: Securities Redeemed	(30,000)	(20,859)
Balance-Oct. 31, 1997		\$2,640,490

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

	1996	1997
General Fund	\$6,225	\$59,276
Petty Cash	4,500	4,000
Marketable Securities	27,982	1,926,567
Building Fund	1,930,363	2,640,490
Total Cash Balances	\$1,969,070	\$4,630,333

Upon a motion by Mr. Recknor, seconded by Mr. Simons and carried, the financial statement was approved (Aye-8; Nay-0).

Approval of the action taken by the sales committee earlier in morning was moved by Ms. Schmidt, seconded by Mr. Fox and carried (Aye-8; Nay-0).

Secretary offered a presentation on the status of open class and junior livestock shows beginning in 1999. That year, the University of Minnesota is required to convert its class schedule to a semester system, resulting in an earlier starting date that eliminates the availability of 4-H participant housing at the University during the latter part of the fair. A detailed list of options available to the Society, mailed to the board in October, was reviewed. Following discussion, it was moved by Mr. Simons, seconded by Mr. Fox and carried that beginning in 1999 the State Fair livestock schedule will be as follows: 4-H livestock will be shown the first four days of the fair, open class beef cattle and FFA livestock will be shown the final four days of the fair and open class poultry will be shifted from the first eight days of the fair to the last eight days; the balance of the schedule will remain unchanged (Aye-7; Nay-1).

It was moved by Mr. Steltz, seconded by Mr. Recknor and carried that the three staff persons currently required to occupy custodial residences (Fischler, Wimmer and Juettner) be allowed gratis storage of personal vehicles and other household materials on the fairgrounds (Aye-8; Nay-0).

Mr. Jacobson presented a report of activity in the society's building fund for 1997, including a summary of board-authorized expenditures, sales tax and matching deposits for the year. Information only; no action required.

#### MINNESOTA STATE FAIR BUILDING FUND REPORT—YEAR ENDING 10/31/97

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
1997	<u>1,830,000</u>	<u>2,687,358***</u>	<u>(2,040,250)</u>	<u>1,998,801</u>
	\$10,250,000	\$10,753,051	\$(8,754,250)	\$1,998,801

Fund balance required by law	\$1,495,750
Differential ( + )	\$503,051

\* Deposit to open fund; not required by law.

\*\* Sales tax matching deposit not yet made (\$800,000).

\*\*\* Included sales tax matching deposit not made in 1996.

Secretary and Mr. Fischler reviewed details for the potential purchase by the Society of 1.3 acres of property including an 18,000-square-foot office and warehouse building, located at 1880 Como Avenue adjacent to the fairgrounds. Upon a motion by Mr. Simons, seconded by Mr. Steltz and carried, the board authorized staff to proceed with arrangements to finalize purchase (Aye-8; Nay-0).

Ms. Goiffon presented information outlining Ramsey County's plan to reconstruct Larpenteur Avenue, including a portion bordering the extreme northern edge of the fairgrounds. To accomplish the project, the county requested an easement for a narrow strip of fairgrounds property bordering Larpenteur. Upon a motion by Prokosch, seconded by Paulmann and carried, the easement was approved (Aye-8; Nay-0).

It was moved by Mr. Prokosch, seconded by Mr. Recknor and carried that secretary be authorized to enter into contracts with acts and attractions for the 1998 State Fair (Aye-8; Nay-0).



Secretary submitted a comparative report of per capita spending at the fair for the years 1993 through 1997. Information only; no action required.

#### MINNESOTA STATE FAIR PER CAPITA SPENDING

	1993	1994	1995	1996	1997
Admission fee average	\$3.42	\$3.42	\$3.90	\$3.88	\$4.78
Food & Beverage	7.59	7.60	8.15	8.73	9.30
Retail purchases	4.97	5.14	5.40	5.67	5.95
Carnival & other attractions	2.14	2.06	-	-	-
Mighty Midway rides & games	-	-	2.65	2.65	3.00
Other attractions	-	-	.94	1.03	1.07
Grandstand & Coliseum tickets	1.32	1.28	1.31	1.07	1.11
	<b>\$19.44</b>	<b>\$19.50</b>	<b>\$22.35</b>	<b>\$23.03</b>	<b>\$25.21</b>

It was moved by Ms. Schmidt, seconded by Mr. Steltz and carried that the following advertising policy be adopted for 1998: "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 1998 advertising agency agreement with the Bolin Agency (Aye-8; Nay-0).

Mr. Jacobson presented a review of fair-period payrolls. Information only; no action required.

A comparative report of agricultural and livestock entries at the 1997 State Fair was presented by Mr. Pooch. Report only; no action required.

#### MINNESOTA STATE FAIR COMPETITIVE ENTRY COMPARISON

Department of Category	1997	1996	1995
Creative Activities	1821 exhibitors 5596 entries	1937 5940	1848 5436
Education	1955 entries 1282 exhibitors	1240	
Fine Arts	1280 exhibitors 1280 entries	1246 1246	1672
Beef Cattle	676 animals	691	864
Dairy Cattle	1062 animals	1046	1129
Sheep	877 animals	1056	1137
Swine	705 animals	668	675
Goats	798 animals	675	626
Llamas	149 animals	148	120
FFA Beef Cattle	269 animals		
FFA Dairy Cattle	565 animals	777	782
FFA Sheep	677 animals	658	644
FFA Swine	862 animals	762	656
Bee & Honey	140 exhibitors	148	117
Wine	56 exhibitors	59	56
Flowers	67 exhibitors	93	77
Vegetables	126 exhibitors	124	91

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

#### GRANDSTAND

8-21 Bodeans, G.B. Leighton	7:30 p.m.	52 @ \$ 17.00	Contract Provision
8-22 John Michael Montgomery, Ricochet	7:30 p.m.	80 @ \$ 19.00	Contract Provision
8-23 ZZ Top, Los Lobos	7:30 p.m.	160 @ \$ 19.00	Contract Provision
8-24 Wynonna, Terri Clark	7:30 p.m.	86 @ \$ 19.00	Contract Provision
8-25 Boston	8:00 p.m.	32 @ \$ 19.00	Contract Provision
8-26 Vince Gill, Bryan White	7:30 p.m.	225 @ \$ 19.00	Contract Provision
8-27 Tim McGraw, Mindy McCready	7:30 p.m.	214 @ \$ 19.00	Contract Provision
8-28 Roger Whitaker	7:30 p.m.	10 @ \$ 17.00 867 @ \$ 17.00	Contract Provision Seniors & Editors
8-29 Steve Miller, Eric Johnson	7:30 p.m.	102 @ \$ 18.00	Contract Provision
8-30 Alabama, Kenny Chesney	7:30 p.m.	78 @ \$ 19.00	Contract Provision
9-02 Miller 300	2:00 p.m.	269 @ \$ 16.00	Contract Provision

#### COLISEUM

8-21 English Horse Show	12:30 p.m.	19 @ \$ 6.50	Judges, Trophy Donors, Departmental
8-21 English Horse Show	6:30 p.m.	19 @ \$ 6.50	Judges, Trophy Donors, Departmental
8-22 English Horse Show	1:00 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	2:00 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	12:30 p.m.	14 @ \$ 6.50	Trophy Donors, Departmental
8-24 English Horse Show	6:30 p.m.	14 @ \$ 6.50	Trophy Donors, Departmental
8-25 English Horse Show	12:30 p.m.	14 @ \$ 6.50	Trophy Donors, Departmental
8-25 English Horse Show	6:30 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 Rodeo	7:00 p.m.	14 @ \$ 6.50	Announcer, Departmental
8-28 Rodeo	1:00 p.m.	14 @ \$ 6.50	Announcer, Departmental
8-28 Rodeo	7:00 p.m.	14 @ \$ 6.50	Announcer, Departmental
8-29 Rodeo	7:00 p.m.	14 @ \$ 6.50	Announcer, Departmental
8-29 Western Stock Show	12:30 p.m.	14 @ \$ 6.50	Trophy Donors, Departmental
8-30 Western Stock Show	6:30 p.m.	14 @ \$ 6.50	Trophy Donors, Departmental
8-31 Western Horse Show	12:30 p.m.	14 @ \$ 6.50	Trophy Donors, Departmental
8-31 Western Horse 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

#### NON-PAY REPORT

##### DEPARTMENTAL:

Access Services	234	\$4.00	\$936.00
Carnival	389	4.00	1,556.00
	6	8.00	48.00
Cattle	340	4.00	1,360.00
Competition	242	4.00	968.00
Creative Activities	294	4.00	1,176.00
Education	266	4.00	1,064.00
Finance	20	4.00	80.00
Fine Arts	14	4.00	56.00
4-H	14,752	4.00	59,008.00
Free Entertainment	9,183	4.00	36,732.00
Fruit	179	4.00	716.00
FFA	315	4.00	1,260.00
Grandstand-Concert	2,168	4.00	8,672.00
Grandstand-Race	500	4.00	2,000.00
Guest Services	139	4.00	556.00
	5	8.00	40.00
Horse	837	4.00	3,348.00
Meats	10	4.00	40.00
Media & Public Relations	3,594	4.00	14,376.00
	431	8.00	3,448.00
Park & Ride	25	4.00	100.00
Public Safety	2,150	4.00	8,600.00
Sales	536	4.00	2,144.00
Senior Citizen	154	4.00	616.00
Sheep	12	4.00	48.00
Swine	3	4.00	12.00

##### INSTITUTIONAL-ORGANIZATIONS:

	12,300	4.00	49,200.00
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##### INSTITUTIONAL-PROMOTION:

	21,650	4.00	86,600.00
<b>Total</b>		70,748	\$284,760.00
Gate	70,306	4.00	\$281,224.00
Carnival Ride	442	8.00	3,536.00
<b>Total</b>		70,748	\$284,760.00

Secretary offered an update on the status of Cafesjian's Carousel and the ongoing negotiations between Our Fair Carousel and the City of St. Paul. Information only; no action required.

Ms. Goiffon presented a progress report on the upcoming annual meeting, set for Jan. 16 through 18, 1998. Information only; no action required.

A short video presentation featuring highlights of the 1997 State Fair was shown.

Meeting adjourned on a motion by Ms. Schmidt, seconded by Mr. Fox and carried (Aye-8; Nay-0).

#### MINUTES IN VACATION

##### November

7 - Executive Committee approved the October 31, 1997 cash transaction summary as follows:

##### GENERAL FUND ACTIVITY:

Cash Balance-Sept. 30, 1997			\$39,373
Add: Cash Deposits	2,046,578		
Less: Payroll Ending Oct. 1	(138,487)		
Payroll Ending Oct. 15	(116,594)		
Payroll Ending Oct. 29	(111,662)		
Cash Disbursements	(1,659,932)		19,903

Cash Balance-Oct. 31, 1997			\$59,276
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##### MARKETABLE SECURITIES ACTIVITY:

Balance-Sept. 30, 1997			\$3,352,809
Add: Interest Earned	18,758		
Securities Purchased	30,000		
Less: Securities Redeemed	(1,475,000)		(1,426,242)

Balance-Oct. 31, 1997			\$1,926,567
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##### BUILDING FUND ACTIVITY:

Balance-Sept. 30, 1997			\$2,661,349
Add: Interest Earned	9,141		
Less: Securities Redeemed	(30,000)		(20,859)

Balance-Oct. 31, 1997			\$2,640,490
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##### CASH BALANCES FOR MONTH ENDING OCTOBER 31:

	1996	1997
General Fund	\$6,225	\$59,276
Petty Cash	4,500	4,000
Marketable Securities	27,982	1,926,567
Building Fund	1,930,363	2,640,490
<b>Total Cash Balances</b>	<b>\$1,969,070</b>	<b>\$4,630,333</b>



12 - Wenzel, Armstrong, Giannini and Juettner met with Metro Transit officials Kathy Laudenslager, Wayne Babcock and Dick Loeffler to discuss bus service for the 1998 State Fair.

13 - Hammer attended a meeting of the Metropolitan Council and gave a brief presentation on Metro Transit's State Fair transportation systems.

14 - Hammer and Giannini attended the Minnesota Academic Excellence Foundation's annual meeting, where they accepted awards on behalf of the State Fair.

25 - Keenan and Hammer attended a social luncheon with Heffron and the society's former fourth district Vice President Bert Lund.

## December

1-5 - Hammer, Leach, Goiffon, Ritt, Sinclair, Jacobson, Pooch, Wenzel and Tahti, along with board members Fox, Simons, Schmidt, Prokosch, Steltz, Lake and Paulmann, attended the International Association of Fairs & Expositions annual convention and trade show in Las Vegas, Nevada. At the convention, Steltz was presented with the IAFE's American Heritage Award, recognizing his many years of volunteer service to the Chisago County Fair.

5 - Casey attended a human rights conference in St. Paul.

9 - Hammer, Fischler and Wenzel met with TKDA staff Dick Sobiech, Dean Johnson and Bob Jackson to discuss architectural and engineering projects.

10 - Giannini addressed a meeting of the Golden Valley Optimists Club on the history of the State Fair.

11 - A meeting for all full-time State Fair staff was conducted at the Libby Conference Center. Pooch, Trantanello, Goodrich and milking parlor superintendent Doris Mold met with Minnesota Department of Health officials and John Hertsgaard of TetraPak regarding the potential of establishing a milk processing facility in 1999 at the Cattle Barn.

12 - Hammer and Goiffon attended a meeting of the Minnesota State Executive Council where approval was obtained for three real estate transactions: purchase of structure and property south of Como Avenue from Lydon-Bricher Manufacturing, and granting of two permanent easements to Ramsey County related to the reconstruction of Larpeur Avenue. Pooch, Wenzel, Birk and Goodrich hosted representatives of the Minnesota Horse Council to review 1997 events and discuss plans for 1998.

16 - Legislative auditor staff led by Jeanine Leifeld and Charlie Gill, conducted an audit entrance conference with Hammer, Jacobson and Kinnunen; field work began that day. Heffron addressed a meeting of the Rotary Club of Bloomington. Executive Committee approved the October 31, 1997 cash transaction summary as follows:

### GENERAL FUND ACTIVITY:

Cash Balance-Oct. 31, 1997		\$59,276
Add: Cash Deposits	798,642	
Less: Payroll Ending Nov. 12	(123,663)	
Payroll Ending Nov. 26	(97,150)	
Cash Disbursements	(627,748)	(49,919)
Cash Balance-Nov. 30, 1997		\$9,357

### MARKETABLE SECURITIES ACTIVITY:

Balance-Oct. 31, 1997		\$1,938,213
Add: Interest Earned	7,722	
Securities Purchased		
Less: Securities Redeemed	(152,000)	(144,278)
Balance-Nov. 30, 1997		\$1,793,935

### BUILDING FUND ACTIVITY:

Balance-Oct. 31, 1997		\$2,652,313
Add: Interest Earned	10,671	
Securities Purchased	32,000	42,671
Less: Securities Redeemed		
Balance-Nov. 30, 1997		\$2,694,984

### CASH BALANCES FOR MONTH ENDING NOVEMBER 30:

	1996	1997
General Fund	\$166,445	\$9,357
Petty Cash	3,000	3,000
Marketable Securities	34,904	1,793,935
Building Fund	1,534,997	2,694,984
Total Cash Balances	\$1,739,346	\$4,501,276

17 - Pooch met with Carol Shields and Larry Tande of the state 4-H office to discuss the fair's 4-H superintendent position for 1998.

18 - The State Fair Employee Club presented a holiday luncheon for staff and retirees.

23 - Hammer and Wenzel met with representatives of US West Wireless to discuss potential business partnerships.

30 - Ritt and Pooch met with Rick Krueger and Bobbi Wangaard of the Minnesota High Technology Council to discuss plans for Agri-Land in 1998.

31 - Wenzel, Juettner, Pittelko and Armstrong met with Leroy Christen of Waste Management to finalize contract details for 1998.

## January

6 - Senior staff, along with Fischler, Juettner and Pittelko, began a three-day series of budget preparation meetings.

8 - Society vice presidents Fox and Keenan met with Hammer to review business items for the society's upcoming annual meeting. Goiffon and Giannini attended a pre-convention meeting at the Radisson South Hotel with representatives of the Minnesota Federation of County Fairs, Midwest Showman's Association and hotel staff. Sinclair and Ritt met with representatives of WCCO Radio to discuss their construction of a new radio broadcast facility on the fairgrounds. Hammer and Sinclair attended a meeting of the Our Fair Carousel board, where they discussed the possible return of the antique carousel to the State Fairgrounds.

13 - The Minnesota Department of Employee Relations conducted the first of four health promotion seminars for full-time staff. The State Fair hosted a meeting of Executive Women International at the Libby Conference Center.

## ANNUAL MEETING MINNESOTA STATE AGRICULTURAL SOCIETY

Radisson South Hotel, Bloomington  
January 16-17-18, 1998

The 139th annual meeting of the Minnesota State Agricultural Society opened Friday Jan. 16 at the Radisson South Hotel in Bloomington.

The resolutions committee met to conduct business at 9:30 a.m. Saturday Jan. 17. Delegates named to the committee were Stan Hanson, Olmsted; Jim Schnieder, Jackson; Don Scheel, Washington; Sharon Stillings, Ramsey; Rich Keenan, Hennepin; Judy Gerth, Mille Lacs; Mayo Johnson, Douglas; Mary Prestidge, Lake; Rocky Thompson, Lake of the Woods.

The credentials committee met at 10:15 a.m. Saturday, and included Dan Deml, Steele; Richard Johnson, Nicollet; Carman Frarck, Isanti; Bob Reistad, Ramsey; Rich Keenan, Hennepin; Larry Bryant, Kanabe; Jeff Potter, Redwood; Barb Kennedy, Koochiching; Cheryl Grover, Clearwater.

At 1:30 p.m. Saturday, delegates from the second, seventh and eighth 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 - Dennis Baker, Spicer; eighth district - Don Simons, Grand Rapids.

Members of the society met for breakfast at 8 a.m. Sunday Jan. 18, and at 8:30 a.m. convened in general session. Vice President Keenan introduced the head table and called upon Secretary Hammer to announce the establishment of the Martin Annexstad Award, named for the society's late president who died Nov. 2, 1997. The award will be presented annually during the State Fair to the outstanding exhibitor in FFA swine competition. Commemorative awards were presented to the Annexstad family.

The following credentials report was presented by Chairperson Jeff Potter, Redwood County, and adopted by the membership:

All credentials have been found to be in order with the following exceptions: Minnesota Dairy Goat Association, Minnesota Farm Bureau Federation, Minnesota Horse Breeder Association and Minnesota Turkey Growers Association did not file with the secretary of state by the statutory deadline of December 20, 1997.

A report of the resolutions committee was offered by Chairperson Sharon Stillings, Ramsey County. The following resolutions were adopted by the membership:

1. Resolved, that the Society extend its sincere thanks to the 1,683,454 people who visited the 1997 Minnesota State Fair, making it the best-attended exposition in its 143-year history. We further resolve to acknowledge that the most important part of the fair is its audience, and we pledge our best effort to present an exposition of the highest quality that is truly worthy of our patrons.
2. Resolved, that the Society acknowledge its debt to the many individuals who contributed time and effort to make the 1997 State Fair a record-breaking success, and that the Society extend to these people its sincere gratitude and appreciation.
3. Resolved, that the Society reaffirm its fundamental mission to promote Minnesota agriculture and industry by vigorously seeking new and diverse methods of presentation. We further resolve to maintain agriculture and its related industries as the cornerstone of the exposition.
4. Resolved, that the Society acknowledge with sadness the loss of all members and associates of the Society who died during the past year, including Martin Annexstad, Norris Carnes, Harold Johnston, Victor Klaustermeier, Curt Klint, Bert Schwinghamer and Henry Triemert. We further resolve to extend our sympathy to the families and friends of these dedicated 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 139th annual meeting.

Following a short video presentation on the 1997 State Fair, Secretary Hammer offered his annual report:

The Minnesota State Fair has a wonderful reputation among other fairs from around the world. Every year, we have a number of visitors from other fairs, and we certainly enjoy having them here. Among those visiting in '97 was a group from the Indiana State Fair in Indianapolis. They clearly liked the fair, and were very complimentary towards our program and our facilities. They went on and on about how they enjoyed this and that, but their most telling observation had nothing to do with our program, but, rather, with the feeling that they had as soon as they stepped off their plane. The people of Minnesota take great pride in their fair, and have a very strong sense of ownership. It's their fair, and our friends from Indiana noticed this as soon as they arrived. It was reinforced at their hotel, at shopping centers and in the news media. To them, this was the most remarkable aspect of our remarkable fair - this strong sense of belonging, of community and of ownership.

Let me illustrate just how deep this sense of ownership goes. Several years ago, we blacktopped a small strip of boulevard just outside the Creative Activities Building. This was done because there is a little slope there, and blacktop provides better traction, particularly if it rains a little. Now this wasn't a very big piece of blacktop, eight feet wide by about 30 feet long. We even painted it green so it would blend in a little. Well, the day after the work was done we received several phone calls from people who said "Hey! What are you doing screwing up our fairgrounds? Are you going to blacktop the whole place on us? What are you going to do next? Take out all the trees?" Was this a crank call? Not at all. This person cared enough to notice, and cared enough to call and let us know that he wasn't happy. What this caller pointed out, and what our friends from Indiana noticed right away, is that our audience knows and completely grasps the fundamental truth of the fair. It belongs to them. It's their fair.

This feeling of ownership by its customers is the greatest strength of the Minnesota State Fair. Our customers believe, rightly so, that the fair belongs to them, that the fair exists for them, and in this they are exactly right. For if our premier goal, if our overriding concern is our customers, then we have succeeded as long as they truly believe that the Minnesota State Fair is their event. And if we understand this, then most of the tough decisions we need to make become easy. This sense of ownership that our customers feel also means that they are very vocal about their preferences. God bless them for it, and God help us if we screw up. And that, too, is just as it should be, because the bottom line is this: If we fail to serve our audience, we fail.

Let's look back briefly on last year. Record attendance, record income, record expense, record spending, record food sales, record midway revenue, record net operating gain. You can see all this in the equity statements in the newsletter on your table. But are these the real measures of a successful enterprise? Sure they are. We need to succeed financially if we are to continue to grow and change and build on our success. But let's not kid ourselves. We were blessed with beautiful weather every day of the fair. We were blessed with a wonderful economy, and we were blessed with outstanding support throughout the state.

As we celebrate a successful year and work to make the fair even bigger and better this year, let's put records into focus. A potential record year can be affected by as little as a rain shower if it happens to arrive on a Saturday afternoon. Certainly, records are nice, but they are not the end-all. Our mission is not to set records. Our mission is to serve our audience. Our mission is to educate and involve our guests by providing a world-class showcase that is innovative, entertaining and fun. It's to provide outstanding customer service, and offer exceptional value. It's to showcase Minnesota's finest agriculture, art and industry. It's to present a vast forum for the



exchange of ideas. It's to be the best fair in the world. If records come along in the process, all the better.

So did we accomplish our mission in '97? I think so, and I sincerely hope that our customers feel the same way. All of the fair's old favorites were right where they should be. The Old Mill, the FFA Children's Barnyard, the 4-H Building, the Penny Arcade, crop art in the Ag Hort Building, the wonderful Natural Resources display and, right outside, Speedy Spiedel's foot-long hot dog stand. These are only a few and a couple of them are clearly my personal favorites. That's the charm, the tradition, the very heart of the fair.

But we had plenty of new features too, that we need to keep the fair fresh and vital and meaningful. You want vital and current and cutting edge? The Minnesota State Fair's high technology exhibit, just four years old, has been called the finest of its kind anywhere in the country. That's mighty high praise. And look what's happening in State Fair ag exhibits. We broke through this year with Agri-Land - a new ag display that features high technology, real farm crops and antique farm machinery - agriculture's past, present and future, and it's only the beginning. Agri-Land will grow and thrive and prosper. How about the livestock exhibit area? We're all used to large crowds at the fair, but what's going on at the barns the last few years is extraordinary. We've never seen so many people down there before. Why? New features like Barn Tours, the wonderful milking parlor and Moo Booth, the Oink Booth and the Baa Booth. Are we doing our job of connecting city folks with their roots in agriculture? It sure looks that way. And how about our Mighty Midway? Three years ago, we took on the task of running an independent operation. Since then, we've heard nothing but compliments. Veteran ride operators have been emphatic in saying that this is as good as it gets. And our entertainment program's been unbelievable, and continues to evolve with new features like Bandshell Tonight. What a wonderful success that's been. And our fairgrounds are the nicest you'll find anywhere, bar none.

Does this mean we're as good as we can be? No way. Not at all. There is no standing still. We either progress or we decline. We can always improve. We can always get better. We can always offer more. And we must do this if we are to continue to succeed in the years ahead. It's an incredibly challenging future that we face. We have set very high standards for ourselves, and our customers expect nothing but the best. And as I said earlier, that's just as it should be. Since we are all about serving our customers, then we owe it to our customers to commit ourselves wholeheartedly and completely to keeping the Minnesota State Fair the finest in the world. We must continue to improve, we must strive to always do better and we must never ever settle for second best.

This would not be possible without the incredible efforts of thousands of excellent people. Look around you. Many of you are here today. The fair's dedicated board of managers. There's the enormously talented full-time staff that's the envy of the fair industry. You all know how I feel about you. Plenty of our fair-time staff are here too, along with most of our hard-working department superintendents. They're not in this for the money, folks. They're here because they love the fair and believe in its mission. Also here today are commercial and competitive exhibitors, in many senses the mainstays of our show. Look around and you'll also see business partners who contribute greatly to the success of the fair. Sponsors and suppliers, members of the news media, the State Fair's advertising agency, and our very good friends with Metropolitan Transit who provide such extraordinary service to our customers, but more on that later. Also here today are the State Fair's honorary life members and members of the State Fair's Hall of Fame. These are the people who provided the direction and leadership that very literally made the fair what it is today, and our debt to them is great. And finally, many of you are delegates representing Minnesota's great county fairs and ag producers associations. Your role in the ongoing success of the fair is enormous, since the business you undertake at this very meeting right here every year lays the groundwork for our great State Fair. You are the State Ag Society. Together, all of you, staff, board, life members, hall of famers, business partners, exhibitors, members of the State Ag Society, together, all of you are the people that give life to the Great Minnesota Get-Together. On behalf of 1.7 million fair visitors, thank you all and God bless each and every one of you.

Hammer's annual report was accepted by the membership.

Vern Prokosch, Bird Island, was elected to a one-year term as president of the society.

Secretary Hammer presented the State Fair Hall of Fame award to the society's retired executive vice president Mike Heffron. Hammer then presented an award to Metro Transit for their ongoing efforts in providing public transportation to the State Fair. As part of the presentation, Metro Transit staff member Kathy Laudenslager was recognized with the State Fair President's Award, presented by Vern Prokosch.

The society proceeded to conduct elections with results as follows:

John Paulmann, Gaylord, second regional district, three-year term; Dennis Baker, Spicer, seventh regional district, unexpired two-year term vacated by election of president; Don Simons, Grand Rapids, eighth regional district, three-year term; Richard Keenan, Minneapolis, vice president - fifth regional district, two-year term; Bert Lund, St. Paul, honorary life member.

There being no further business before the body, the 139th annual meeting of the Minnesota State Agricultural Society was adjourned.

