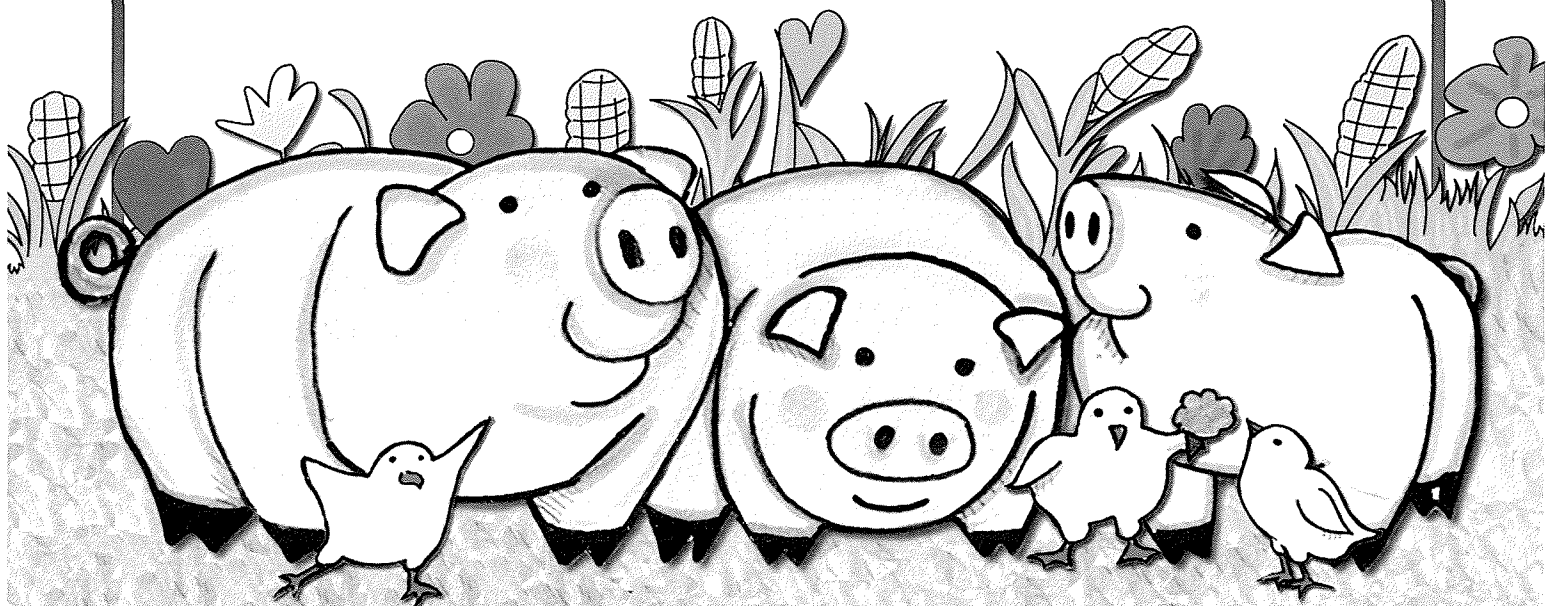


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# Annual Report 2006



**MINNESOTA STATE FAIR**



# ☆ REPORT OF THE EXECUTIVE VICE PRESIDENT ☆

First and foremost, we are in the people business. The State Fair is about bringing all of Minnesota together in one grand over-the-top end-of-summer celebration that creates memories for generations while making a real difference in people's lives now and in the future. Ultimately, the fair is about improving the human condition.

We did our best in that regard with two substantial new exhibits at the '06 State Fair. The first was the Eco Experience, produced in partnership with the Minnesota Pollution Control Agency. The Eco Experience focused on renewable energy and environmental issues. It's been said that the American people are way ahead of the politicians when it comes to the environment, and that was truly the case with the Eco Experience. It was an immediate hit with fair visitors, and it was also a hit with a variety of professional groups, earning 10 major awards (and counting) from environmental, building trades and governmental associations from across the nation.

The second new exhibit was the brand-new CHS Miracle of Birth of Center, built through the efforts of the State Fair Foundation and focusing on the fair's central theme—agricultural education. The sparkly new structure housed veterinary facilities that gave hundreds of thousands of fair guests an up-close look at the births of hundreds of calves, lambs, piglets, chicks and ducklings. Partners in the Miracle of Birth included the University of Minnesota, the Minnesota Veterinary Medical Association and Minnesota FFA. We are extremely grateful to these fine partners, and especially to the generous donors who made the beautiful new facility possible.


Both of these exhibits, which will be even bigger and better in the future, represented just two elements of the much larger picture. Year in and year out, the State Fair features an expansive and diverse entertainment program, an abundance of educational and commercial exhibits, a showcase of Minnesota's best agricultural and creative talents, an off-the-charts menu of traditional and exotic food and, finally, a variety of services for our guests to help them make the most of their fair experience.

All of this is provided while offering exceptional value. Among the nation's leading fairs, our admission fees are the lowest, and we offer more bang for the buck than any event of any type in North America. Our program is unrivaled in terms of both quality and quantity. In addition, during the past 10 years the State Fair has invested more than \$50 million to maintain and improve the State Fairgrounds. And all of this is done without a dime of public subsidy for any purpose. That's worth repeating. The State Fair receives no public money for its operations or for upkeep of the fairgrounds. Every dollar spent by the fair must first be earned by the fair.

We do this in a challenging environment. While we work hard to create a respite for our guests from life's day-to-day problems, the fair does in fact exist in the real world, facing real issues. Public safety—our greatest responsibility—grows more complicated every year. The options for providing high quality family entertainment continue to dwindle while costs soar. The goods and services necessary to produce the fair also cost more each year. That's a fact of life that cannot be legislated away but must be honestly accounted for. Finally and, perhaps most important, posterity demands that we take the utmost care of our aging buildings and infrastructure so that their lives, too, may be enriched as ours have by the Great Minnesota State Fair. They deserve nothing less.

The State Fair's dedicated board of managers and hard-working staff pledge to do everything humanly possible to face these challenges head-on and to provide the type of world-class event worthy of our great state. I'll see you at the fair!

Sincerely,



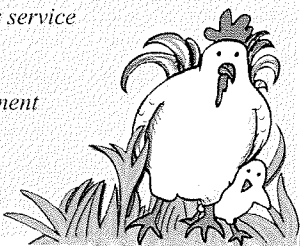
Jerry Hammer  
Executive Vice President

## Our Mission...

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

## We strive to

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



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# ★ TOTAL ATTENDANCE: 1,680,579 ★

**THURSDAY, AUG. 24**  
Thrifty Thursday: 75,910  
High: 70 Low: 65  
Precipitation: .98 in.

**FRIDAY, AUG. 25**  
Governor's Fire  
Prevention Day: 112,065  
High: 73 Low: 64  
Precipitation: None

**SATURDAY, AUG. 26**  
4-H & Motorcycle  
Safety Awareness Day: 167,634  
High: 79 Low: 61  
Precipitation: None

**SUNDAY, AUG. 27**  
Foundation Day: 166,849  
High: 84 Low: 60  
Precipitation: None

**MONDAY, AUG. 28**  
Seniors, Kids &  
MN State Patrol Day: 117,826  
High: 70 Low: 65  
Precipitation: .05 in.

**TUESDAY, AUG. 29**  
Minnesota Cooks Day: 106,192  
High: 77 Low: 58  
Precipitation: None

**WEDNESDAY, AUG. 30\***  
Hop On Transit  
And Save Day: 128,966  
High: 81 Low: 58  
Precipitation: None

**THURSDAY, AUG. 31**  
Seniors Day: 137,894  
High: 78 Low: 61  
Precipitation: None

**FRIDAY, SEPT. 1**  
MPR Day: 170,053  
High: 77 Low: 58  
Precipitation: None

**SATURDAY, SEPT. 2**  
Dan Patch Day: 194,032  
High: 75 Low: 61  
Precipitation: .01 in.

**SUNDAY, SEPT. 3**  
FFA Day: 142,949  
High: 67 Low: 60  
Precipitation: 1.19 in.

**MONDAY, SEPT. 4\***  
Kids & Last Chance Day:  
160,209  
High: 78 Low: 59  
Precipitation: None

\*New Daily Attendance Record

## 2006 PRICING

**Pre-fair Admission Price:**  
All ages \$7

**Regular Admission Price:**  
Adults \$9; Seniors (65 and over) \$8;  
Kids (5-12) \$8; Children (under 5)  
FREE

**Thrifty Thursday:**  
Adults (13 and over) \$7; Kids (5-12) \$4;  
Children (under 5) FREE

**Seniors & Kids Days:**  
Seniors (65 and over) \$4; Kids (5-12)  
\$4; Children (under 5) FREE

**Blue Ribbon Bargain Book:**  
Pre-fair \$4; Fair-time \$5

**Mighty Midway & Kidway:**  
Pre-fair: 20-ticket sheet \$10  
Fair-time: 24-ticket sheet \$15;  
54-ticket sheet \$30; single ticket 75¢

**Parking:**  
\$9 or one additional \$7 pre-fair  
admission ticket

**Coliseum:**  
*English Horse Shows with the Imperial  
Knights—*

Box seats \$8; General Admission: Adult  
(13 and older) \$6; Children (5-12) \$3;  
Children (under 5) FREE

*Western Horse Shows featuring the  
Imperial Knights—*

Box seats \$8; General Admission: Adult  
(13 and older) \$6; Kids (5-12) \$3;  
Children (under 5) FREE

**PRCA Championship Rodeo—**

Box seats \$10; General Admission:  
Adult (13 and older) \$8; Children (5-12)  
\$4; Children (under 5) FREE

## AGRICULTURE, ANIMALS AND COMPETITION

### FINE ARTS: PEOPLE'S AND KID'S CHOICE

The Minnesota State Fair Fine Arts Center is home to the largest juried art show in the state. "My Mom, Freya Manfred," a pencil drawing by Bly Pope of Minneapolis was selected as the 2006 People's Choice Award winner. Bruce Nygren, also of Minneapolis, won the Kids' Choice Award for his oil on canvas piece "Quintet."

### FINE ARTS: SPECIAL EXHIBIT

From the University of Minnesota Libraries' Kerlan Collection, "Gems from the Trove" made its debut at the 2006 State Fair. This special exhibit featured original artwork from classic children's books.



### BUDWEISER CLYDESDALES

At six feet tall and weighing between 1,800 and 2,300 pounds, these majestic equines were featured in the daily parade and visited by thousands of guests at their fair-time home on Cosgrove Street.

### CREATIVE ACTIVITIES: CENTER DISPLAY

Members of the Midwest Miniature Guild exhibited furnished dollhouses and room boxes. These tiny displays mirrored real-life and imagined settings on a much smaller scale. Pieces included scaled-down houses, furniture and accessories, whimsical holiday vignettes, and displays made from unique containers.

### CHS MIRACLE OF BIRTH AND FFA CHAPTER HOUSE & LEADERSHIP CENTER



After its dedication on opening day, over 840,000 fair guests visited the new CHS Miracle of Birth Center. During the fair's 12-day run, 203 calves, piglets and lambs were born. More state of the art and three times the size of the old facility, the center is the first new construction project brought to the fairgrounds through the State Fair Foundation 501(c)3.



# AMUSEMENTS, ATTRACTIONS & ACTIVITIES

## 34TH ANNUAL STATE FAIR AMATEUR TALENT CONTEST WINNERS IN 2006 WERE:

### Open Division

**First place:** Josiah Gulden of Eden Prairie;  
**Second place:** Callie Syverson of Windom;  
**Third place:** St. Paul vocal group "Up 'Til 2."

### Teen Division

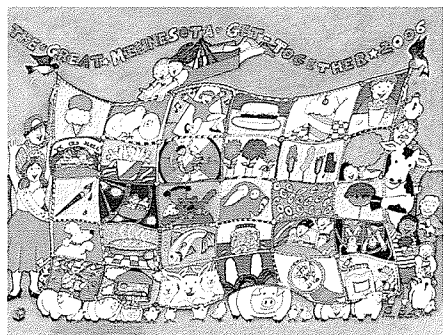
**First place:** Trey's Crew, a dance group from Buffalo;  
**Second place:** Caitlin Heaney of St. Paul;  
**Third place:** Connor Engstrom of Mountain Lake.

### Preteen Division

**First place:** Cindy Lu of Blaine; **Second place:** Colton Peltier of Hastings; **Third place:** Ashlee Fuss of Forest Lake.

## THIRD ANNUAL COMMEMORATIVE POSTER

Minnesota author and illustrator Nancy Carlson created the third in a series of original Minnesota State Fair poster art. Carlson is best known for her books "Look Out Kindergarten, Here I Come!" and "I Like Me!" Her patchwork quilt masterpiece depicts the love of all things State Fair.



## HIGH SCHOOL MARCHING BAND COMPETITION

High school marching bands from across Minnesota and Wisconsin competed in the State Fair's daily mall parade. Winona Senior High was awarded Class A honors, Waseca took first in Class B and Park Falls, Wis. won in the Class C division.

## MILK RUN

Chris Brown of Alexandria and Amy Lyons of Mounds View were the overall male and female Milk Run winners with times of 16:38 and 16:59 respectively.



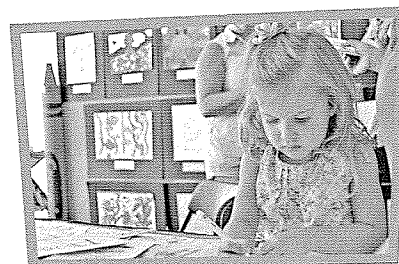
## ECO EXPERIENCE

The first exhibit of its kind, the Eco Experience showcased renewable energy, green technologies and organic foods. Presented by the Minnesota State Fair in

partnership with the Minnesota Pollution Control Agency, the interactive green space featured educational displays on hydrogen, wind energy, alternative transportation, new fuels, solar power, recycling, and clean water. Over 30,000 guests toured the building each day, taking away tips for environmentally conscious living.

## FAMILY FAIR

Children's Theater entertainment moved outdoors to a new stage, as Family Fair took over Baldwin Park. This family-focused entertainment and activity area



featured: Sealife Encounters, where kids touched and fed live stingrays and other sealife; Middle Earth Studios, which brought imagination to life by involving children from the audience in tall tales; Xtreme Bubbles, featuring Guinness Book of World Records-sized bubbles; and Crayola's Art of Childhood, an interactive coloring experience.

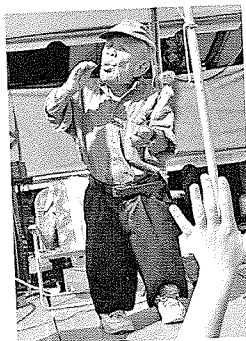
## PROMOS ON PATCH

Promo Plaza moved to west Dan Patch Avenue in 2006 and became Promos On Patch. Mobile Marketing participants included:

- Aug. 24-Sept. 4: Discover Boating and Fishing Tour, NBA Fair, Qwest Communications and Thrivent Builds with Habitat for Humanity
- Aug. 24-30: Walden Media Imagination Station
- Aug. 25-27: Field & Stream Magazine Tour and the Red Wing Boot Experience
- Aug. 28-Sept. 4: SPAMmobile

## THE X-ZONE

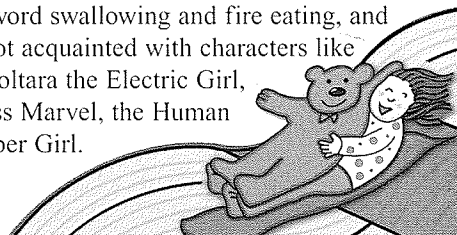
Powerade Power Hockey and 3rd Lair Skate Park returned to the fair at the new X-Zone on the corner of Underwood Street and Murphy Avenue.



## World of Wonders Palace of Illusions

Nostalgic sideshow entertainment returned to the fair's Mighty Midway for the first time in almost 30 years. A talker on the "bally" stage previewed the show and lured on-lookers into the Palace of Illusions. While inside the big tent, visitors witnessed death-defying acts like sword swallowing and fire eating, and got acquainted with characters like

Voltara the Electric Girl, the Headless Marvel, the Human Blockhead and Rubber Girl.





# ★ GRANDSTAND ATTENDANCE ★

**THURSDAY, AUG. 24**

**THE FLAMING LIPS**

with special guests  
**Sonic Youth**  
and the **Magic Numbers**

7:30 p.m. • \$30

8,856



**FRIDAY, AUG. 25**

**RASCAL FLATTS**

with special guests

**Gary Allan**  
and **Eric Church**

7:30 p.m.

\$67, \$57, \$47, \$40

13,884



**SATURDAY, AUG. 26**

**BONNIE RAITT**

with special guest **Keb' Mo'**

7:30 p.m. • \$36

9,652



**SUNDAY, AUG. 27**

**AMY GRANT** and  
the **Minnesota State Fair**  
**Orchestra**

8:00 p.m. • \$34

2,537



**MONDAY, AUG. 28**

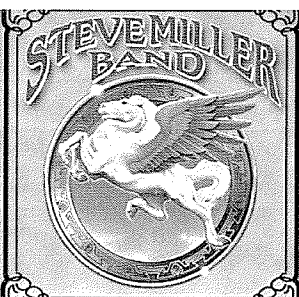
**STEVE MILLER BAND**

with special guest

**The Fabulous**  
**Thunderbirds**

7:30 p.m. • \$36

7,763

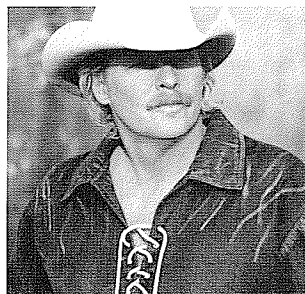


**TUESDAY, AUG. 29**

**POISON** with special guests  
**Firehouse** and  
**Endeverafter**

7 p.m. • \$27

6,749



**WEDNESDAY, AUG. 30**

**ALAN JACKSON**

with special guest

**Julie Roberts**

7:30 p.m. • \$40

11,357

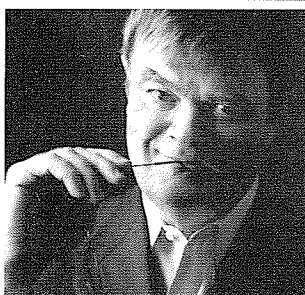


**THURSDAY, AUG. 31**

**KENNY ROGERS** and the  
**OAK RIDGE BOYS**

7:30 p.m. • \$25

6,480



**FRIDAY, SEPT. 1**

**A PRAIRIE HOME**  
**COMPANION** with

**GARRISON KEILLOR**

8 p.m. • \$22

9,872



**SATURDAY, SEPT. 2**

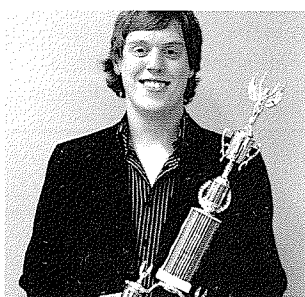
**BoDEANS** and **GEAR**  
**DADDIES**

with special guests

**The Nadas**

6:30 p.m. • \$25

8,316

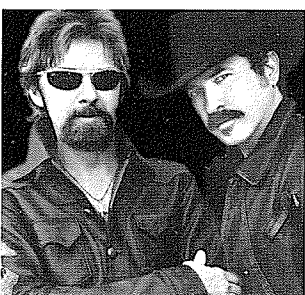


**SUNDAY, SEPT. 3**

**Minnesota State Fair**  
**AMATEUR TALENT**  
**CONTEST FINALS**

8 p.m. • FREE

3,500



**MONDAY, SEPT. 4**

**BROOKS & DUNN**

with special guest

**Sugarland**

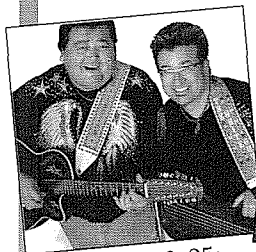
7 p.m. • \$40

8,775

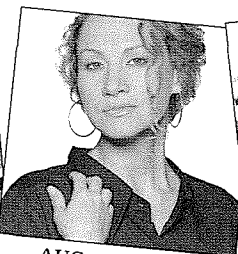


# FREE STAGES★

## THE LEINIE LODGE BANDSHELL TONIGHT!



AUG. 24 & 25:  
Williams & Ree



AUG. 26 & 27:  
Joan Osborne



AUG. 28 & 29:  
Riders In The Sky



AUG. 30 & 31:  
Umphrey's McGee



SEPT. 1 & 2:  
Mint Condition



SEPT. 3 & 4:  
Brenda Lee

Over 50 performers represented almost 30 different entertainment genres on five free stages.

### ■ THE LEINIE LODGE BANDSHELL

- Aug. 24-27: Tonic Sol-fa, Brave Combo
- Aug. 28-Aug. 31: The Goodtime Dutchmen, Hank Thompson, The Brazos Valley Boys
- Sept. 1-4: The Drew Davis Band, Rockie Lynne
- Sept. 3 & 4 Only: C. Willi Myles

### ■ TEEN FAIR IN BALDWIN PARK

- Aug. 24-Sept. 4: Sean Emery, Monster Shop Bump'n with the BC Characters, Middle-earth Studios Presents The Legend of the Unicorn

### ■ RAMBERG SENIOR CENTER

- Aug. 24 & 25: Andrew Barker, Timbre Junction
- Aug. 26 & 27: The Twin Cities Hot Club, The Wally Olson Band
- Aug. 28 & 29: The Marv Nissel Polka Band, Jim Berner
- Aug. 30 & 31: Stomp N' Dixie, The Banjo Bandits
- Sept. 1 & 2: Dorothy Sandquist, Sonny Winberg Trio
- Sept. 3 & 4: Locklin Road, Michael Loonan & Chris Herriges

### ■ INTERNATIONAL BAZAAR

- Aug. 24-27: Native Pride Singers, Klezmerica
- Aug. 28-31: Atahualpa, Café Accordion Orchestra
- Sept. 1-4: Piper's Crow, The Sons of Faith

### ■ BAZAAR AT NIGHT

- Aug. 24-29: Tim Gabrielson
- Aug. 30-Sept. 4: De' Anna-The Hypno Chick!

### ■ HERITAGE SQUARE

- Aug. 24-Sept. 4: Square Dancing: Friendship Set To Music
- Aug. 24 & 25: The Hank Thunander Band, Sleepy La Beef
- Aug. 26 & 27: The Minnesota State Fiddle Contest, The Front Porch Swingin' Liquor Pigs
- Aug. 28 & 29: The Sherwin & Pam Linton Show, Wayne "The Train" Hancock
- Aug. 30 & 31: Barbary Coast Dixieland Show Band, Hackensaw Boys
- Sept. 2 & 2: Minnesota Flatpicking and Duet Guitar Championship, Pert' Near Sandstone
- Sept. 3 & 4: Sourdough Slim, Kim Lenz and The Two Timin' Three

### ■ GRANDSTAND PLAZA ENTERTAINMENT

- Aug. 24-Sept. 4: The Procrastinators
- Aug. 27 & 28 and Sept. 2-4: Golden Boy

## COLISEUM

### ENGLISH HORSE SHOW INFORMATION AND ATTENDANCE

Free shows: Aug. 23, 24 & 27, 8 a.m.

- Thursday, Aug. 24: 12:30 p.m.-965; 6:30 p.m.-486
- Friday, Aug. 25: 1 p.m.-758; 6:30 p.m.-906
- Saturday, Aug. 26: 6:30 p.m.-1,585
- Sunday, Aug. 27: 12:30 p.m.-1,201; 6:30 p.m.-976
- Monday, Aug. 28: 12:30 p.m.-1,296; 6:30 p.m.-702
- Tuesday, Aug. 29: 6:30 p.m.-917

### WESTERN HORSE SHOW INFORMATION AND ATTENDANCE

Free Shows: Sept. 3, 8 a.m. & Sept. 4, 8:30 a.m.

- Friday, Sept. 1: noon-1,384

- Saturday, Sept. 2: 6:30 p.m.-1,461
- Sunday, Sept. 3: 12:30 p.m.-1,111 & 6:30 p.m.-597
- Monday, Sept. 4: 12:30 p.m.-1,015

### PRCA CHAMPIONSHIP RODEO

- Thursday, Aug. 31: 12:30 p.m.-1,947 & 7 p.m.-1,473
- Friday, Sept. 1: 7 p.m.-3,183

### EXTREME MONSTER TRUCK NATIONALS

- Wednesday, Aug. 30: 8 p.m.-2,059



# ★ ★ AWARDS & ACCOLADES ★ ★

## Douglas K. Baldwin Award

Evan Dee, son of Eric and Jayna Dee of Northfield was named the 43rd recipient of the D.K. Baldwin Award. A member of the Randolph FFA and graduate of South Central College in Mankato, Dee has exhibited market hogs and sheep at the fair since 2001. He was named the 2005 Grand Champion Showperson, awarded the Minnesota Lamb and Wool Association's Silver Bell Award, and exhibited the Grand Champion Market Lamb in 2004 and the Reserve Grand Champion Middle-Weight Market Barrow in 2006. Currently, Evan is pursuing a degree in Agricultural Education from the University of Minnesota. The award is named in memory of Mr. Baldwin who served as the fair's general manager from 1951 – 1963.

## Outstanding Senior Citizens

Marlene Rolloff of New Ulm and Louis Henderson of Albert Lea were named Minnesota's 2006 Outstanding Seniors at the Leinie Lodge Bandshell on Seniors Day, Aug. 31.

## Ben C. Hallberg Scholarships

Awarded to youth with rural residency and/or enrolled in agricultural programs.

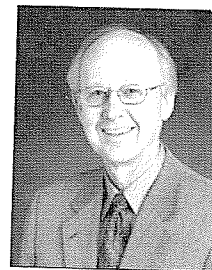
Jacob Albrecht, New Ulm  
Heidi Allen, St. Charles  
Kylla Bargfrede, Alpha

## Honorary Life Member - Jerry Hawton

The Minnesota State Agricultural Society annually elects one individual for honorary life membership. Dr. Jerry D. Hawton is this year's honoree. Jerry has served as State Fair swine department superintendent since 1983 and was instrumental in establishing and continuing the fair's derby barrow show.

Hawton has taught livestock and carcass evaluation and coached livestock judging teams at the University of Minnesota College of Agricultural, Food and Environmental Sciences (COAFES) for more than 35 years. A swine industry leader, he is the author of numerous swine nutrition and management research reports and scientific articles.

In 2003, the Minnesota Livestock Breeders Association inducted Jerry into the Hall of Fame and presented him the Award for Outstanding Contributions to the Minnesota Livestock Industry. Shortly thereafter, the COAFES Student Board named him the 2003-2004 Outstanding Teacher of the Year. Jerry was inducted into the Minnesota FFA Hall of Fame in 2004 and in 2006 he received the Minnesota Pork Board Distinguished Service Award followed by the College of Agricultural, Food and Environmental Sciences Distinguished Faculty Award.



Jessa Dahl, Luverne  
Jenna Fischer, Tracy  
Erin Harris, Morris  
Brad Lanoue, Tracy  
Shannon Molitor, Watkins  
Luke Olson, Hutchinson  
Lana Olson, Hutchinson  
Kayla Pearson, Grove City  
Jill Pesek, Taunton  
Amanda Rasmussen, Rothsay  
Megan Reeck, Paynesville  
Laura Ann Reiter, Elgin  
Steve Resler, Owatonna  
Peter Scharpe, Arlington  
Erica Seitzer, St. Peter  
Jacob Strobel, Pemberton  
Lezli Weis, Pine Island

## 50 Year Award

- Ron Becker, Hugo, Police
- Ron Johnson, Bingham Lake, Competition

- Ron Kelsey, Lamberton, Competition
- Forrest Poppe, St. Paul, Competition
- Erven Skaar, Cambridge, Competition
- Walter Spidahl, Fergus Falls, Concessions

## Princess Kay

Audrey Mohr of New Ulm was crowned the 53rd Princess Kay of the Milky Way.

## One Goal Plus

Five Minnesota State Fair employees were awarded the annual One Goal Plus Award for exceeding expectations and service excellence. Winners for 2006 (pictured below from left to right) were Josh Ihrke, 4-H; Carl Sherman, Sanitation; Molly McNeill, Concessions & Exhibits; Joan Rutten, Finance; and Blake Van DenBurgh, Vegetables & Flowers.



## 2006 Minnesota State Fair Board of Managers



### From left to right:

Dennis Baker, Spicer, 7th district manager;  
Sharon Wessel, Hamel, 3rd district manager;  
John Paulmann, Gaylord, 2nd district manager;  
Joseph Fox, Maplewood, 4th district vice president;  
Chauncey Wargin, Hermantown, 8th district manager;  
Lyle Steltz, Rush City, board president;  
Jim Foss, Kenyon, 1st district manager;  
D.J. Leary, Minneapolis, 5th district vice president;  
Allen Paulson, Shevlin, 9th district manager;  
Robert Lake, Aitkin, 6th district manager



# 2006 Concessionaires and Exhibitors

## Agricultural, Lawn & Garden Supplies

Ace Trailer Sales ..... Shakopee, MN  
 Agromatic - A.F. Klinzing Co. Inc. ....Fond Du Lac, WI  
 All American Pressure Washers .....St. Peter, MN  
 Alum-Line Inc. ....Cresco, IA  
 American Energy Systems .....Hutchinson, MN  
 Amsoil Inc. ....Superior, WI  
 Apache Manufacturing.....Norfolk, NE  
 Artful Gardens .....Balsam Lake, MN  
 Askov Greenhouse and Nursery -  
 Petersen Sales.....Askov, MN  
 Aspen Equipment Co. ....Bloomington, MN  
 Bergmann's Greenhouse -  
 Bloom'n Plant Products .....Stillwater, MN  
 Blomquist Designing Inc. ....Eagan, MN  
 Boyer Ford Trucks Inc. ....Minneapolis, MN  
 Crysteel Truck Equipment .....Lake Crystal, MN  
 Cub Cadet Corporation .....North Branch, MN  
 Curtis D. Erickson Co. ....St. Paul, MN  
 Custom Products & Services.....Minneapolis, MN  
 Diers Ag & Trailers .....Howard Lake, MN  
 Discount Grain Systems .....Atwater, MN  
 Easy Way Cattle Care.....Decorah, IA  
 Edney Distributing Co. Inc. ....Huron, SD  
 Energy Panel Structures .....Greentager, IA  
 Enestvedt Bros. ....Sacred Heart, MN  
 Erickson, M. ....Alexandria, MN  
 Erskine Manufacturing Co. ....Erskine, MN  
 Featherlite Manufacturing Inc. ....Cresco, IA  
 Flower Frog .....Safety Harbor, FL  
 Fly Away Products.....Jordan, MN  
 Garden Shop - Horizons LTD .....Conyers, GA  
 Garden & Stable Wagon .....Stanchfield, MN  
 Gullikson Trailer Sales & Services .....Elk Mound, WI  
 Harnack Co., The .....Cedar Falls, IA  
 Hydro Engineering Inc. ....Young America, MN  
 Idso's.....Eau Claire, WI  
 Instantop Inc. ....Ramsey, MN  
 Interlock Industries Detla .....BC CAN  
 Isanti Engineering Inc. ....Fergus Falls, MN  
 Jack Kovar Sales Co. ....Anoka, MN  
 John Deere Co. - J.D. Fairs .....Stacy, MN  
 K & O Manufacturing Co. Inc.....Hull, IA  
 Kaye Corporation .....North Mankato, MN  
 Kretschmar Sales .....Janesville, MN  
 Kubota Tractor Corporation .....Hudson, WI  
 Lano Equipment Inc. ....Shakopee, MN  
 Larsen Industries .....Goodhue, MN  
 Lorenz Manufacturing Co. ....Benson, MN  
 Luverne Truck Equipment Inc. ....Brandon, SD  
 Manke Service.....Owatonna, MN  
 Maple Grove Heating and Supply Inc. ....Hillsdale, WI  
 Meyer Products.....Cleveland, OH

Midwest Stihl Inc. ....Hayward, WI  
 Mills Fleet Farm Inc. ....Appleton, WI  
 MN Buffalo Association .....Perham, MN  
 Mosquito Squad.....East Bethel, MN  
 MTI Distributing Co. ....Plymouth, MN  
 NK Sales Inc. ....Annandale, MN  
 New Country Bonsai Gardens.....Roland Height, CA  
 New Holland.....New Richmond, WI  
 Notch Manufacturing.....Paynesville, MN  
 Petty Manufacturing Co. ....Gladbrook, IA  
 Poly Dome .....Litchfield, MN  
 Quality Forklifts .....Shakopee, MN  
 Radco Industries Inc. ....Brainerd, MN  
 Radintz, H. ....Orono, MN  
 Ritchie Industries Inc. ....Conrad, IA  
 Roberta's Inc. ....Shelbyville, IN  
 Rock Gardens .....St. Paul MN  
 S.I. Feeders Division of Schoessow Inc. ....Portage, WI  
 Scharber & Sons.....Rogers, MN  
 Schweiss Distributing Inc. ....Fairfax, MN  
 Simplicity Manufacturing Inc. ....St. Cloud, MN  
 Squngee .....Eagan, MN  
 Sullivan Supply Inc. ....Dunlap, IA  
 Sundowner Trailers of Minnesota.....Northfield, MN  
 Terra Pot Hook-Timberwolf Point .....Orr, MN  
 Tri State Bobcat Inc. ....Burnsville, MN  
 Truck Equipment Applications Mktg. ....Edina, MN  
 Truck Utilities and Mfg. Co. Inc. ....St. Paul, MN  
 Yard Stakes - TSE.....Crystal, MN  
 Winpower Sales and Service .....Luverne, MN

## Amusements

Alamo Amusements .....San Antonio TX  
 Altendorf R.C. Racing Team .....Baldwin WI  
 American Amusement Arcades .....Bloomington, MN  
 Amusments of America .....Monroe Township, NJ  
 Ann's Concessions .....Land o' Lakes, FL  
 Archway A.M.S. ....Imperial, MO  
 Arrow Enterprises Inc. d/b/a Skyride.....Hopkins, MN  
 Big Adventure .....West Bend, IA  
 Bob Duerr's Snake Zoo .....New Hope, MN  
 Candice Anderson .....Tampa, FL  
 Cassata Concessions .....Daytona Beach, FL  
 Christ Hall.....Gibson, TN  
 Cristiani Concessions Inc. ....Sarasota, FL  
 Dance Heads.....Gallatin, TN  
 Demas Enterprises .....Cedar Hills, TX  
 Duke Amusements .....Ruskin, FL  
 Ejection Seat - Big Adventure Inc. ....Carrollton, TX  
 F & W .....Jackson, MS  
 Farrow Amusement .....Jackson, MS  
 Flight to Mars Co. ....Sterling, CO  
 Floyd & Baxter Amusement .....Lebanon, TN

Fun Adventure .....Carrollton, TX  
 G.G.W. Equipment.....New Braunfels, TX  
 Gary Oren Concessions .....Parker City, IN  
 Giant Ride Inc. d/b/a Giant Slide .....Pasadena, CA  
 Hot Shot Trill Rides .....Heyburn, IN  
 Hyalite Attractions .....Dallas, TX  
 JBS Concessions .....Hartford, SD  
 John Luehrs Spectacular Attractions .....Davie, FL  
 John Magel Concessions .....Pine City, MN  
 K & M Recreation Inc.  
 (Haunted House) .....St. Paul, MN  
 Kim O's Concessions .....Parker City, IN  
 Laser Fair, Inc. ....Sterling, CO  
 Lee's Concessions Inc. ....Coon Rapids, MN  
 McDonagh's Amusements .....Chesaning, MI  
 Merriam Amusments.....San Antonio, TX  
 Mid America Shows.....Oakland, MI  
 Midwest Concessions Inc. ....Hartford, SD  
 Monty's Traveling  
 Reptile Show Inc. ....Bloomington, MN  
 Niagara Mining Co. ....Harmony, MN  
 Ottaway Amusement Co. ....Derby, KS  
 Paramount Attractions Inc. ....Tampa, FL  
 Paul's Concessions Inc. ....San Antonio, TX  
 Pinnacle Management .....Phoenix, AZ  
 Playworld Unlimited .....Alma, MI  
 Potopas Concessions Inc. ....Longwood, FL  
 R & R Rides .....Chandler, AZ  
 River Raft Ride .....St. Paul, MN  
 Rope Course-Demas Products LLC.....Cedar Hill, TX  
 S & J Entertainment .....New Braunfels, TX  
 SYD Concessions Inc. ....Jupiter, FL  
 Safari Amusements .....Monroe Township, NJ  
 Sealife Encounters .....Murphy, TX  
 Sky Fair.....Contoocook, NH  
 Skyride - DMC .....Prescott, WI  
 Sling Shot - Hot Shot Thrill Rides.....Heyburn, ID  
 State Fair Penny Arcade.....St. Paul, MN  
 Super Stock Racers .....Wimauma, FL  
 T.F. Bors & Co. Inc. ....Mason, MI  
 Teo Zacchini .....Sarasota, FL  
 Thornberry Concessions .....Okeechobee, FL  
 Tinsley Amusements.....High Hill, MO  
 Total Thrill Rides Inc .....Carrollton, TX  
 Turbo Bungy - Big Adventure Inc. ....Carrollton, TX  
 VR Gone Wild.....Ballwin, MO  
 Ventnor Place Inc. ....Minneapolis, MN  
 W. G. Wade Shows.....Spring Hill, FL  
 Water Wars .....Pequot Lakes, MN  
 Waymark Co. ....Shoreview, MN  
 West, R. ....West Bend, IA  
 Wood, M. ....San Antonio, TX  
 Wood Entertainment Co. ....San Antonio, TX

Ye Old Mill Amusements Inc. ....Burnsville, MN

## Arts & Crafts, Jewelry, Collectibles

A & B Specialty Co. Inc. ....Cannon Falls, MN  
Annie's Garden .....Boyceville, WI  
A Touch of Country Magic.....Cleveland, GA  
Allards Rugs & Crafts .....Darwin, MN  
Aloe Tinnery.....Sarasota, FL  
Anchor Iron Co. ....Savage, MN  
Apple Basket, The .....Sevierville, TN  
Artisans - Hue Inc. ....Spooner, WI  
Art on Tile-New Age Group .....Rowland, CA  
Baby Shoe Bronzing - Jonrich Sales .....Savage, MN  
Beads - Waryan & Asoc. ....Minneapolis, MN  
Billy's Bird House .....New Prague, MN  
Birchberry .....Minneapolis, MN  
Blue Heron Soaps.....Shakopee, MN  
Bonnie's Boutique .....Morristown, MN  
Bonnie Mohr Studios .....Glencoe, MN  
Brass Ring Puzzles .....Wethersfield, WI  
CCC Corral.....Lovington, NC  
Candles by DJ Flickers .....Allentown, MN  
Chao Flowers.....St. Paul, MN  
Christy Home Creations.....Maple Plain, MN  
Cloud Nine Factory.....Lindstrom, MN  
Collectors Gallery .....Woodbury, MN  
Copper Art of TX.....Bogata, TX  
Costigans Minerals.....Newport, MN  
Crafteez .....San Diego, CA  
Crayola Story Village .....New York, New York  
Creative Memories .....Bloomington, MN  
Debra's Glasscraft.....Minnetonka, MN  
Diamond Find .....Forest Lake, MN  
Eibner's New Elm Wood Antiques .....New Elm, MN  
Elegancia Designs .....Westfield, WI  
Elightworks .....St. Paul, MN  
Eye's of the Wild .....Minneapolis, MN  
Fair Market Promotions .....Dauphin Island, AL  
Fifth Avenue Collection Inc. ....Sioux Falls, SD  
Flags on a Stick .....Edina, MN  
Fuhrman Leather Co. ....Duck Key, FL  
Gem Mountain Studio .....Seattle, WA  
Gourds - E&P Crafts .....Jacksonville, FL  
Granny's Attic .....Corsicana, TX  
Guitar String Jewelry .....Attomonte Springs, FL  
Hands Unlimited .....Ridgecrest, CA  
Harley Davidson - C & D Sales.....Mound, MN  
Heart Gifts By Theresa.....Kannapolis, NC  
Hixon Glass Blowers .....Phoenix, AZ  
Hudson River Inlay.....New Windsor, NY  
Jane & Sophie .....Waconia, MN  
Jim Hansel Editions .....Chaska, MN  
Johnson, K. ....Coon Rapids, MN  
Katies Korner .....Cottage Grove, MN  
Kathleen's Vintage Boxes .....Leonard, ND  
Kays Country Krafts .....Hutchinson, MN

Lavigne Leather.....Star Prairie, WI  
Layden Studios.....Minneapolis, MN  
Light it Up .....Woodbury, MN  
Longaberger Co. ....Minneapolis, MN  
Lott's of Crafts .....Superior, WI  
Marie's Country Rose .....Wisconsin Dells, WI  
Marita's .....Red Wing, MN  
Metalcraft by K .....Perham, MN  
Mr. Ellie Pooh .....South St. Paul, MN  
Mountain Flower Pottery & Tin .....Wayzata, MN  
Name Rings .....Wheaton, MN  
Old Time Portraits .....Baoly's Harbor, WI  
Pane in the Glass .....Brooklyn Park, MN  
Paper Art.....Raleigh, NC  
Pearl Diver I Inc. ....Panama City, FL  
Personalized Christmas Treasures.....Dana Point, CA  
Pillowcases by Kristen .....Apple Valley, MN  
Plaster Cast - Cindy Morgan .....New Prague, MN  
Plaques By Baps.....Kennewick, WA  
Pol-O-Craft Nails In Bloom .....Reading, PA  
Porcelainly Yours .....Savage, MN  
Pottery - Ottertail Oaks .....Ottertail, MN  
Quilt Ladies - J & J Enterprises .....Tampa, FL  
Railroad Art By John Cartwright .....St. Paul, MN  
Rebecca's .....Brooklyn Park, MN  
Ribbon Fair Inc. ....Mountain Top, PA  
Rockin L Design .....Omaha, TX  
Ruffles and Flourishes .....Lakeville, MN  
Rustic Arts .....White Bear Lake, MN  
SRR Enterprises.....Wilson, WI  
Saint Agnes Bakery .....St. Paul, MN  
Saliture Designs.....St. Paul, MN  
Santa Fe Touch .....Albuquerque, NM  
Sculptured Candle Co. Inc. ....Grand Rapids, MI  
Sculptures by Fernando Mospueva .....River View, FL  
Silhouettes in a Snap .....Ocoee, FL  
Silver Gallery .....Tulsa, OK  
Silver Strands .....La Mesa, CA  
Simonsons .....Victoria, MN  
Splendid Nature .....Minnetrista, MN  
Star Silver .....Cape Coral, FL  
Sterling Silver by Spirit & Company ....Mt. Gilead, OH  
Sterling Silver Plus.....Mound, MN  
Stitch E-Z - Powell, Brian .....Mocksville, MN  
Sun Products .....Middletown, OH  
Time Out .....Crossville, TN  
Timex .....Middlebury, CT  
Tole House.....St. Paul, MN  
Tony Sheda Enterprises .....Wrenshall, MN  
Unique Art & Gift .....Manassas, VA  
Wall Decor .....Wausau, WI  
Way Out West .....Claremore, OK  
Whittles & Bits .....Milwaukee, WI  
Windi Southwest Arts .....Scottsdale, AZ  
Woodcut Hall Ltd. ....East Troy, WI

ZRS Fossils .....Burnsville, MN

## Automotive Dealers & Supplies

Conversion & Supply Inc. ....Hanover, MN  
Cummings Mobility .....Hanover, MN  
Dodge Advertising Association .....Plymouth, MN  
Excell Recreational Vehicles .....Smith Center, KS  
Ford Motor Co. ....Minneapolis, MN  
G-TEC Enterprises .....Boise, ID  
Heartland Chevrolet Dealers .....St. Paul, MN  
Jeep Advertising Association .....Plymouth, MN  
Jim Lupient GMC Trucks .....Minneapolis, MN  
Leroy's Custom Painting Inc. ....Coon Rapids, MN  
Lincoln-Mercury .....Overland Park, KS  
Line-X of Minneapolis .....Golden Valley, MN  
McCarthy Auto Group .....Roseville, MN  
Morrie's Mazda.....Minnetonka, MN  
Red Carpet Car Service Inc. ....St. Paul, MN  
Toyota Motor .....Aurora, IL  
Twin Cities Saturn Retailers .....Golden Valley, MN  
Waldoch Crafts Inc. ....Forest Lake, MN

## Books & Literature

City Pages .....Minneapolis, MN  
Employment News .....Bloomington, MN  
Fun With Phonics .....Paramount, CA  
Trader Publishing Co. ....St. Paul, MN  
Usborne Books at Home .....Eveleth, MN

## Building, Construction & Hardware

Backyard Building Systems -  
Construction Co. ....Hampton, MN  
Beisswenger Hardware.....Minneapolis, MN  
Betterliving Sunrooms of Minnesota.....Eagan, MN  
Concrete Technology .....Minneapolis, MN  
Conklin Products Co. ....Bloomington, MN  
Curb Creations of MN .....Buffalo, MN  
Energy Panel Structures.....Grattinger, IA  
Fancy Publication .....Bloomington, MN  
Greyston Construction .....South Haven, MN  
Ladder System - Wing Ent .....Springville, UT  
Lester Building Systems .....Lester Prairie, MN  
Midwest Fence & Mfg. Co. ....South St. Paul, MN  
Morton Buildings Inc. ....Morton, IL  
Northland Buildings Inc. ....Eau Claire, WI  
Northern Tool & Equipment .....Burnsville, MN  
Nut & Bolt Warehouse .....Marine On St. Croix, MN  
Preferred Welder Sales .....Mankato, MN  
R.B. Industries Inc. ....Harrisonville, MO  
Rodman & Co. Inc. ....Burbank, CA  
Shopsmith Woodworking Promotions .....Dayton, OH  
Thomas Tool and Supply Inc. ....St. Cloud, MN  
Thermomass.....Boone, IA  
Tilton Equipment Co. ....Blaine, MN  
Underdeck .....Minneapolis, MN  
West Wind Shelters .....Monticello, MN  
Wick Building Systems Inc. ....Pine Island, MN

Woodlund Homes -  
Crystal Bay Corp.....Wyoming, MN

## Cash Sponsors '06

Archer Daniels Midland (ADM)  
August Schell Brewing Co.  
BetterLiving Sunrooms of Minnesota  
BlueCross Blueshield of Minnesota  
Border Foods (Pizza Hut and Taco Bell)  
Bremer Bank  
Build-A-Bear Workshop  
Cal Spas of Minnesota  
Cargill Ag Horizons  
Cingular Wireless  
Circuit City  
Coca Cola  
Cub Foods  
Green Mill Restaurant  
John Deere  
Leinenkugel's  
McDonald's  
Miller Brewing Company  
Minnesota Corn Growers Association  
Summit Brewing Co.  
TCF National Bank  
Toyota  
Treasure Island Resort & Casino

## Clothing & Accessories

Balizoo Clothing LTD .....Calgary, AB  
Battle Lake Outdoors .....Burnsville, MN  
Bon'nean Inc. ....Champlin, MN  
Capital Beverage Sales L.P. ....St. Paul, MN  
Colada Wear .....Northridge, CA  
Colorful Cotton Clothing .....Minnetonka, MN  
Continental Leather  
Fashions Co. Inc. ....Chula Vista, CA  
Elegant Accents .....San Diego, CA  
Farm Boy Clothing .....St. Paul, MN  
Flora's Dress Emporium .....Minneapolis, MN  
Funk's Leathercraft.....Long Lake, MN  
Green Mountain Trading Co. ....Lebanon, IN  
Hair Day Soho .....Irving, TX  
Handbags by Jean.....Wing, AL  
Hatman, The .....Hudson, FL  
Kim's Fashions .....Los Angeles, CA  
Leinenkugel's.....Milwaukee, WI  
LM Custom Boots.....Cary, NC  
Mi Chompita .....Minneapolis, MN  
MidwestDairy -  
American Dairy Association of MN .....St. Paul, MN  
Minnetonka Moccasin Co. Inc. ....Minneapolis, MN  
Mystic Moon .....Norman, OK  
Pen-Reed Co. ....Capistrano Beach, CA  
Ralph Marlin & Company .....Waukasue, WI  
Royal Brand Embroidery.....Ellsworth, WI  
Sandak Aloha Sandals.....Henderson, NV  
Sattler's Leather & Hats.....Bonita Springs, FL

Sharon & James.....Inver Grove Heights, MN  
Shoes To Boot .....Minneapolis, MN  
Simply Barbara Western Wear.....Covington, OK  
Spectacle Shoppe .....New Brighton, MN  
Sportswear By  
Martin Wholesale Group.....Mahtomedi, MN  
Sprongs .....Minneapolis, MN  
Street Town & Country .....Indianola, IA  
Swedish Clogs - Norden Inc. ....St. Paul, MN  
Triple H. Australian Western Wear.....Oxford, PA  
Uneek Tie Dyed Apparel.....St. Paul, MN

## Financial Services

Direct By Owner.....North Oaks, MN  
Waddell & Reed, Inc. ....Arden Hills, MN

## Food & Beverages

3 B Concessions.....Burlington, WI  
Al's Sub Shop. ....Oakdale, MN  
American Bottling Co. ....South St. Paul, MN  
Andres Watermelon - Stinchfield, J. ....Hopkins, MN  
Andrew, M. ....Minneapolis, MN  
Andrus Concessions Inc. ....Apple Valley, MN  
Art Tysk Concessions .....St. Paul, MN  
Australian Foods .....Balboa, CA  
Axle's.....St. Paul, MN  
BBQ Baked Potato.....Anderson, SC  
Ball Park Cafe .....Shoreview, MN  
Barona, Stacey & Robert .....Roseville, MN  
Bayou Bob's LLC .....Andover, MN  
Benson, B. ....Mahtomedi, MN  
Best Around, The .....North Ft. Myers, FL  
Bianca's Foods .....Deephaven, MN  
Big Pepper - Barrett, J. ....St. Paul, MN  
Blooming Onions - Ferch, S. ....Loretto, MN  
Blue Moon Dine In Theater .....Edina, MN  
Bobnicks Concessions .....Delano, MN  
Bridgeman's Restaurants Inc. ....Minnetonka, MN  
Buffalo Burgers - Woldorsky, J. ....Minneapolis, MN  
Bunis Bakery.....Candler, FL  
Butcher Boys -  
F & W Concessions Inc. ....Rhinebeck, NY  
Cafe Caribe - TRES-C Inc. ....Minnetonka, MN  
Candy Factory- George's Fun Food .....Gibson, FL  
Caramel Apple Sundaes - Charcoal Hut ....Staples, MN  
Caribbean Heat .....Minneapolis, MN  
Carl's Gizmo .....Urbandale, IA  
Cheese Curds - Kropp .....Green Bay, WI  
Cheese Curds - Mouth Trap .....West St. Paul, MN  
Cheese Curds - Muskar Inc. ....White Bear Lake, MN  
Cheese on a Stick.....San Diego, CA  
Chicago Dogs .....Stillwater, MN  
Chick-N-Chops -  
Peterson Concessions .....Ham Lake, MN  
China Town-MN .....Waterville, MN  
Chocolate Chip Cookie Co. ....St. Paul, MN  
Church of The Epiphany.....Coon Rapids, MN  
Cinnamon Roasted Nuts .....Minneapolis, MN

Cinnamon Rolls - Willis Enterprises .....Tulsa, OK  
Cinni Smiths .....McGregor, MN  
Coller Family Inc. ....Shakopee, MN  
Colonial Nut Roll Company .....Lake Park, IA  
Caribbean Smoothies -  
Sunshine Concessions .....Spring Hill, FL  
Corn Roast -  
Ribco Enterprises .....White Bear Lake, MN  
Cotton Candy - Hartley, J. ....South Milwaukee, WI  
Cotton Candy - Kusick, G. ....Cottage Grove, MN  
Cotton Candy - Yahr, K. ....Richfield, MN  
Country Store Sweet Shoppe.....Minneapolis, MN  
Cream Puffs - Petrovski Concessions.....Vista, CA  
Crocker Enterprises Inc. ....Maple Grove, MN  
Crocker's Spaghetti Village Inc. ....Maple Grove, MN  
Custards Last Stand .....St. Paul, MN  
DFL Districts 66 and 67 .....St. Paul, MN  
Dairy Bar .....Minneapolis, MN  
Danielson, W. ....St. Paul, MN  
Deep Fried Candy Bars -  
Old Style Foods .....Salisbury, NC  
Degnans Popcorn .....Minneapolis, MN  
Deli Express - E.A. Sween Co. ....Eden Prairie, MN  
Delicious Potato Skins .....New Hope, MN  
Delrick Enterprises .....Golden Valley, MN  
Demitris Greek Food.....Mont Airy, MD  
Der Pretzel Haus .....Pace, FL  
Dino's Gyros .....Coon Rapids, MN  
Dippin Dots.....Hampton, MN  
Dip Stix - M & S Concessions .....St. Paul, MN  
Dole Whip - Bougie, D. ....Maplewood, MN  
Donna's Bar-B-Q Rib Sandwich.....South St. Paul, MN  
El Sol Mexican Food.....St. Paul, MN  
Elephant Ears.....Connersville, IN  
Famous Dave's of America Inc. ....Eden Prairie, MN  
Festival Foods Inc. ....Cherry Hill, NJ  
Foot Long Hot Dogs - Hansen, N. ....Fergus Falls, MN  
Foot Long Hot Dogs - Hikes, M. ....Fergus Falls, MN  
Foot Long Hot Dogs - Johnson, J. ....Fergus Falls, MN  
Foot Long Hot Dogs - Johnson, P. ....Clayton, MN  
Foot Long Hot Dogs - Johnson, T. ....Strum, WI  
Foot Long Hot Dogs - Spidal, T. ....Fergus Falls, MN  
French Creperie .....Minneapolis, MN  
French Meadow Bakery.....Minneapolis, MN  
Fresh French Fries .....Minneapolis, MN  
Frontier Bar .....New Brighton, MN  
Fudge Folks, The .....Mirror Lake, NH  
Gass Concessions Inc. ....Plymouth, MN  
Gasthaus Edelweiss .....Maplewood, MN  
Geppetos To Go .....Grand Ledge, MI  
German Roasted Nuts -  
Kleine Bayenn LLC .....Oconomowoc, WI  
German Root Beer .....Roseville, MN  
Giant Ride Inc. ....Pasadena, CA  
Golden's Guiltless Bagels .....St. Paul, MN  
Gopher Dairy Club - U of M .....St. Paul, MN  
Grandstand Donuts .....Lauderdale, MN

Granny's Caramel Apple Sundaes.....	Hampton, MN	Nuebel, E. ....	Hudson, WI	Sweet Martha's Cookie Jar .....	St. Paul, MN
Green Mill .....	St. Paul, MN	O'Garas .....	St. Paul, MN	Taco King - Isaac, M. ....	Inver Grove Heights, MN
Hamline United Methodist Church.....	Little Canada, MN	Oodles of Noodles .....	Minneapolis, MN	Tejas - Cuisine Concepts .....	Edina, MN
Hansen's Amusement Foods .....	Fergus Falls, MN	Orange Treet Sales .....	Minneapolis, MN	That's a Wrap.....	St. Paul, MN
Harrington's Enterprises .....	Ellsworth, WI	Oven Fresh Brownies - Testin, L. ....	Taylor's Falls, MN	Tiny Tim Mini Donuts -	
Hawaiian Shaved Ice Inc. ....	Hutchinson, MN	Peg, The.....	St. Paul, MN	Larson, K. ....	Taylor's Falls, MN
Henry's Kettle Corn .....	Jacksonville, FL	Smoothie Shack .....	River Falls, WI	Tom Thumb Donut Corp. ....	Woodbury, MN
Hildebrand Concessions Inc. ....	Roseville, MN	Smokin Joes .....	Lake Elmo, MN	Tremblay's Sweet Shop.....	Stillwater, MN
Hussong Family Inc. ....	Shakopee, MN	Sugar Shack .....	Pelican Rapids, MN	Tropical Fruit Floss .....	Hastings, MN
Ice Cream Factory Inc. ....	Ormond Beach, FL	Peters Hot Dogs .....	Mesa, AZ	Tysseling, J. ....	St. Paul, MN
Ice Cream Parlor - Rush, T. ....	Minneapolis, MN	Peters Hot Dogs.....	St. Paul, MN	Ukmar, R. ....	Sarasota, FL
Ice Kreme Mill Ltd. ....	Westminster, MD	Pickle Dog .....	Rosemount, MN	Ulmer Metro Distributing Inc. ....	St. Paul, MN
Icee USA .....	Brooklyn Center, MN	Pita Gourmet - Abdo, L. ....	St. Paul, MN	Ultimate Confections .....	Wauwatosa, WI
International Grill .....	Lakeland, MN	Pizza Palace .....	Minneapolis, MN	Veggie Fries - Rosenthal, D. ....	St. Paul, MN
Isaac, T. ....	Inver Grove Heights, MN	Pizza Shop.....	Harlingen, TX	Veggie Pie - Alere's Concessions .....	Pine City, MN
Isabel Burkes Olde Tyme Taffy .....	Plymouth, IA	Pizza Wagon.....	Eagan, MN	Vescio's.....	Minneapolis, MN
Italian Junction-Bahr, T. ....	St. Cloud, MN	Poncho Dog - O'Neil, F. ....	Roseville, MN	Walleye On A Stick - Davis, W. ....	Alexandria, MN
J.D.'s Eating Establishment.....	Crystal, MN	Poncho Dog - O'Neil, L. ....	Roseville, MN	West Indies Soul .....	St. Paul, MN
Java Jive .....	Edina, MN	Poncho Dog - O'Neil, T. ....	Lauderdale, MN	Wild Bill Curly Fries .....	Beverly Hills, FL
Jerkey Shoppe, The.....	Becker, MN	Preferred Pickle, The .....	White Bear Lake, MN	Wild Rice Specialties.....	Minneapolis, MN
Juanita Fajitas .....	St. Paul, MN	Pretzel Factory.....	Aurora, CO	Williams Dinette - Steichen, J. ....	Fridley, MN
Kabobs Ormic Con .....	Brownsville, TX	Pronto Pups - GLK Inc. ....	Elk River, MN		
Key Lime Pie .....	Elk River, MN	Pronto Pups - Hanold, T. ....	Braham, MN	<b>Health &amp; Beauty</b>	
Kirch Enterprises Inc. ....	Shoreview, MN	Pronto Pups - Heller, R. ....	Siren, WI	American Red Cross .....	St. Paul, MN
Kirschner's Beer Stube .....	Burnsville, MN	Pronto Pups - Jennisch, S. ....	Stockholm, WI	Avon - Fischer, A. ....	Kasson, MN
Lamb Shoppe, The.....	Hutchinson, MN	Pronto Pups - Nelson, J. ....	South St. Paul, MN	Beauti Control.....	Ham Lake, MN
Lancer Mgmnt Food Service .....	Eagan, MN	Pronto Pups - Thelin .....	Stanchfield, MN	Custom Clip Ons - Davis Enterprises .....	Hartville, MO
Larson, G. ....	Minneapolis, MN	Quesadilla Junction .....	Rochester, MN	Fair Do's .....	Fridley, MN
Larson, J. ....	Minneapolis, MN	R.J. Pretzel Co. ....	Breckenridge, CO	Fragrances Inc. ....	St. Louis Park, MN
LaVaque, E. ....	St. Paul, MN	Rainbow Ice Cream - Davis, M. ....	Minneapolis, MN	Glamour Shots .....	Des Moines, IA
Lee Soynuts Co. ....	Woodbury, MN	Rainbow Ice Cream - Tetrault, G. ....	Minneapolis, MN	Golden Neo-Life Diamite Intl. ....	Kandiyohi, MN
Leimon Concessions .....	Harlingen, TX	Rajin Cajun.....	Brooklyn Park, MN	Golden Pride/Intl. Dist. ....	Fridley, MN
Lemonade Ltd. ....	St. Louis Park, MN	Rice Kristie Bars .....	Minneapolis, MN	Here's To Your Health .....	Vero Beach, FL
Lemonade - Wiles Enterprises .....	St. Paul, MN	Roadhouse Chicken .....	Lake Elmo, MN	L, Paige Lipstick - Heckmann, J. ....	Forest Lake, MN
Luigi Fries .....	Lake Elmo, MN	Robbinsdale O.E.S. Dining Hall .....	Robbinsdale, MN	Mary Kay Cosmetics Inc. ....	Bloomington, MN
Lunch Box-Bahr, P. ....	Spicer, MN	Root Beer Stand.....	Falcon Heights, MN	Medica .....	Minneapolis, MN
Lynn's Lefse.....	Aitkin, MN	Sadie's Frozen Custard .....	Fridley, MN	Merino Skin Care.....	Gilbert, AZ
Mac's Grill.....	St. Paul, MN	Safari Snacks.....	Spooner WI	Midamerica Entertainment Inc. ....	Burnsville, MN
Malt Shop .....	Shoreview, MN	Saint Bernard's Dining Hall .....	St. Paul, MN	Nada Concepts Inc. ....	St. Paul, MN
Mario's .....	Minneapolis, MN	Salem Lutheran Church .....	Minneapolis, MN	Nails by M.J. Promotion, LLC .....	Belchertown, MA
Mexican Hat - Vogt, V. ....	New London, MN	Sausage By Cynthia .....	Maple Grove, MN	Naturally Beautiful Nails/Nail Masters ....	Plant City, FL
Middle East Bakery.....	St. Paul, MN	Sausage Sister & Me .....	Minneapolis, MN	Professional Dynamics .....	Burnsville, MN
Midway Food Co. ....	Austin, TX	Sausage Station - Hectorne, D. ....	Chanhassen, MN	QuitPlan .....	Minneapolis, MN
Midway Mens Club .....	Rush City, MN	Schneider Popcorn .....	Roseville, MN	Soaps Sky Line Sales .....	South St. Paul, MN
Midwest Dairy -		Schroder Concessions Inc. ....	Faribault, MN	Spectacle Shop .....	New Brighton, MN
American Dairy Association of MN .....	St. Paul, MN	Schumacher's		Tahitian Noni Juice .....	Eau Clair, WI
Minnekabob.....	Golden Valley, MN	New Prague Hotel Inc. ....	New Prague, MN	Touch of Mink - Dermac Labs Inc. ....	Salem, OR
MN Apples Inc. ....	White Bear Lake, MN	Seville Co. Inc. ....	Plymouth, MN	Willow Creek Treasures .....	Vernon Center, MN
MN Honey Producers Association .....	Clarkfield, MN	Sno Cones - Hannasch Inc. ....	Minneapolis, MN		
MN Turkey Growers Association .....	St. Paul, MN	Spaghetti Eddie's.....	Deltona, FL	<b>Home Improvement &amp; Furnishings</b>	
Mr. E's Pop - Erb, W. ....	St. Paul, MN	St. Martins.....	Golden Valley, MN	AAA Garage Products Inc. ....	St. Paul, MN
Mr. Ribs Sandwich - Sutich, J. ....	Minnetonka, MN	Steichens Food Market .....	St. Paul, MN	ABC Seamless Inc. ....	Fargo, ND
Mitchell Concessions .....	St. Paul, MN	Straight's Concessions .....	Crystal, MN	Access One Inc. ....	Wyoming, MN
Moon Beam-Funk's Coffeeville .....	Long Lake, MN	Strawberries 'n Creme .....	Waseca, MN	Air One Heating &	
Netterfields .....	Land O' Lakes, FL	Strawberry Patch .....	St. Paul, MN	Air Conditioning.....	Brooklyn Park, MN
		Sunderland, D. ....	Andover, MN	Amcon Block & Precast .....	St. Cloud, MN
				American Clocks Inc. ....	Plant City, FL

American Infraed Sauna Corp. ....Anaheim, CA  
 Andersen Corporation .....Vadnais Heights, MN  
 Arrow lift Accessibility.....Duluth, MN  
 Asphalt Specialties Co. ....Shoreview, MN  
 Automatic Garage Door & Fireplace .....Fridley, MN  
 B.C. Kitchens Inc. ....Hopkins, MN  
 Basements by Owens Corning .....Apple Valley, MN  
 Bathcrest Metro Inc. ....Buffalo, MN  
 Brinks Home Security .....Minneapolis, MN  
 By The Yard.....Jordan, MN  
 Cabinetpak Kitchens of Mpls. ....Bloomington, MN  
 Carpet Court .....St. Paul, MN  
 Classic Wood Furnace.....Isanti, MN  
 Comforest Adjustable Beds .....Columbia Heights, MN  
 Commers Conditioned Water Co. ....Minneapolis, MN  
 Condor Fireplace .....Spring Lake Park, MN  
 Cordpro By Burktek .....Kansas City, MO  
 Creative Cookbooks .....Edmond, OK  
 Culligan Water Conditioning .....Minnetonka, MN  
 Curley Furniture & Carpet.....Mendota Heights, MN  
 Discount Windows And Wares .....Roseville, MN  
 Ecowater Systems Inc. ....St. Paul, MN  
 Falls Flag Service - DPS Industries .....Little Falls, MN  
 Fireside Corner Inc. ....Roseville, MN  
 Floor Heat/Systems .....Minneapolis, MN  
 Galaxy Custom Booths .....Wyoming, MN  
 Garage Squad .....Blaine, MN  
 Garage Tek.....St. Paul, MN  
 Glenwood Inglewood.....Minneapolis, MN  
 Golden Hammocks Inc. ....Escondido, CA  
 Great Fans & Blinds .....St. Paul, MN  
 Great Garage Door Co. ....Blaine, MN  
 Great River Energy .....Elk River, MN  
 Hang Shaper .....Minnetonka, MN  
 Hardwood Floor Store .....Crystal, MN  
 J.J. Vanderson & Co. ....St. Paul, MN  
 Jack Pixley Sweeps Inc. ....Andover, MN  
 Jubilee Home Solutions .....Kansas City, MD  
 Kilroy Malt Shop Supply.....Minneapolis, MN  
 Kitchen Make-Over .....Minneapolis, MN  
 Luxury Bath Liners of MN.....Bloomington, MN  
 Magna Products Inc. ....Green Bay, WI  
 McPete's Drafting.....Minneapolis, MN  
 MN Rusco Inc. ....Minnetonka, MN  
 Mon-Ray Inc. ....Golden Valley, MN  
 My Pillow-Night Moves .....Carver, MN  
 NTH Communications .....St. Paul, MN  
 Need-A-Shed .....Warren, MN  
 Northern Glass Block Co. ....Edina, MN  
 Oak Classic .....Encino, CA  
 Owens Corning Wear.....Minneapolis, MN  
 Patio Enclosures Inc. ....New Brighton, MN  
 Patio Town .....Oakdale, MN  
 Premium Waters Inc. ....Minneapolis, MN  
 Saunas by Finn/Sisu .....St. Paul, MN  
 Select Comfort.....Minneapolis, MN

Sir Laurence Stained Glass Studio .....Farmington, MN  
 Snyder Home Improvements .....Minnetonka, MN  
 Solar Midwest Inc. ....Plymouth, MN  
 Stained Glass Overlay Design Studio.....Roseville, MN  
 Standard Water Control Systems Inc. ....Crystal, MN  
 Switchplate Gallery.....Cameron, WV  
 T & J Wood Designs .....Holland, MN  
 Teak Emporium Inc. ....San Diego, CA  
 Tenet Painting & Decorating .....Eden Prairie, MN  
 Thundering Hurd Exchange .....New Virginia, IA  
 Timberland Buff Coat .....St. Paul, MN  
 Transfer Design .....Allandale, FL  
 Weather Lock Windows Systems .....St. Paul, MN  
 Whalen Woods Log Furniture .....Pequot Lakes, MN  
 Wilkening Manufacturing Co. Inc. ....Walker, MN  
 Woolie, The.....Plymouth, MN  
 Xcel Energy .....Minneapolis, MN

### Household Products & Services

Angie's List.....Bloomington, MN  
 Associated Consultants .....Minneapolis, MN  
 Associated Sewing and Knitting .....St. Paul, MN  
 Bamix by Ocean Sales .....Lacey, WA  
 Cenaiko Enterprises Inc. ....Coon Rapids, MN  
 Countryside Floral Design .....Anoka, MN  
 Creative Sewing Centers Inc. ....Golden Valley, MN  
 Diamondcraft Corp. ....Minneapolis, MN  
 Dry Store, The.....Lanesboro, MN  
 Electrolux .....Plymouth, MN  
 Everfresh.....Edina, MN  
 Excell Wireless.....Minneapolis, MN  
 Floral Design by P.M. Companies.....Twin Falls, ID  
 Florian Ratchet Cut .....Plantsville, CT  
 Fortner's Salt-Free Seasonings.....Lake Mills, WI  
 Garlic Gourmay .....Ariel, WA  
 Golden Hammocks Inc. ....Escondido, CA  
 Home of Elegance .....Vadnais Heights, MN  
 Hudspeth, S. ....Allen, TX  
 International Culinary Consultants .....Elberon, NJ  
 JMS Tooling .....St. Paul, MN  
 Kinetico Dealers of Minnesota .....Burnsville, MN  
 Legacy Land Group .....Eden Prairie, MN  
 Marvelle Cookware.....Livonia, MI  
 Mary Lue's Knitting World.....St. Peter, MN  
 Melodies-In-Tin.....Riverdale, GA  
 Mia Grill Co. ....Carbondale, CO  
 Mrs. Meyer's Clean Day .....Minneapolis, MN  
 Nellie's Dryerballs.....North Vancouver, Canada  
 Niagra Prestige Products .....Brooklyn Park, MN  
 Nomar Inc. ....St. Paul, MN  
 Nordass American Home .....MN Lake, MN  
 Nordmark Group, The .....Apple Valley, MN  
 Patterson Products .....La Mirada, CA  
 Quality Bag.....Oakdale, MN  
 Renaissance Exteriors.....Maple Grove, MN  
 Round Bobbin Sewing Center.....St. Paul, MN

Rusty Nut Enterprises .....Byron, MN  
 Safari Afari Entreprises .....Brooklyn Park, MN  
 Scissors-Lakeside Sales .....Sacramento, CA  
 Shaklee Products - Jansen Dist.....Minneapolis, MN  
 Showers Plus .....Sierra Madre, CA  
 Shutter Source .....Minneapolis, MN  
 Sushi Maker.....Denver, CO  
 Stan & Jo's Country Creations .....North Mankato, MN  
 Surge Water Conditioning .....Hopkins, MN  
 Swivel Spray .....Minneapolis, MN  
 Syndicate Sales Corp. ....Hopkins, MN  
 Table Charm Ltd. ....Lockport, NY  
 That's My Pan.....Eau Claire, WI  
 Thousand Lakes Realty .....DeSoto, WI  
 Trunk Organizers .....Solona, CA  
 Vita Mix Corp. ....Cleveland, OH  
 Watkins Inc. ....Winona, MN  
 Window Mates.....St. Paul, MN  
 Xcent Inc. ....Osceola, WI

### Imports & Ethnic Merchandise

Adees, Inc. ....Wauwatosa, WI  
 African Collections.....Sharon, MA  
 Aloha Jewelry .....Pearl City, HI  
 Artesanos Unidos .....Los Angeles, CA  
 Bando Imports .....Northbrook, IL  
 Bolivian Imports.....Loveland, CO  
 Brown, Y. ....Excelsior, MN  
 Caples, M. ....Little Canada, MN  
 Chandi Gallery/Coune, Ltd. ....Minneapolis, MN  
 China Handcraft .....Bloomington, MN  
 Chinese Paper Cutter .....Alhambra, CA  
 Egypt USA .....Concord, CA  
 Fantastic Voyage .....Stillwater, MN  
 French Imports by Chez Gautier .....Orlando, FL  
 G.F. Philippines Handicraft .....Verona, NJ  
 German Specialty Imports.....St. Paul, MN  
 Gifts Made by Hands .....St. Paul, MN  
 Global International Inc. ....Minneapolis, MN  
 Grand Assorted Enterprise Co. Ltd. ....Claremont, CA  
 Heart of Tibet .....Stillwater, MN  
 Hollys Hobby Ltd. ....Andover, MN  
 Holy Land Handicrafts .....St. Paul, MN  
 Hmong Folk Art, Inc. ....St. Paul, MN  
 Ice-Ame .....Kenmore, WA  
 Image Imports .....Minneapolis, MN  
 India Bazaar .....Fridley, MN  
 India Imports .....Apache, OK  
 Indian Arts & Crafts .....Terre Haute, IN  
 Inside Africa .....St. Paul, MN  
 International Flag Weaving .....St. Croix Falls, WI  
 International Investors .....San Mateo, CA  
 Irish On Grand.....St. Paul, MN  
 Jennico African & Intl' Gifts.....St. Paul, MN  
 Khan, S. ....Hamel, MN  
 Lacquerware - Tong, Linda .....Lawrenceville, GA



Okongo Enterprises.....St. Cloud, MN  
 Oriental Craft and Development Co. ....Lake City, MN  
 Primitive Origins.....South Haven, MN  
 Rama Imports.....Franklin, WI  
 Russia With Love.....Buffalo, MN  
 San Juan, M. ....Azusa, CA  
 Scottish Gifts By Bernadette .....St Paul, MN  
 Signs - Nostalgic, Metals, Porcelain .....Sonoma, CA  
 Taxco Imports .....West Hills, CA  
 Treasure Chest .....Auburndale, FL  
 Vagabond Imports.....Corona, CA

## **Institutional Exhibits & Government Agencies**

AARP Minnesota .....St. Paul, MN  
 AFS Intercultural Programs .....St. Paul, MN  
 Air Force Reserve.....St Paul, MN  
 American Diabetes  
 American Lung Association of MN.....Minneapolis, MN  
 American Swedish Institute.....Minneapolis, MN  
 Art Instruction School.....Minneapolis, MN  
 Arthritis Foundation-MN Chapter.....St. Paul, MN  
 Audubon Minnesota .....St. Paul, MN  
 Augsburg College .....Minneapolis, MN  
 Bethany College.....Mankato, MN  
 Bethel College .....St. Paul, MN  
 Blue Cross Blue Shield .....St. Paul, MN  
 Boy Scouts of America -  
 Indianhead Council .....St. Paul, MN  
 Broiler and Egg Assoc. of Minnesota .....St Paul, MN  
 Brown College .....Mendota Heights, MN  
 College of St. Benedicts/St. Johns.....St. Josephs, MN  
 College of St. Scholastica.....Duluth, MN  
 Concordia University.....St. Paul, MN  
 Education in Minnesota.....St. Paul, MN  
 Epilepsy Foundation of Minnesota .....St. Paul, MN  
 Geological Society of Minnesota.....Robbinsdale, MN  
 Great Lakes Indian  
 Fish & Wildlife Commission .....Odanan, WI  
 Gustavus Adolphus College .....St. Peter, MN  
 Hamline University .....St. Paul, MN  
 Hazelden Foundation.....Center City, MN  
 Hennepin Health Services .....Minneapolis, MN  
 History Theater .....St. Paul, MN  
 Jewish Community Relations .....Minneapolis, MN  
 Lifesource .....St. Paul, MN  
 Masonic Grand Lodge of MN.....St. Paul, MN  
 Metro Transit .....Minneapolis, MN  
 Metropolitan Mosquito Control Dist. ....St. Paul, MN  
 Minitex Library Information NetworkMinneapolis, MN  
 Minneapolis Institute of Art.....Minneapolis, MN  
 Minnesota Association  
 of Charter Schools.....St. Paul, MN  
 Minnesota Military Appreciation .....Shoreview, MN  
 MN Agriculture In The Classroom .....Shakopee, MN  
 MN AIDS Project .....Minneapolis, MN  
 MN Army & Air National Guard .....Roseville, MN

MN Association of Charter Schools .....St. Paul, MN  
 MN Attorney General's  
 Office - Consumer Division .....St. Paul, MN  
 MN Beef Council.....Minneapolis, MN  
 MN Blue Flame Gas Association .....Minneapolis, MN  
 MN Buffalo Association .....Owatonna, MN  
 MN Building Codes & Standards .....St. Paul, MN  
 MN Citizens Concerned For Life .....Minneapolis, MN  
 MN Community Television .....St. Paul, MN  
 MN County Attorney Association.....St. Paul, MN  
 MN Cultivated Wild Rice Council .....St. Paul, MN  
 MN Dept. of Agriculture.....St. Paul, MN  
 MN Dept. of Economic Security.....St. Paul, MN  
 MN Dept. of Health.....St. Paul, MN  
 MN Dept. of Human Rights .....Minneapolis, MN  
 MN Dept. of Natural Resources .....St. Paul, MN  
 MN Dept. of Public Service .....St. Paul, MN  
 MN Dept. of Revenue .....St. Paul, MN  
 MN Dept. of Transportation .....St. Paul, MN  
 MN Dept. of Transportation  
 Aeronautics Office .....St. Paul, MN  
 MN Dept. of Veterans Affairs .....St. Paul, MN  
 MN Elk Breeders Association .....Sauk Centre, MN  
 MN Farm Bureau Federation.....St. Paul, MN  
 MN Farmers Union .....St. Paul, MN  
 MN Forest Industries Inc. ....Duluth, MN  
 MN Fur Breeders Association .....North St. Paul, MN  
 MN Genealogical Society .....St. Paul, MN  
 MN High Technology Association.....Minneapolis, MN  
 MN Higher Education Services Office.....St. Paul, MN  
 MN Homeschoolers Alliance .....Roseville, MN  
 MN House of Representatives-  
 Public Information Office .....St. Paul, MN  
 MN Lamb & Wool  
 Producers Association .....Hutchinson, MN  
 MN Lions Eye Bank  
 and Hearing Foundation .....St. Cloud, MN  
 MN Office of State Aditors.....St. Paul, MN  
 MN Mensa .....Brooklyn Park, MN  
 MN Newspaper Foundation .....Minneapolis, MN  
 MN Nurses Association.....St. Paul, MN  
 MN Office of Citizenship  
 and Volunteer Services .....St. Paul, MN  
 MN Office  
 of Environmental Assistance .....St. Paul, MN  
 MN Pork Producers Association.....North Mankato, MN  
 MN Propane Gas Association .....Minneapolis, MN  
 MN Relay Services .....St. Paul, MN  
 MN Secretary of State.....St. Paul, MN  
 MN Senior Federation Inc. ....St. Paul, MN  
 MN Soybean Growers.....North Mankato, MN  
 MN State Colleges and Universities .....St. Paul, MN  
 MN State Council On Disability.....St. Paul, MN  
 MN State Fair Foundation .....Falcon Heights, MN  
 MN State Horticultural Society.....Falcon Heights, MN  
 MN State Senate .....St. Paul, MN  
 MN Turkey Research and  
 Promotion Council .....St. Paul, MN

NEI College of Technology .....Columbia Heights, MN  
 National Multiple  
 Sclerosis Society-MN .....Minneapolis, MN  
 Natural Resources  
 Conservation Service.....St. Paul, MN  
 New Life Family Services.....Richfield, MN  
 Northwestern College .....Roseville, MN  
 Northstar Corridor.....Anoka, MN  
 Parker Hughes Institute.....Roseville, MN  
 Preservation Alliance of Minnesota .....St. Paul, MN  
 Pro Choice Resources .....Minneapolis, MN  
 St. Cloud State Alumni .....St. Cloud, MN  
 St. Mary's College .....Minneapolis, MN  
 St. Paul Building &  
 Construction Trades.....St. Paul, MN  
 Sierra Club .....Minneapolis, MN  
 Social Security Administration .....Minneapolis, MN  
 South MN Area Assembly  
 of Alcoholics Anonymous .....Minneapolis, MN  
 Stagecoach Theatre Arts .....Minneapolis, MN  
 Toastmasters International .....Plymouth, MN  
 US Department of  
 Agricultural Research .....St. Paul, MN  
 US Postal Services Online .....Minneapolis, MN  
 University of Minnesota -  
 University Relations.....Minneapolis, MN  
 University of St. Thomas.....St. Paul, MN  
 Veterans Affairs Med Center .....Minneapolis, MN  
 Walker Art Center .....Minneapolis, MN  
 William Mitchell College of Law .....St. Paul, MN

## **Media**

KARE-11 TV.....Golden Valley, MN  
 KDWB Radio.....Minneapolis, MN  
 KEEY/K102  
 Today's Best Country .....Bloomington, MN  
 KFAN-AM Radio.....Minneapolis, MN  
 KFMP 107 Hubbard Broadcasting .....St. Paul, MN  
 KKMS-AM Radio .....Eagan, MN  
 KMSP-TV .....Eden Prairie, MN  
 KQQL FM, KOOL108 Radio .....Minneapolis, MN  
 KQRS-AM/FM Radio .....Minneapolis, MN  
 KSTC Ch 45 TV .....St. Paul, MN  
 KSTP-AM Radio.....St. Paul, MN  
 KSTP-FM Radio .....St. Paul, MN  
 KSTP-TV - Hubbard Broadcasting Inc. ....St. Paul, MN  
 KTCZ-FM - Cities 97 .....Minneapolis, MN  
 KTIS - AM/FM Radio.....St. Paul, MN  
 KTLK - Newstalk .....Minneapolis, MN  
 KXXR 93X Radio .....Minneapolis, MN  
 KZMZ FM Radio.....Golden Valley, MN  
 WCCO Radio.....Minneapolis, MN  
 WCCO Television .....Minneapolis, MN  
 WFTC UPN 29 - TV .....Eden Prairie, MN  
 WLTE.....Minneapolis, MN  
 WWTC - The Patriot .....Eagan, MN  
 Air America .....Eden Prairie, MN  
 Fox Sports Network .....Eden Prairie, MN

MN Public Radio.....St. Paul, MN  
 Saint Paul Pioneer Press .....St. Paul, MN  
 Star Tribune .....Minneapolis, MN  
 U.S.A. Today .....Roseville, MN

## Mobile Marketing

AARP The Magazine Road Show  
 Best Buy Fun Zone Tour  
 Boost  
 CareerBuilder.Com  
 Discover Boating and Take Me Fishing Tour  
 Expo Guys, The .....Minneapolis, MN  
 Field & Stream/Outdoor Life Tour  
 Gopher State Ice Company .....St. Paul, MN  
 Great Safety Adventure, The  
 Home Depot, The "The Home Depot Installation"  
 Jennie-O  
 Kashi Day of Change Tour  
 Medtronics .....Minneapolis, MN  
 MN Territorial Pioneers Inc. ....St. Paul, MN  
 Motion Products .....Plymouth, MN  
 Mutual of Omaha's Wild Kingdom Adventure  
 NBA Fair  
 Oscar Meyer "Sing the Jingle, Be a Star" Tour  
 Professional Mosquito Control.....Clearwater, MN  
 Qwest More for You Tour  
 Red Wing Boot Experience  
 Sensodyne Sensitivity Tour  
 SPAMmobile  
 St. Paul Post Office .....St. Paul, MN  
 Thrivent Builds with Habitat for Humanity  
 USA Basketball Red, White & Hoops Tour  
 Vista Mobility Specialists Inc. ....Park Ridge, IL  
 Walden Media's "Imagination Station"  
 Vision Sales and Marketing .....Chanhausen, MN  
 You Can Run - But You Cannot Hide ....Annandale, WI

## Music & Entertainment

Chanhausen Dinner Theatres .....Chanhausen, MN  
 Groth Music .....Minneapolis, MN  
 Kids Music Box Levine Assoc .....St. Paul, MN  
 Minnesota Orchestra, The .....Minneapolis, MN  
 Ordway Music Theatre .....St. Paul, MN  
 Schmitt Music Company .....Minneapolis, MN

## Novelties, Souvenirs & Toys

Bling- Land D Jewelry .....Gibson, FL  
 Calendars - C.R. Deals .....St. Paul, MN  
 Cancrables .....St. Paul, MN  
 Caricatures By Cindy .....Shoreview, MN  
 Cartoon Passion .....Mission Viejo, CA  
 Clover Creek Concepts .....Arvada, CO  
 Compmark I Corp. ....Minneapolis, MN  
 Crazy Louie's Surplus City .....Minneapolis, MN  
 Dandy Souvenirs .....Fresno, CA  
 Discovery Toys.....Minneapolis, MN  
 Eddy's Teddy Land - Kirch, D. ....Shoreview, MN

Face Painting by Suzy .....Minneapolis, MN  
 Fair-Market Inc. ....Minneapolis, MN  
 Farm Babies.....Golden Valley, MN  
 Friday Dog Cartooning .....St. Paul, MN  
 Intercollegiate Athletics .....Minneapolis, MN  
 Mirror Mania.....Ryebrook, NY  
 Old Time Photo By Chaps.....Brady, TX  
 OZ Munchkinland Eagle Sports.....Wantagh, NY  
 PS Sales .....Sterling Heights, MN  
 Ron Schara Enterprises .....Minneapolis, MN  
 Shinders .....Minneapolis, MN  
 Spin A Paint - Perlman, D. ....New Hope, MN  
 Standi Toys Inc. ....Somerset, WI  
 Televac Computer.....Versailles, MO  
 U of MN Williams Fund .....Minneapolis, MN  
 U of MN Women's /  
 Wildman Caricatures .....Minneapolis, MN  
 William Morgan Caricatures .....Minneapolis, MN  
 Wee Dazzle.....Palm Springs, FL  
 Xtreme Bubble.....Minneapolis, MN

## Pet & Animal Supplies

Ace Tack & Outfitters .....Cambridge, MN  
 All Natural Pet Bakery.....Minneapolis, MN  
 Bird Houses by Keske Ent .....Crystal, MN  
 Companion Animals Humane Society .....St. Paul, MN  
 Custom Cat Purrrniture .....St. Paul, MN  
 Fancy Publications .....Lampkin, VI  
 Grand Tail .....Woodbury, MN  
 Hope's Braids .....Brainerd, MN  
 Innovation X One Scoop.....Granger, IN  
 MN Humane Society .....St. Paul, MN  
 MN Purebred Dog  
 Breeders Association .....Bloomington, MN  
 Pet Peddler .....Wichita, KS  
 Pet Vet .....Surprise, AZ  
 Rural Pet Supply .....Libertyville, IL  
 Vermont Nature Creations .....Wells, VT

## Political Organizations

Constitution Party .....Minneapolis, MN  
 Amy Klobuchar for US Senate .....St. Paul, MN  
 Green Party of Minnesota .....Minneapolis, MN  
 Independence Party of MN .....Minneapolis, MN  
 Libertarian Party of MN .....Minneapolis, MN  
 MN AFL-CIO .....St. Paul, MN  
 Minnesota Advocates for Human RightsShoreview, MN  
 MN Democratic Farmer Labor Party .....St. Paul, MN  
 Norm Coleman for U.S. Senate.....St. Paul, MN  
 Republican Party of Minnesota .....St. Paul, MN  
 Senator Norm Coleman.....St. Paul, MN  
 Taxpayers League .....St. Paul, MN

## Religious Organizations

Christian Educational Service .....Thonotosassa, FL  
 Crossroads Chapel.....St. Paul, MN  
 Jewish Community  
 Relations Council.....Minneapolis, MN

MN Conference of  
 Seventh-Day Adventists .....Maple Grove, MN

## Sports & Recreation

3rd Lair Skate Parks.....Minneapolis, MN  
 A & E Enterprise .....Lake Elsinore, CA  
 All American Recreation Inc. ....Bloomington, MN  
 Big Dog Motorcycles .....St. Paul, MN  
 Butterfly House .....Leonard, OK  
 Duluth Pack.....Duluth, MN  
 Eagles View of MN .....Crystal, MN  
 EarthEyes Sports Optical .....Eldorado, FL  
 Frankies Marine, LLC.....Chicago City, MN  
 Golf Connection, The .....Chanhausen, MN  
 Great Expectations .....Edina, MN  
 Great Northern Engineering .....Minneapolis, MN  
 Greater Midwest Marketing Inc. ....Forest Lake, MN  
 Kasswinns Fishing Innovations .....Bloomington, MN  
 Legendary Commemoratives .....Cheyenne, WY  
 Lost Our Marbles.....Manville, NJ  
 Marine Connection Inc. ....Forest Lake, MN  
 Master Z's Dart & Pool Supply.....Waukesha, WI  
 Minnesoftub Inc. ....Mound, MN  
 Minnesota Twins and Club MLB.....Minneapolis, MN  
 MN United Snowmobilers Assn .....Minneapolis, MN  
 Minnesota Vixens Professional Football..Big Lake, MN  
 Minnesota Wild NHL Hockey  
 and Minnesota Swarm.....St. Paul, MN  
 Northland Log Homes .....Somerset, WI  
 November Snowboards .....Minneapolis, MN  
 Outdoor Cooking Store .....White Bear Lake, MN  
 Outdoor News Inc. ....New Hope, MN  
 Personalized Golf Specialties ....Spring Lake Park, MN  
 Pleasureland RV Center.....Anoka, MN  
 Polaris Industries L.P. ....Minneapolis, MN  
 Porta Bote.....Mountain View, CA  
 Pro Motorsports.....Blaine, MN  
 Pure Vision Ent. ....Duncanville, TX  
 RFG Safe & Knife .....Crystal, MN  
 Rainbow Midwest Inc. ....Prior Lake, MN  
 Roll-In Products.....Grand Rapids, MN  
 St. Paul Harley Davidson Buell.....St. Paul, MN  
 St. Paul Saints .....St. Paul, MN  
 Southeastern Minnesota Historic  
 Bluff Country .....Harmony, MN  
 Sports Court of Minneapolis .....Minneapolis, MN  
 Summit Snoboard & Ski .....St. Paul, MN  
 Swimmin' Hole .....Fridley, MN



## OFFICE OF THE LEGISLATIVE AUDITOR

State of Minnesota • James Nobles, Legislative Auditor

### Independent Auditor's Report

Representative Rick Hansen, Chair  
Legislative Audit Commission

Members of the Legislative Audit Commission

Mr. Lyle Steltz, President  
State Agricultural Society Board of Managers

Members of the State Agricultural Society

Mr. Jerry Hammer, Executive Vice President  
State Agricultural Society

We have audited the accompanying statements of net assets of the State Agricultural Society as of October 31, 2006 and 2005, and the related statements of revenues, expenses, and changes in net assets, and statements of cash flows for the years then ended. These financial statements, which collectively comprise the society's basic financial statements, are the responsibility of the society's management. Our responsibility is to express an opinion on those financial statements based on our audit. We did not audit the financial statements of the Minnesota State Fair Foundation, a discretely presented component unit of the State Agricultural Society. Those financial statements were audited by other auditors whose report thereon has been furnished to us, and our opinion, insofar as it relates to the amounts included for the Minnesota State Fair Foundation, is based solely on the report of the other auditors.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. The financial statements of the Minnesota State Fair Foundation were not audited in accordance with *Government Auditing Standards*. The audit 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 and the report of the other auditors provide a reasonable basis for our opinion.

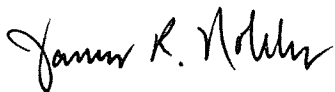
In our opinion, based on our audit and the report of the other auditors, the financial statements referred to above present fairly, in all material respects, the respective financial position of the State Agricultural Society and the Minnesota State Fair Foundation as of October 31, 2006 and 2005, and the respective changes in financial position and cash flows thereof for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Representative Rick Hansen, Chair  
Members of the Legislative Audit Commission  
Mr. Lyle Steltz, President  
Members of the State Agricultural Society  
Mr. Jerry Hammer, Executive Vice President  
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In accordance with *Government Auditing Standards*, we have also issued our report dated March 19, 2007, on our consideration of the society's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

Management's Discussion and Analysis is not a required part of the society's basic financial statements, but is supplementary information required by accounting principles generally accepted in the United States of America. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

Our audit was conducted for the purpose of forming an opinion on the society's basic financial statements. The accompanying supporting Schedule of Revenue and Expenses is presented for purposes of additional analysis and is not a required part of the society's basic financial statements. Such information has been subjected to the auditing procedures applied by us in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.



James R. Nobles  
Legislative Auditor



Cecile M. Ferkul, CPA  
Deputy Legislative Auditor

March 19, 2007

# MINNESOTA STATE FAIR

## Financial Information

### Management Discussion and Analysis

The Minnesota State Agricultural Society produces the annual Minnesota State Fair, and manages the State Fairgrounds. The Society is a quasi-state agency, and operates with no public subsidy of any kind for any purpose. The costs to produce the annual State Fair and all capital and maintenance improvements to the historic State Fairgrounds, are financed completely with revenue earned by the Society. Following is an analysis of the Society's financial activities and performance during the two fiscal years ended October 31, 2006 and 2005, along with detailed financial statements and supplementary information.

The Minnesota State Fair Foundation was established in 2001 as a tax exempt 501 (c)(3) nonprofit corporation with the exclusive mission of raising funds to assist the Society in improving and maintaining the State Fairgrounds. Comparative Foundation financial statements for fiscal years 2006 and 2005 are presented as a component unit of the Society.

### Overview of the Financial Statements

The Society's financial statements are accounted for as an enterprise fund, which operates in a manner similar to private business enterprises. Income and expenses for the year are presented in the Statement of Revenue, Expenses and Changes in Net Assets; this statement serves to determine if the Society has earned an acceptable level of net income. Next, the Statement of Net Assets outlines all of the Society's assets and liabilities, and includes detailed discussion of fixed assets—namely, the State Fairgrounds and its facilities. Finally, the Statement of Cash Flows provides information on cash receipts and payments generated from operations, as well as finance and investment activities that occurred during the year.

### Income and Expense

The State Fair realized a net operating gain of \$2.3 million in 2006, based upon gross revenues of \$33.7 million and gross expenses of \$31.4 million. The previous year showed a net operating gain of \$1.3 million from income of \$30.8 million and expenses of \$29.5 million. State Fair income is earned primarily from three sources: ticket sales, licensing of commercial exhibit space, and the rental of fair facilities for non-fair events.

In a typical year ticket sales represent two-thirds of the State Fair's gross annual income. In 2006, the ticket sales total of \$21 million was earned chiefly through sales of outside gate tickets (\$11.5 million), Mighty Midway and Kidway tickets (\$5.4 million) and Grandstand tickets (\$2.8 million).

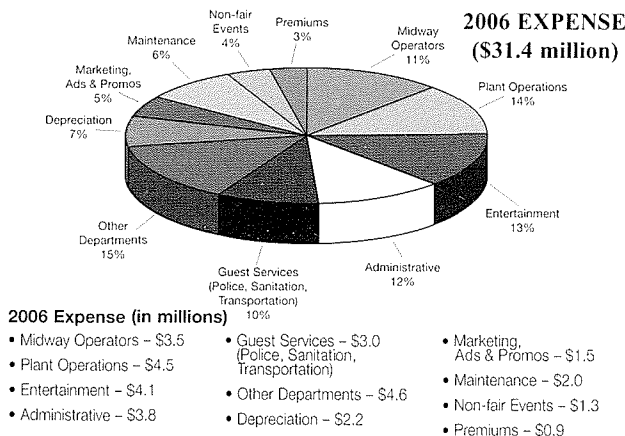
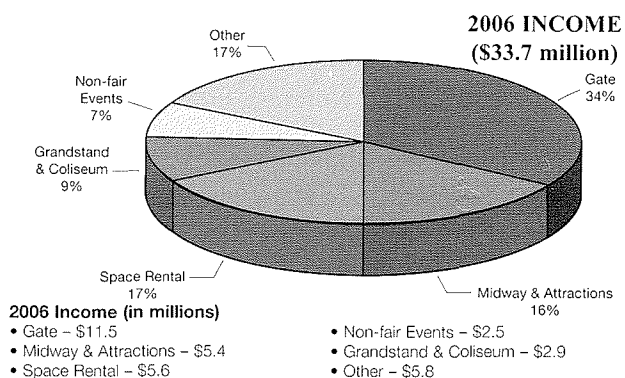
For the third straight year, the fair experienced significant rainfall on Labor Day weekend; washing out the afternoon and evening of the fair's second Sunday. Wet weather was also a factor on several other days. Despite the bad weather, attendance increased by 51,000 for the 12-day event. Net income rose from \$1.3 million in '05 to \$2.4 million in '06 largely due to the increase in attendance and an increase in contributions to the Society from the State Fair Foundation.

As with most business enterprises, expenses are very diverse. The State Fair provides extensive services to fair visitors that include police protection (\$1.1 million), sanitation (\$791,000) and Park & Ride buses (\$1.1 million). Other expenses include Grandstand and free entertainment (\$4.1 million), fairgrounds plant operations (\$4.5 million) and maintenance and depreciation of State Fair facilities (\$4.2 million).

A detailed breakdown of the State Fair's income and expense are included in the Income and Expense Supporting Schedules on pages 27-29.

### Revenues, Expenses and Changes in Net Assets

	2006	2005	2004
Ticket Sales	\$20,969,000	\$20,132,000	\$18,085,000
Activities	6,680,000	6,333,000	5,292,000
Other	4,504,000	4,267,000	4,640,000
Non-operating Revenue			
Grant Revenue	<u>1,512,000</u>	<u>84,000</u>	<u>106,000</u>
Total Revenue	33,665,000	30,816,000	28,123,000
Operating Expense			
Activities & Support	16,108,000	15,147,000	14,091,000
General Operations	15,270,000	14,364,000	14,050,000
Total Expense	31,378,000	29,511,000	28,141,000
Changes in Net Assets	2,287,000	1,305,000	(18,000)
Beginning Net Assets	32,736,000	31,431,000	31,253,000
Prior Period Adjustment			196,000
Beginning Net Assets, adjusted	32,736,000	31,431,000	31,449,000
Ending Net Assets	<u>\$35,023,000</u>	<u>\$32,736,000</u>	<u>\$31,431,000</u>





## ■ Net Assets

The Condensed Statement of Net Assets provides a quick look at the Society's overall financial position; and shows that the direction of the Society's situation is favorable, with net assets increasing \$2,287,000 to a total of \$35.0 million during fiscal 2006.

Over 86% of the Society's net assets - \$30.2 million – represent the Society's continual investment in capital assets (buildings, equipment and infrastructure) that are absolutely necessary to the Society's ability to present the annual exposition and conduct a busy schedule of non-fair events year-around. Invested in net assets, net of related debt, consists of the total value of the assets, less depreciation and outstanding debt attributed to those assets.

## ■ Fixed Assets (The State Fairgrounds)

The State Fair's capital assets consist of: 120 fair-owned structures, land and improvements to the land, personal property and infrastructure including an intricate network of electricity, communications, gas, water and sewer distribution systems. Structures include everything from small permanent information and ticket booths to the Coliseum and the massive Grandstand. Most of the State Fair's significant structures and utilities date back to WPA days in the '30s and very early '40s. Some buildings are even older, such as the Grandstand (1909), Arts Center (1907) and Progress Center (1907).

### CONDENSED STATEMENT OF NET ASSETS

	2006	2005	2004
Current & Other Assets	\$7,304,000	\$7,994,000	\$6,630,000
Capital Assets	<u>40,184,000</u>	<u>37,748,000</u>	<u>39,176,000</u>
Total Assets	47,488,000	45,742,000	45,806,000
Long Term Debt	9,605,000	10,025,000	10,430,000
Other Liabilities	<u>2,860,000</u>	<u>2,981,000</u>	<u>3,945,000</u>
Total Liabilities	12,465,000	13,006,000	14,375,000
Invested in Capital Assets, Net of Related Debt	30,159,000	27,318,000	28,351,000
Restricted	1,764,000	1,761,000	1,798,000
Unrestricted	<u>3,100,000</u>	<u>3,657,000</u>	<u>1,282,000</u>
Total Net Assets	<u>\$35,023,000</u>	<u>\$32,736,000</u>	<u>\$31,431,000</u>

In 2005, the State Fair invested \$700,000 in capital improvements. Major improvements completed during the year included \$186,000 for the construction of a Grandstand access ramp, \$269,000 for upgrades in the fairgrounds electrical system and \$99,000 for the installation of hand washing stations in our livestock area. In '04, the largest capital project was the completion of the \$7.8 million second phase of the Grandstand renovation project. Other 2004 capital projects included the \$753,000 for the construction of a new Grandstand entertainment production facility, \$395,000 for upgrades and improvements to sewer and electrical systems and \$156,000 for the construction of a new greenhouse structure.

The real value of the fair's fixed assets, particularly its structures, is far greater than the net value of \$40.2 million reflected in the financial statements. Building valuation conducted for property insurance purposes place the combined value conservatively at \$165 million.

Additional information on fixed assets can be found in note 3.

## ■ Long-Term Obligations

Long-term debt increased substantially in 2003. After receiving legislative authority, the Society completed an \$11.1 million revenue bond issue in June of 2003 to assist in financing the Grandstand renovation project. During 2006, the bond principal amount was reduced \$405,000. Additional information on long-term debt can be found in the notes accompanying the financial statements.



# ■ **Minnesota State Fair Statement of Net Assets**

For the years ended October 31

2006

2005

## **ASSETS**

### Current assets:

Cash and cash equivalents - Unrestricted	\$ 4,705,826	\$ 3,499,718
Cash and cash equivalents - Restricted	891,121	887,972
Accounts Receivable	340,173	2,218,700
Receivable due from Minnesota State Fair Foundation		
Accrued interest receivable	-	242
Prepaid expenses	195,136	148,656
Total current assets	6,132,256	6,755,288

### Non-current assets:

Cash and cash equivalents - Restricted Debt Service Reserve	873,407	873,405
Note Receivable	-	21,635
Receivable due from Minnesota State Fair Foundation	298,504	343,993

Capital Assets, Net of related depreciation	40,183,971	37,748,226
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Total assets	\$ 47,488,138	\$ 45,742,547
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## **LIABILITIES**

### Current liabilities:

Accounts payable	\$ 1,639,044	\$ 1,893,784
Accrued salaries	226,796	205,267
Deferred income	253,856	207,838
Bond interest payable	58,250	59,794
Bond payable - current	420,000	405,000
Total current liabilities	2,597,946	2,771,683

### Noncurrent liabilities:

Due in more than one year	9,605,000	10,025,000
Unamortized bond discount	(211,443)	(223,881)
Compensated absences	473,514	433,057

Total liabilities	\$ 12,465,017	\$ 13,005,859
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## **NET ASSETS**

Invested in capital assets, net of related debt	\$ 30,158,971	\$ 27,318,226
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### Restricted for:

Debt Service	1,751,814	1,749,223
Capital Improvements	12,714	12,154

Unrestricted assets	3,099,622	3,657,085
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Total net assets	35,023,121	32,736,688
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<b>Total liabilities and net assets</b>	<b>\$ 47,488,138</b>	<b>\$ 46,742,547</b>
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The notes to the financial statements are in integral part of this statement.

# **■ Minnesota State Fair Foundation** **Statements of Financial Position**

For the years ended October 31

2006

2005

## **ASSETS:**

Cash	\$ 50,603	\$ 250,135
Interest Receivable	11,447	\$-
Contributions Receivable	955,242	704,180
Prepaid Expenses and Other Assets	2,715	4,600
Promotional Materials	2,394	5,271
Merchandise Inventory	9,756	4,867
Certificate of Deposits	443,000	-
Property and Equipment, Net of Accumulated Depreciation of \$9,327 and \$3,911, Respectively	34,681	28,127
<b>Total assets</b>	<b>\$ 1,509,838</b>	<b>\$ 997,180</b>

## **LIABILITIES AND NET ASSETS (DEFICIT):**

### **Liabilities**

Accounts Payable	\$ 11,678	\$ 1,546
Accrued Expenses	7,505	7,174
Payable Due to the Minnesota State Agricultural Society	298,504	286,993
Line of Credit due to the Minnesota State Agricultural Society	-	57,000
<b>Total Liabilities</b>	<b>317,687</b>	<b>352,713</b>

### **Net Assets (Deficit)**

Unrestricted	(138,809)	(133,551)
Temporarily Restricted	1,330,960	778,018
<b>Total Net Assets (Deficit)</b>	<b>1,192,151</b>	<b>644,467</b>
<b>Total Liabilities and Net Assets (Deficit)</b>	<b>\$ 1,509,838</b>	<b>\$ 997,180</b>

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

For the years ended October 31

	2006	2005
<b>OPERATING REVENUES:</b>		
Ticket sales	\$ 20,969,050	\$ 20,131,892
Activities	6,680,139	6,332,607
Other	4,307,742	4,145,328
Total operating revenues	\$ 31,956,931	\$ 30,609,827
<b>OPERATING EXPENSES:</b>		
Administrative	\$ 3,791,622	\$ 3,544,646
Activities and Support	16,107,869	15,147,470
Premiums	919,099	979,027
Plant Operations	4,454,270	3,554,117
Plant Maintenance	1,994,740	2,265,330
Other	1,408,721	1,404,024
Depreciation	2,232,496	2,125,935
Total operating expenses	30,908,817	29,020,549
Operating income	\$ 1,048,114	\$ 1,589,278
<b>NON OPERATING REVENUES (EXPENSES):</b>		
Interest income	\$ 196,419	\$ 122,224
Grant revenue	1,511,726	83,932
Interest expense	(469,418)	(490,161)
Loss on disposal of fixed assets	(408)	-
Net income	2,286,433	1,305,273
Total net assets, beginning of year	\$ 32,736,688	\$ 31,431,415
Net assets, end of year	\$ 35,023,121	\$ 32,736,688

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

# ■ Minnesota State Fair Foundation

## Statements of Activities and Changes in Net Assets

For the Year Ended October 31

	2006			2005		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
<b>REVENUES</b>						
Contributions	\$132,183	\$2,092,365	\$2,224,548	\$87,613	\$867,231	\$954,844
Support from the Minnesota State Agricultural Society	157,889	-	157,889	-	-	-
In-kind Contributions	60,221	-	60,221	74,857	1,500	76,357
Interest	26,465	-	26,465	-	-	-
Net assets Released from Restrictions	1,539,423	(1,539,432)	-	117,226	(117,226)	-
<b>Total</b>	<b>1,916,181</b>	<b>552,942</b>	<b>2,469,123</b>	<b>279,696</b>	<b>751,505</b>	<b>1,031,201</b>
Merchandise sales	74,179	-	74,179	105,119	-	105,119
Less: Cost of goods sold	(12,830)	-	(12,830)	(16,647)	-	(16,647)
Miscellaneous Income	1,126	-	1,126	-	-	-
<b>Net merchandise sales</b>	<b>62,475</b>	<b>-</b>	<b>62,475</b>	<b>88,472</b>	<b>-</b>	<b>88,472</b>
<b>Total revenues</b>	<b>1,978,656</b>	<b>552,942</b>	<b>2,531,598</b>	<b>368,168</b>	<b>751,505</b>	<b>1,119,673</b>
<b>EXPENSES</b>						
Grants to the Minnesota State Agricultural Society	1,511,726	-	1,511,726	83,932	-	83,932
Payroll	254,664	-	254,664	215,373	-	215,373
Professional Services	53,064	-	53,064	45,015	-	45,015
Production Supplies	61,608	-	61,608	25,826	-	25,826
Postage and Mailing	15,461	-	15,461	17,224	-	17,224
Printing and Advertising	36,842	-	36,842	8,409	-	8,409
Rent	11,104	-	11,104	7,225	-	7,225
Incentives and Recognition	1,830	-	1,830	8,366	-	8,366
Office Supplies	1,100	-	1,100	2,413	-	2,413
Loss on Inventory Obsolescence	3,620	-	3,620	9,258	-	9,258
Other	32,895	-	32,895	13,150	-	13,150
<b>Total expenses</b>	<b>1,983,914</b>	<b>-</b>	<b>1,983,914</b>	<b>436,191</b>	<b>-</b>	<b>436,191</b>
<b>CHANGE IN NET ASSETS (DEFICIT)</b>	<b>(5,258)</b>	<b>552,942</b>	<b>547,684</b>	<b>(68,023)</b>	<b>751,505</b>	<b>683,482</b>
Net assets (deficit), Beginning	(133,551)	778,018	644,467	(65,528)	26,513	(39,015)
<b>NET ASSETS (DEFICIT) ENDING</b>	<b>\$(138,809)</b>	<b>\$1,330,960</b>	<b>\$1,192,151</b>	<b>\$(133,551)</b>	<b>\$778,018</b>	<b>\$644,467</b>



# **■ Minnesota State Fair Statement of Cash Flows**

**For the years ended October 31**

## **Cash flow from operating activities:**

	2006	2005
Cash received from operations		
Ticket Sales	\$ 22,423,094	\$ 20,070,314
Activities	6,754,252	6,227,988
Other	4,692,497	4,116,600
Cash payment for operating expenses		
Administration	(3,585,628)	(3,627,727)
Activities	(17,270,723)	(15,682,704)
Plant Operations	(6,520,093)	(5,871,271)
Other	(1,446,682)	(1,269,621)
Net cash provided by operating activities	<u>5,046,717</u>	<u>3,963,579</u>

## **Cash flow from capital and related financing activities**

Payments for acquisition and construction of capital assets	(4,624,245)	(2,256,746)
Disposal of fixed assets	408	-
Principal payments on revenue bonds	(405,000)	(395,000)
Interest payments on revenue bonds	(469,011)	(482,405)
Proceeds from note receivable	21,635	20,033
Net cash provided by capital and related financing activities	<u>(5,476,213)</u>	<u>(3,114,118)</u>

## **Cash flow from non-capital financing activities**

Proceeds from working capital loan	-	1,020,000
Principal payments on working capital loan	-	(1,020,000)
Interest payments on working capital loan	(406)	(9,262)
Grant revenue	1,442,500	69,500
	<u>1,442,094</u>	<u>60,238</u>

## **Cash flow from investing activities**

Interest earnings	196,661	122,447
Net increase (decrease) in cash and cash equivalents	1,209,259	1,032,146
Cash and cash equivalents, beginning of year	5,261,095	4,228,949
<b>Cash and cash equivalents, end of year</b>	<u><u>\$ 6,470,354</u></u>	<u><u>5,261,095</u></u>

## **Reconciliation of operating income to net cash provided by operating activities**

Operating income	\$ 1,048,114	\$ 1,589,278
Adjustments to reconcile operating income to net cash provided by operating activities		
Depreciation	2,232,496	2,125,935
Other non-cash expenses	124,275	29,432
Changes in current operating assets and liabilities		
Current assets: (increase) decrease		
Accounts receivable	1,867,017	(256,812)
Prepaid expenses	(46,480)	(110,985)
Current & Non-current liabilities: increase (decrease)		
Accounts payable	(299,145)	471,945
Salary payable	21,528	19,609
Compensated absences	40,457	20,852
Deferred revenues	46,018	61,887
Unamortized bond discount	12,437	12,438
Total adjustments	<u>3,998,603</u>	<u>2,374,301</u>
<b>Net cash provided by operating activities</b>	<u><u>\$ 5,046,717</u></u>	<u><u>\$3,963,579</u></u>

For fiscal year 2006, accounts payable included capitalized expenses of \$60,935.

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

# ■ Minnesota State Fair Foundation Statement of Cash Flows

For the year ended October 31

	2006	2005
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 547,684	\$ 683,482
Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) in Operating Activities:		
Depreciation	5,416	2,695
Forgiveness of Debt	(57,000)	-
Contribution of Property	(7,500)	(7,500)
Contribution of Merchandise Inventory	(13,625)	(30,612)
Inventory Obsolescence Adjustment	3,620	9,258
(Increase) Decrease in Assets:		
Contributions Receivable	(262,509)	(688,057)
Inventory	7,993	24,090
Prepaid Expenses and Other Assets	1,885	(2,197)
Increase (Decrease) in Liabilities:		
Accounts Payable	10,132	(5,149)
Accrued Expenses	331	4,711
Grants Payable	11,511	(15,000)
Net Cash Provided (Used) by Operating Activities	<u>247,938</u>	<u>(24,279)</u>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
Purchase of Equipment	(4,470)	(11,530)
Purchase of Certificate of Deposits	(443,000)	-
Net Cash Used by Investing Activities	<u>(447,470)</u>	<u>(11,530)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Borrowings from Minnesota State Agricultural Society	<u>-</u>	<u>212,001</u>
<b>INCREASE (DECREASE) IN CASH</b>	(199,532)	176,192
Cash - Beginning of year	<u>250,135</u>	<u>73,943</u>
<b>CASH - END OF YEAR</b>	<u>\$ 50,603</u>	<u>\$ 250,135</u>
<b>SUPPLEMENTAL DISCLOSURES OF NON CASH ITEMS</b>		
Imputed Interest on Zero-Interest Line of Credit	<u>\$ -</u>	<u>\$ 2,917</u>
Gift of Merchandise Inventory	<u>13,625</u>	<u>30,612</u>
Gift of Original Artwork	<u>7,500</u>	<u>7,500</u>

## ■ Footnotes

### NOTE 1: SUMMARY OF ACCOUNTING POLICIES

The Minnesota State Agricultural Society is charged with the conduct of the annual State Fair and the 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 an accrual basis. The Society's accounting practices conform to generally accepted accounting principles as prescribed by the Governmental Accounting Standards Board (GASB). This report includes the Minnesota State Fair Foundation financial statements. Although a legally separate organization, the foundation is considered a component unit of the Society given its resources entirely, or almost entirely benefit the Society, the Society is entitled to these resources and the resources are significant to the Society's operations.

Compensated absences consist of employee vacation and sick leave benefits. These benefits are determined based on a formula with a maximum number of hours accumulated and are payable upon death, termination, or retirement. Compensated absences are reported as non-current liabilities.

Costs of newly acquired assets are capitalized and written off as depreciation charges over their estimated useful lives. Purchases over \$2,000 are capitalized. Depreciation is computed by the straight-line method. The provision for depreciation is calculated based on the following lives:

Electrical system	30 years
Fence & Fixtures	20 years
Gas distribution system	30 years
Land improvements	20 years to 30 years
Personal Property	5 & 10 years
Sewer system	20 years
Structures	20 to 50 years
Water distribution system	20 to 50 years

Equity is classified as net assets and is presented in three components:

1. Invested in capital assets, net of related debt – consists of capital assets, net of accumulated depreciation and any outstanding debt that is attributable to the purchase, construction or improvement of those assets.
2. Restricted net assets – consists of net assets with constraints or restrictions placed on their use by external groups or through enabling legislation.
3. Unrestricted net assets – consists of all other assets that do not meet the criteria of restricted or invested in capital, net of related debt.

### NOTE 2: CASH AND CASH EQUIVALENTS

The Society cash balance is invested in deposit accounts and government obligation funds invested exclusively in short-term government securities that the Society considers to be cash equivalents. Minn.Stat. Sec 118A.03 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. On 10/31/06, the Society had short-term investments of \$7,550,035. Of that

total, \$7,537,766 was invested in repurchase agreements, and \$12,269 was invested in U. S. Treasury and agency obligations.

### Cash and Cash Equivalents of the Minnesota State Agricultural Society for the year ending October 31, 2006:

Cash Equivalents - Restricted	2006	2005
Building Account	\$ 444	\$ 443
Debt Service Account	878,407	875,818
Debt Service Reserve Account	873,408	873,405
Construction Account	<u>12,269</u>	<u>11,711</u>
Total Restricted		
Cash Equivalents	\$ 1,764,528	\$ 1,761,377
Cash Equivalents - Unrestricted	<u>4,705,826</u>	<u>3,499,718</u>
Total Cash Equivalents	\$ <u>6,470,354</u>	\$ <u>5,261,095</u>

Restricted cash equivalents represent funds restricted in application by enabling legislation or by revenue bond sale covenant requirements.

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

Capital assets are recorded at cost and depreciated using the straight-line method over the useful life of the related asset. 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 over their remaining estimated useful life.

	Beginning Balance	Increases	Decreases	Ending Balance
<b>Capital assets, not being depreciated:</b>				
Land	\$2,503,439			\$2,503,439
<b>Capital assets, being depreciated:</b>				
Land				
Improvements	56,734,009	4,270,914	(36,939)	60,967,984
Utility Systems	8,166,345	249,727		8,416,072
Personal Property	1,879,139	148,008	(520,240)	1,506,907
<b>Total Capital Assets, being depreciated:</b>	66,779,493	4,668,649	(557,179)	70,890,963
<b>Less accumulated depreciation for:</b>				
Land				
Improvements	(26,130,742)	(1,730,405)	36,531	(27,824,616)
Utility Systems	(4,186,798)	(263,342)		(4,450,140)
Personal Property	(1,217,166)	(238,749)	520,240	(935,675)
<b>Total accumulated depreciation</b>	(31,534,706)	(2,232,496)	556,771	(33,210,431)
<b>Total capital assets, being depreciated, net</b>	35,244,787	2,436,153	(408)	37,680,532
<b>Total capital assets, net</b>	\$37,748,226	\$2,436,153	(408)	\$40,183,971

## NOTE 4: LONG-TERM OBLIGATIONS

	2006		2005	
	Current	Long-term	Current	Long-Term
Bond Payable	<u>420,000</u>	<u>9,605,000</u>	<u>405,000</u>	<u>\$10,025,000</u>
Total	\$ 420,000	\$9,605,000	\$ 405,000	\$10,025,000
Net Increase\$	<u>15,000</u>	<u>\$(420,000)</u>		
(decrease)				

During 2003, the Minnesota State Agricultural Society issued State Fair Revenue Bonds, Series 2003 in the amount of \$11,110,000. Proceeds from this bond series are being used to provide funds to make capital improvements and major renovations to the Grandstand structure, to fund the Series 2003 debt service reserve requirement and to pay cost of issuance expenses relating to the bonds. The bonds are special, limited obligations of the Society and are not secured by the full faith and credit of the Society. The bonds are payable solely from the revenues of the Fair. A principal payment is made once each year on September 15, commencing September 2004. Interest payments are made semi-annually on each March 15 and September 15, commencing March 15, 2004. The bond interest rates are 3.000% to 5.125%. The bonds mature September 15, 2023.

Annual debt service requirements to maturity for the State Fair Revenue Bonds are as follows:

	Principal	Interest
2007	\$ 420,000	\$ 458,405
2008	430,000	444,755
2009	445,000	429,705
2010	465,000	413,017
2011	480,000	394,418
2012-2016	2,725,000	1,654,606
2017-2021	3,403,000	947,474
2022-2023	<u>1,603,000</u>	<u>125,735</u>
	\$ <u>10,025,000</u>	\$ <u>4,868,115</u>

## NOTE 5: SHORT TERM OBLIGATIONS

During fiscal year 2006, the Society renewed a working capital line of credit in the amount of \$1.5 million for possible short-term financing of fair operations. No money was borrowed against the line of credit during the fiscal year. As of 10/31/06 there was no outstanding balance due on the line of credit.

## NOTE 6: RETIREMENT PLAN

The following pension disclosures are made to comply with GASB Statement No. 27, "Accounting for Pensions by State and Local Government Employees".

### Plan Description

All Society full-time employees must participate and are covered by defined benefit pension plans administered by the Minnesota State Retirement System (MSRS). MSRS administers the State Employees Retirement Fund (SERF) which is a cost-sharing, multiple-employer retirement plan. The payroll for employees covered by MSRS plans for the year ended October 31, was \$3,385,484 for 2005 and \$3,659,579 for 2006. Total Society payroll was \$6,829,543 for 2005 and \$7,287,488 for 2006. MSRS issues a publicly available financial report that includes financial statement and required supplementary information. That report may be obtained by writing to the MSRS plan administrator at the Minnesota State Retirement System, 60 Empire Drive, Suite 300, Saint Paul, Minnesota 55103-3000.

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 1.2 percent of a five high year salary for the first ten years of service, then 1.7 percent for each year thereafter. Under the Level Formula, the annual accrual amount is 1.7 percent for each year of service. A full annuity is available when age plus years of service equal 90 for annuities calculated with the Step Formula.

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

### Funding Policy

Minnesota Statutes, Chapter 352 sets the rate for employee and employer contributions. Contributions are made to the fund by employees and the Society based on a percentage of gross salaries. The total required contribution rate was 8%; the employee and the employer each have a contribution rate of 4%. Employer contributions, which equaled the required contributions for the year, were \$134,841 for 2004, \$135,420 for 2005 and \$142,348 for 2006.

### Related Party Investments

As of October 31, 2006, and for the fiscal year then ended, MSRS held no securities issued by the Society or other related parties.

### Deferred Compensation

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

## NOTE 7: RESTRICTED NET ASSETS

These represent funds that are reported separately, due to restrictions in place required by bond obligations or enabling legislation, that mandate how these funds are applied by the Society. These assets are for debt service payments and capital improvements.

## NOTE 8: DISAGGREGATION OF RECEIVABLE AND PAYABLE BALANCES

**Receivables: Accounts receivable balances for the years ended October 31**

	2006	2005
Tickets	\$ 13,399	\$ 1,467,565
Activities	<u>134,006</u>	<u>208,120</u>
Other	<u>491,272</u>	<u>830,008</u>
Receivables, net	\$ 638,677	\$ 2,505,693

All receivable balances are expected to be received in the subsequent year. The 2005 account receivable balance reflects the action taken by the Fair in January 2006 to forgive \$57,000

due to the Fair from the Foundation.

**Payables: Accounts payable balances for the years ended October 31**

	2006	2005
Administration	\$ 197,798	\$ 37,733
Activities	861,842	1,070,406
Plant Operations	345,311	507,054
Capitalized	<u>173,158</u>	<u>16,531</u>
Other	60,935	262,060
Total Payable	<u>\$ 1,639,044</u>	<u>\$ 1,893,784</u>

**NOTE 9: FOUNDATION**

The Minnesota State Fair Foundation is a supporting organization of the Minnesota State Agricultural Society. The Foundation is a tax-exempt not-for-profit corporation, established in August 2002 following the passage of enabling legislation signed into law by the governor, and and governed by a board of directors. The Foundation was established to secure and provide funding and gifts-in-kind all of a nature acceptable to the Fair to be used in the preservation, restoration and improvement of the Minnesota State Fairgrounds, and to support State Fair educational, agricultural, and scientific programs. The Foundation is supported primarily from public and private contributions, merchandise sales, in-kind contributions and volunteer time.

The following are significant notes to the Minnesota State Fair Foundation financial statements:

Financial Statement Presentation

Net assets, revenues, expenses, gain and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

Unrestricted

Resources over which the Board of Directors has discretionary control. Designated amounts represent those revenues which the Board has set aside for a particular purpose.

Temporarily Restricted

Those resources subject to donor imposed restrictions which will be satisfied by actions of the Foundation or passage of time.

Permanently Restricted

Those resources subject to donor imposed restrictions which will be satisfied by actions of the Foundation or passage of time.

Permanently Restricted

Those resources subject to a donor imposed restriction that they be maintained permanently by the Foundation. The donors of these resources permitted the Foundation to use all or part of the income earned, including capital appreciation, or related investments for unrestricted or temporarily restricted purposes.

Contributions Receivable

Pledges to give that are expected to be collected within one year are recorded at their net realizable value. Pledges that are expected to be collected in future years are recorded at the present value of the amounts expected to be collected. The discounts on those amounts are computed using an imputed interest rate applicable to the year in which the pledge is received. Amortization of the discount is included in the contribution revenue. Conditional pledges are not included as support until such time as the conditions are substantially met. The Foundation currently does not have conditional pledges.

Revenue Recognition

Contributions, including unconditional promises to give, are recognized as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

All donor-restricted support is reported as an increase in the temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions.

Unconditional contribution pledges are recognized as revenues or gains in the period received and as assets, decreases in liabilities, or expenses depending on the form of the benefits received. Conditional contributions are recognized when the conditions on which they depend are substantially met. Gifts and bequests are recognized when it has been determined that there is a legal right to the gift or bequest and the actual amount has been determined.

Foundation financial statements can be obtained by writing to Minnesota State Fair Foundation, 1265 N. Snelling Avenue, Saint Paul, Minnesota 55108.

**NOTE 10: RELATED PARTY TRANSACTIONS**

In accordance with an agreement between the Foundation and the Fair, the Fair has provided the following:

An unsecured, \$125,000, interest-free line of credit.

As of October 31, 2005, the Foundation had drawn \$57,000 on this line of credit. The Fair forgave this debt in the year ended October 31, 2006 and this is not an outstanding amount as of October 31, 2006

Full use and occupancy of a fairground building rent-free, including telephone and computer service.

Payroll and limited staff support services.

During the year ended October 31, 2006, the Foundation has outstanding payables due to the Fair of approximately \$299,000, related to payroll and other compensation-related expenses. During the year ended October 31, 2006, the Fair contributed payroll expenses of \$100,889. At its January 12, 2007 board of managers meeting, the Fair resolved to continue their support of the Foundation during the fiscal year ending October 31, 2007.

The employees of the Fair have made significant contributions of their time to the Foundation's activities. These uncompensated services are included in the agreement between the Fair and the Foundation. Additionally, volunteers have donated time to the Foundation in various capacities. No amounts have been included in the statements for donated services, since the services do not meet established criteria for recognition. These criteria require the donated services create or enhance nonfinancial assets, require specialized skills which would be purchased if not donated, and have an objective basis for measurement.

Grants to the Minnesota State Agricultural Society

During the year ended October 31, 2006, the Foundation transferred bricks and benches valued at \$50,258, the CHS Miracle of Birth Center valued at \$1,163,419, \$173,063 for the Bailey House, \$122,500 for the Warner Coliseum and \$2,486 for other miscellaneous gifts, for a total of \$1,511,726. During the year ended October 31, 2005, the Foundation transferred bricks, benches and other miscellaneous property valued at \$83,932.



# ■ **Minnesota State Fair** **Supporting Schedule – Revenue and Expenses**

For the years ended October 31	2006	2005
<b>OPERATING INCOME</b>		
Ticket sales:		
Carnival	\$5,350,969	\$5,217,945
Coliseum	153,318	159,617
Grandstand	2,794,953	2,529,167
Outside gate	11,526,663	11,060,365
Parking	1,143,147	1,164,798
<b>Total ticket sales</b>	<b>20,969,050</b>	<b>20,131,892</b>
Activities:		
Box office	273,933	205,391
Campgrounds	107,829	107,881
Carnival	93,536	95,895
Competition	289,929	303,546
Entertainment	28,985	28,760
Forage	16,992	14,350
4-H Auction	241,435	231,410
Public safety	9,899	8,747
Sales	5,617,601	5,336,627
<b>Total activities</b>	<b>6,680,139</b>	<b>6,332,607</b>
Other:		
Beef Expo	80,410	93,085
Licensee Utilities	234,392	221,183
Miscellaneous	40,084	20,333
Non-fair events	2,462,012	2,441,397
Sale of bulk milk	6,638	12,350
Sale of market animals	121,123	178,340
Sponsorships	704,804	651,116
Telephone	112,974	129,491
Utility Assessments	545,305	398,033
<b>Total other</b>	<b>4,307,742</b>	<b>4,145,328</b>
<b>TOTAL OPERATING INCOME</b>	<b>31,956,931</b>	<b>30,609,827</b>
<b>OPERATING EXPENSES</b>		
For the years ended October 31	2006	2005
Administrative:		
Administrative Services	684,512	529,851
Annual meeting	11,733	12,268
Bad debt	2,666	3,757
Board honorarium	10,400	10,400
Computer	362,774	338,675
Dues and subscriptions	16,673	16,887
Insurance	194,349	265,080
Legal services	62,856	58,011
Legislative audit	44,235	49,114
Medical insurance	606,311	593,463
Paid leave	542,943	489,455
Postage and mailing service	91,350	88,434
Printing and supplies	93,005	78,827
Retirement fund	152,056	153,406
Social security	535,406	508,311
Telephone	209,041	199,283
Travel expense	69,578	60,752
Unemployment compensation	30,211	20,736
Workers compensation	71,523	67,936
<b>Total administrative</b>	<b>3,791,622</b>	<b>3,544,646</b>

Activities and Support:

Admissions	178,151	178,121
Advertising	764,832	723,261
Bee culture	8,970	8,710
Beef Expo	55,187	64,650
Box office	230,224	224,286
Campground	53,495	55,268
Carnival	4,037,240	3,955,788
Cattle	96,499	105,973
Christmas tree	5,127	5,084
Competition	354,189	343,926
Creative activities	66,556	64,752
Dairy products	1,093	413
Dog trials	2,587	2,538
Education	25,860	26,145
Farm crops	20,810	19,617
Finance	219,392	202,657
Fine arts	28,024	27,378
Flower and agriculture shows	45,600	44,200
Flowers	8,803	8,115
Forage	72,661	42,758
4-H Club	216,666	189,991
Free entertainment	932,605	879,039
Fruit	11,225	9,541
FFA	50,536	57,355
Gate tickets	206,883	201,041
Goats	5,275	5,140
Grandstand - concerts	3,124,044	2,872,429
Heritage exhibits	9,167	9,097
Horse and rodeo	244,990	242,602
Llamas	3,283	2,015
Marketing	568,718	490,515
Park & Ride	1,095,261	1,116,131
Parking	182,598	177,307
Poultry	14,411	18,456
Public safety	1,126,657	865,155
Sales	948,423	902,539
Sanitation	791,435	769,290
Senior citizens	12,463	10,482
Sheep	7,730	6,878
Swine	13,374	12,354
Ticket audit	10,483	10,161
Ticket promotion	194,373	165,721
Trams	31,680	-
Transportation	21,687	22,728
Vegetables	8,602	7,863
<b>Total activities and support</b>	<b>16,107,869</b>	<b>15,147,470</b>

Premiums:

Bee culture	3,926	3,685
Beef Expo	18,341	18,192
Cattle	106,164	108,067
Christmas tree	2,965	2,955
Creative activities	14,364	13,047
Dairy products	1,085	1,055
Dog trials	1,055	1,070
Education	11,507	9,910
Farm crops	14,354	13,789
Fine arts	10,050	10,350
Flowers	1,933	1,790
4-H Auction	236,200	230,600
4-H Club	70,891	70,562
Fruit	2,421	1,834
FFA	75,066	74,305
Goat	15,995	16,311
Horse	90,595	90,400

Llama	4,175	4,300
Poultry	10,534	11,137
Rural youth scholarships	20,000	20,000
Sale of bulk milk	5,241	8,746
Sale of market animals	121,122	178,340
Sheep	30,251	28,855
Swine	32,638	35,493
Talent contest	13,620	13,620
Tree sculpture contest	-	5,000
Vegetables	4,606	5,614
<b>Total premiums</b>	<b>919,099</b>	<b>979,027</b>
Other:		
Miscellaneous	59,334	41,452
Non-fair events	1,303,669	1,318,821
Veterinarian service	45,718	43,751
<b>Total other</b>	<b>1,408,721</b>	<b>1,404,024</b>
Plant operations:		
Architectural and engineering	208,622	34,447
Fire and police service	92,625	101,482
Fuel, oil and gasoline	98,316	71,114
Greenhouse	238,406	185,659
Operations	286,827	279,647
Property tax and assessments	6,128	1,784
Salaries and contract services	1,456,992	928,662
Set-up and take-down	1,065,385	1,071,443
Signs	88,652	73,448
Supplies	102,174	83,797
Utilities	573,676	517,893
Watchmen	61,949	69,924
Water and sewer	174,518	134,817
<b>Total plant operations</b>	<b>4,454,270</b>	<b>3,554,117</b>
Plant maintenance:		
Electric system	383,123	456,377
Fence and fixtures	43,559	21,844
Gas system	675	185
Land	142,669	353,559
Personal property	350,820	194,108
Sewer system	21,012	13,370
Streets and sidewalks	272,804	280,875
Structures	576,211	758,404
Vehicles	149,778	144,464
Water system	54,089	42,144
<b>Total plant maintenance</b>	<b>1,994,740</b>	<b>2,265,330</b>
Depreciation:		
Electric system	116,242	108,679
Fence and fixtures	46,646	45,036
Gas system	627	632
Land improvement	130,151	132,452
Personal property	238,750	282,059
Sewer system	128,791	129,169
Structures	1,553,607	1,410,989
Water system	17,682	16,919
<b>Total depreciation</b>	<b>2,232,496</b>	<b>2,125,935</b>
<b>TOTAL OPERATING EXPENSE</b>	<b>30,908,817</b>	<b>29,020,549</b>
Net operating income	1,048,114	1,589,278
<b>NON-OPERATING INCOME (EXPENSES)</b>		
Interest income	196,419	122,224
Grant revenue	1,511,726	83,932
Interest expense	(469,418)	(490,161)
Loss on disposal of fixed assets	(408)	-
<b>NET INCOME</b>	<b>\$2,286,433</b>	<b>\$1,305,273</b>



## OFFICE OF THE LEGISLATIVE AUDITOR

State of Minnesota • James Nobles, Legislative Auditor

Representative Rick Hansen, Chair  
Legislative Audit Commission

Members of the Legislative Audit Commission

Mr. Lyle Steltz, President  
State Agricultural Society Board of Managers

Members of the State Agricultural Society

Mr. Jerry Hammer, Executive Vice President  
State Agricultural Society

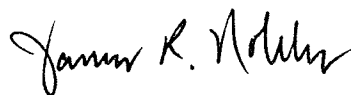
In auditing the State Agricultural Society's financial statements for the year ended October 31, 2006, we considered the society's internal controls over financial reporting and tested the society's compliance with significant legal provisions. This report contains our finding and recommendation. However, given the limited nature of our audit work, we do not express an overall opinion on the effectiveness of the society's internal controls or compliance. In addition, our work may not have identified all significant control deficiencies or instances of noncompliance with legal requirements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States. These standards require that we communicate significant internal control deficiencies and noncompliance to management and those charged with governance. We consider the internal control deficiency described in Finding 1 in the accompanying section, entitled Current Finding and Recommendation, to be a reportable condition. According to the auditing standards, reportable conditions indicate significant deficiencies in the design or operation of one or more of the internal control components that do not reduce to a relatively low level the risk that misstatements caused by error or fraud 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.

Management's response to our finding and recommendation is presented in the accompanying section of this report titled, Agency Response. We did not audit the response and, accordingly, we express no opinion on it.

## State Agricultural Society

This report is intended solely for the information and use of the State Agricultural Society's management and the Legislative Audit Commission and is not intended to be and should not be used by anyone other than these specified parties. This restriction is not intended to limit the distribution of this report, which was released as a public document on June 14, 2007.



James R. Nobles  
Legislative Auditor



Cecile M. Ferkul, CPA, CISA  
Deputy Legislative Auditor

March 19, 2007

## State Agricultural Society

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### Current Finding and Recommendation

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- 1. The State Agricultural Society did not adequately separate duties to ensure coliseum and grandstand ticket sales remitted by a contract vendor were properly safeguarded.**

The society did not adequately separate duties when depositing \$2.5 million of coliseum and grandstand ticket receipts. The society contracted with a company to sell tickets to coliseum and grandstand events. The vendor processed telephone and internet sales and remitted weekly sales reports and checks to the society for the total sales amount less applicable service fees. The society did not adequately separate duties over the accounting for these funds upon receipt; one of the society's employees who had access to the checks also maintained the accounting records and prepared the monthly bank reconciliations. There were no mitigating controls, such as an independent review of the sales reports and bank deposits, to ensure the propriety of those transactions.

Good internal controls require that duties be separated so that a person who has access to receipts cannot either post transactions to the accounting system or prepare the bank reconciliations. Without proper separation of duties, errors in accounting for the deposits or misappropriation of coliseum and grandstand ticket receipts could go undetected.

#### *Recommendation*

- The society should separate duties involving the deposit of coliseum and grandstand ticket receipts from the record keeping and reconciliation responsibilities.*

## **State Agricultural Society**

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### **Status of Prior Audit Issues As of March 19, 2007**

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#### **Most Recent Audit**

The Office of the Legislative Auditor performs an annual audit of the State Agricultural Society. Legislative Audit Report 06-15, dated May 24, 2006, covered the fiscal year ended October 31, 2005. The audit scope included those areas material to the society's financial statements. The report did not contain any findings.



THE GREAT MINNESOTA GET-TOGETHER  
TWELVE DAYS OF **FUN** ENDING LABOR DAY

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

June 8, 2007

Dear Jim,

Following is the State Agricultural Society's response to the finding in the draft report of the OLA's audit:

The State Fair contracts with Ticketmaster as a vendor to provide retail ticket sales services for Grandstand and Coliseum events. The vendor's standard operating procedure has been to send checks for ticket sales revenue on a weekly basis to the State Fair box office manager who, in turn, has forwarded the check to the fair's controller for audit prior to deposit. As part of the process, the fair has annually maintained and provided to the legislative auditor complete documentation verifying the accuracy of all accounts and deposits related to Grandstand and Coliseum ticket sales activity. This process has not changed since 2000 – the first year that the Society contracted with Ticketmaster. Nevertheless, the vendor and the Society are establishing a new method of ticket revenue transfer that involves electronic direct deposit.

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

Sincerely,

Jerry Hammer  
Executive Vice President





**MINNESOTA STATE AGRICULTURAL SOCIETY  
ANNUAL MEETING**

**January 13-14-15, 2006**

**Sheraton Bloomington Hotel, Bloomington**

The 147th annual meeting of the Society, held in conjunction with the annual conventions of the Minnesota Federation of County Fairs and the Midwest Showmen's Association, opened Friday Jan. 13 at the Radisson South Hotel in Bloomington, Minn.

**MEETING OF THE BOARD OF MANAGERS**

**10:15 a.m. Friday Jan. 13, 2006**

**Members present:** Clarice Schmidt, president; Joe Fox, vice president; D. J. Leary, vice president; Denny Baker; Jim Foss; Bob Lake; John Paulmann; Al Paulson; Lyle Steltz; Chauncey Wargin; Jerry Hammer, secretary.

**Also present:** Steve Pooch; Jim Sinclair; Brian Hudalla; Renee Pearson; Marshall Jacobson; Mary Mannion; Mark Birk; Steve Grans; Pam Mix; Carol Doyle; Pam Simon; Brigid McGough; Wally LeVesseur; Susan Lynskey; Kathleen Sertich; Kristen Wollin; Tiffany Bauer; Kay Cady; James Hamilton; and Brienna Schuette.

President Schmidt called the meeting to order at 10:20 a.m.

Mr. Hammer reported on the Society's finances, including review of revenue and expense sources, annual cash flow, 10-year history of capital improvements and maintenance projects and proposed operating and capital budgets for '06. Mr. Hammer also reviewed the State Fair's pricing structures and revenue sources as compared to other major expositions in North America. Information only; no action required.

On a motion by Mr. Leary, seconded by Mr. Baker and carried, the Society's capitalization level was increased from \$1,000 to \$2,000 (Aye-9; Nay-0).

Ms. Pearson presented a detailed report on Grandstand revenue and expense for the '05 State Fair, showing a net operating gain of \$928,000. Information only; no action required.

Mr. Fox reported on a meeting of the State Fair Foundation's audit committee conducted earlier that week, and offered the following resolution:

WHEREAS, the Minnesota State Fair Foundation was established by the Society as a non-profit public charity to assist the State Fair with capital projects and support its educational and scientific programs consistent with the public good, and

WHEREAS, the Society is committed to support the long-term growth and development of the Foundation for the betterment of the State Fair and, ultimately, to the great benefit of all Minnesotans, therefore be it

RESOLVED, that the Society recognize the substantial benefits provided to the Fair by the Foundation by paying the compensation of the Foundation's executive director for 48 months effective Jan. 1, 2006, and

RESOLVED, that the Society forgive the \$57,000 line of credit debt owed by the Foundation.

After discussion, the resolution was adopted on a motion by Mr. Lake, seconded by Mr. Paulson and carried (Aye-9; Nay-0).

Executive committee members President Schmidt, Mr. Steltz, Mr. Leary and Mr. Fox reported on their meeting conducted earlier that morning with members of the Office of the Legislative Auditor as part of the OLA's annual audit of the Society. Information only; no action required.

President Schmidt declared the meeting adjourned at 11:50 a.m.

**MEETING OF THE BOARD'S SALES COMMITTEE**

**2:30 p.m. Friday Jan. 13, 2006**

**Members present:** D. J. Leary, chairman; Denny Baker; Joe Fox; Jim Foss; Bob Lake; John Paulmann; Al Paulson; Lyle Steltz; Chauncey Wargin; Clarice Schmidt, ex officio; Jerry Hammer, ex officio; Jim Sinclair, ex officio.

**Also present:** Steve Pooch; Marshall Jacobson; Brian Hudalla; Renee Pearson; Mary Mannion; Mark Birk; Dennis Larson; Pam Simon; Carol Doyle; Steve Grans; Mary Pittelko; Pam Mix; Wally LeVesseur; Kathleen Sertich; Susan Lynskey; Tiffany Bauer; and Brienna Schuette.

Chairman Leary called the meeting to order at 2:35 p.m.

The '05 State Fair sales revenue report, originally presented at

the Nov. 7, 2005, meeting of the board, was approved on a motion by Mr. Wargin, seconded by Mr. Lake and carried (Aye-8; Nay-0).

Sinclair presented the following list of concessionaires and proposed 2006 percentage-of-revenue license fees for each which was approved on a motion by Mr. Foss, seconded by Mr. Lake and carried (Aye-8; Nay-0):

CONCESSIONAIRE	ATTRACTION	2005 %	2006 %
D.M.C. Inc.	Skyride	20%	25%
Big Adventures, Inc.	Turbo Bungy	25%	25%
Big Adventures, Inc.	Rock Climbing Wall	25%	25%
Giant Ride, Inc.	Giant Slide	30%	30%
Grandstand Artist	Artist Wearables Merchandise Sales and Recordings	10%	10%
K & M Recreation, Inc.	Haunted House	30%	30%
Tinsley Amusements, Inc.	Carousel	40%	40%
Mighty Midway and Kidway	Rides and Shows	43%	43%
	Games of Skill	22%	22%
River Raft Ride, Inc.	Raft Ride & Pirate Tag	0% up to \$80,000; 10% of \$80,000-\$150,000; 25% over \$150,000	0% up to \$80,000; 10% of \$80,000-\$150,000; 25% over \$150,000
RTE Operations Services, LLC	Virtual Reality Game	25%	25%
Skyscraper Two, Ltd.	Skyscraper	25%	25%
Sky High Thrill Rides	Sling Shot	23%	23%
Skyfair, Inc.	SkyGlider	30%	30%
Ventnor Place, Inc.	Space Tower	25%	25%
Ye Old Mill Amusements, Inc.	Canal Boat Ride	25%	25%

The percentage fees above represent the fee(s) payable to the Minnesota State Fair on receipts from ticket sales associated with operation of the preceding attractions. Percentages are applied as follows: state sales tax (6.5%) is deducted from gross receipts and reconciliation between the Minnesota State Fair and concessionaires is made on the net of tax balance.

The following proposed 2006 ticket prices for the attractions listed below, and adjustments to same where indicated, were approved on a motion by Mr. Steltz, seconded by Mr. Lake and carried (Aye-8; Nay-0):

CONCESSIONAIRE	ATTRACTION	2006 TICKET PRICE(S)
Big Adventures, Inc.	<u>Turbo Bungy</u>	\$5.00
Big Adventures, Inc.	<u>Rock Climbing Wall</u>	\$5.00
Skyscraper Two, Ltd.	<u>Skyscraper</u>	\$25.00
Sky High Thrill Rides, Inc.	<u>Sling Shot</u>	\$25.00
RTE Operations Services, LLC	<u>Virtual Reality Game</u>	\$5.00
D.M.C., Inc.	Skyride	\$2.75 one-way* \$4.50 round trip*
Giant Ride, Inc.	Giant Slide	\$2.00
K & M Recreation, Inc.	Haunted House	\$3.50
Tinsley Amusements, Inc.	Carousel	\$2.00

Mighty Midway and Kidway	Rides and Shows and Games of Skill	\$ .75 single \$15.00 for 24 tickets \$30.00 for 50 tickets (4 less tickets) (Advance Purchase) \$10.00 for 20 tickets
River Raft Ride, Inc.	Raft Ride Pirate Tag	\$3.50 \$2.50
Skyfair, Inc.	SkyGlider	\$2.75
Ventnor Place, Inc.	Tower	\$2.00 children* \$3.00 adults*
Ye Old Mill Amusements, Inc.	Canal Boat Ride	\$2.50*

\* = Save \$ .50 from opening until noon on Thurs., 8/24 (Thrifty Thursday), Mon., 8/28 (Seniors & Kids Day), Thurs., 8/31 (Seniors Day) and Mon., Labor Day, 9/4 (Kids Day)

(Attractions underlined are located in Adventure Park and operate on a central ticket system.)

Mr. Larson offered for committee review the following list of beer and wine concessionaires to be issued licenses for such sales at the 2006 State Fair, which was approved on a motion by Mr. Paulson, seconded by Mr. Steltz and carried (Aye-8; Nay-0):

CONCESSIONAIRE	BLOCK LOCATION	BUILDING/ LOT SITE
Andrus Concessions, Inc. (Robert & Joseph Andrus)	Blk. 42	Arcade Building, Spaces 11-15 beer only
Ballpark Cafe (Daniel & David Theisen)	Blk. 35	Crossroads, Space G, outside court beer only
Cafe Caribe (Joel & Mary Chesin)	Blk. 42	Arcade Building, Spaces 1-10 beer only
Chicago Dogs (Bruce & Anne Chesin)	Blk. 35	Crossroads, Space L, east beer only
Crocker's Spaghetti Village, Inc. (James W. Crocker)	Blk. 31	Lots 16-18 beer only
Coasters (Paul & Diana Hohenwald)	Blk. 42	Arcade Building, Spaces 23-32 beer only
Frontier Bar, Inc. (Richard Werner)	Blk. 42	Arcade Building, Spaces 16-22 beer only
*Famous Dave's (Randy Jernberg and Mark Bartholomay)	Blk. 28	Building 289A Beer only
Giggles' Campfire Grill (Timothy Weiss & Doug Holter)	Blk. 19	Lot 1 & 2 beer only
H.M.H. of St. Paul, Inc. (Henry & Ellen Hanten)	Blk. 47	Bazaar, Space A beer only
Hildebrand Concessions, Inc. (Michael & Janice Hildebrand)	Blk. 28	Grandstand Seating Area beer only
Kirschner's Beer Stube (Robert J. Kirschner)	Blk. 45 Blk. 34	Ag-Hort Building, Space H, Bandshell beer only
Midway Men's Club (Albert Petschl)	Blk. 30	Lot S beer only
Ragin Cajun (Ron Jacob & Tom Webster)	Blk. 35	Crossroads, Space H, west beer only

Schumacher's New Prague Hotel (John Schumacher)	Blk. 36	Lot K Minnesota Produced Wine only
T.W. Concessions (Jerry Woldorsky)	Blk. 27	Heritage Square, Space Q beer only
Tejas (Wayne Kostroski & Mark Haugen)	Blk. 35	Crossroads, Space K, north beer only
**Lancer Management Services (Glenn Baron)	Blk. 50	Coliseum, Spaces 113/159, 200/250, 212/213 & 268 beer only

\* = New Location \*\* = New Operator

The following roster of multiple site concessionaires and exhibitors recommended by staff for licensing at the 2006 State Fair was presented by Ms. Simon and approved on a motion by Mr. Paulson, seconded by Mr. Foss and carried (Aye-8; Nay-0):

CONCESSION-EXHIBIT NAME	DESCRIPTION	NUMBER OF SITES
Ben Benson	Bratwurst	2
Cenaiko Enterprises, Inc.	Chamios, Shami Mops-E-Z Can Openers	2
Compmark I Corporation	Space Pix Computer Portrait Products	2
Gary Crutchfield Concessions	Cheese on a Stick	2
Gary Larson	Popcorn, Caramel Corn & Caramel Apples	2
George Funk - Moon Beam Coffee	Leather Crafts-Coffee	2
Giant Ride, Inc.	Giant Slide-Cheese on a Stick	2
Gregory B. Kusick	Cotton Candy	2
Holly's Hobby	Hand Crafts	2
Icee USA Corp.	Icee Frozen Beverages	2
Kirch Enterprises/Gasthaus Edelweiss	Bratwurst-Food and Beverages	2
Kirschners Beer Stube	Hamburgers, Hot Dogs, Chicken, Snacks, Beer	2
Larry Abdo-Gopher State Ice Co.	Pocket pies-Ice (Ice=wholesale permit only)	2
Louise H. O'Neil	Hot Dogs on a Stick	2
Mark Andrew	French Fries-S'Mores	2
MRK-Marquette Financial Group	Financial Services	2
Midwest Dairy Association	Ice Cream, Milk and Dairy Foods	2
Minn. Honey Producers	Honey, Honey Ice Cream & Candy	2
Standi Toys	Die-cast metal toys	2
Jerry Woldorsky	Buffalo burgers & beer	2
Minne-Kabob Foods	Kabobs	2
National Service Company	Jewelry Cleaner	2
Nomar, Inc.	Hokey Sweepers, Dusters, Brooms & Massage Pillows	2
Orange Treet Sales	Orange Treet Drink-Smoothies & Dairy Bar	2
Tina Isaac	Sandwiches - Mo & Joe's Coffee	2

Wee Dazzle	Novelties, Souvenirs & Toys	2
Wozniak Concessions, Inc.	French Fries	2
Edward and Sally Nuebel	Fish & Chips-Nut Products	2
James and Ethel Peters	Hot Dogs-Polish Sausage	2
Delrick Enterprises	Popcorn, Caramel Corn, Caramel Apples and Beverages	2
Minnetonka Moccasin Company	Moccasin Footwear	3
Fred C. O'Neil, Jr.	Hot Dogs on a Stick	3
Gregory J. Tetrault	Ice Cream, Sno Cones, Caramel Apples and Beverages	3
John Tysseling	Fried Mushrooms-Turkey Drumsticks-Apple Fritters	3
Kathy Yahr	Cotton Candy	3
Leah H. O'Neil	Hot Dogs on a Stick	3
Lynn Davis	Ice Cream, Sno Cones, Caramel Apples, Beverages	3
Maxine W. Davis	Ice Cream, Sno Cones, Caramel Apples and Baked Potatoes	3
Robert Crocker	Root Beer	3
Theodore G. O'Neil	Hot Dogs on a Stick	3
Eugene R. LaVaque	Sno Cones	4
Hannasch, Inc.	Sno Cones	4
James Hartley	Cotton Candy	4
Schroder Concessions, Inc.	Popcorn, Caramel Corn, Caramel Apples and Cheese Curds	4
Syndicate Sales Corp.	Vegetable Cutters, Knives, Salsa Maker and PVA Mops	4
Lancer Management Services, Inc.	Food, Beverages & Beer (Coliseum)	4
Hildebrand Concessions, Inc.	Food, Beverages & Beer (Grandstand)	5
Coca Cola	Cola soft drinks and merchandise	5
Dandy Souvenirs	Novelties, Souvenirs & Toys	6

The following comparative reports on the status of multiple-site exhibit and concession licensing were presented by Ms. Simon. Information only; no action required:

**MINNESOTA STATE FAIR  
EXHIBIT AND CONCESSION LICENSE COMPARISON  
1985 - 1990 - 2003 - 2004 - 2005**

Number Of Individual Locations	Held By The Following Number Of Persons				
	1985	1990	2003	2004	2005
1	865	995	1030	1016	1030
2	55	51	34	31	29
3	24	20	11	11	11
4	10	15	7	6	6
5	4	4	1	2	2
6	4	1	2	2	2
7	3	0			
9	1	0			
12	0	0			
13	0	0			
17	0	0			
21	0	1			

23	0				
26	1				
33	1				
Total Number Of Locations Available	1220	1264	1176	1157	1167
Number Of Persons Holding Locations	968	1087	1085	1068	1080
Percentage Of Persons Holding Single Locations	71%	79%	88%	88%	88%
Percentage Of Persons Holding Three (3) Or Fewer Locations	98%	98%	99%	99%	99%
Numbers Of Locations Held By Minnesota Residents	890	894	843	852	844
Percentage Of Locations Held By Minnesota Residents	73%	71%	72%	74%	72%
Number Of States, Canadian Provinces and Foreign Countries Holding Locations			44	47	44

**MINNESOTA STATE FAIR  
FOOD AND BEVERAGE LICENSE COMPARISON  
1975 - 1985 - 2003 - 2004 - 2005**

Number Of Individual Locations	Held By The Following Number Of Persons				
	1975	1985	2003	2004	2005
1	95	147	206	210	213
2	20	29	19	18	17
3	4	14	10	10	10
4	5	6	6	5	5
5	3	2	1	1	2
6	0	2		1	
7	0	0			
9	1	1			
12	1	0			
13	2	0			
14	2				
26	1	1			
32	1				
Total Number Of Locations Available	315	328	303	307	307
Number Of Persons Holding Locations	135	202	242	245	247
Percentage Of Persons Holding Single Locations	30%	45%	68%	68%	69%
Percentage Of Persons Holding Three (3) Or Fewer Locations	88%	94%	97%	97%	97%
Numbers Of Locations Held By Minnesota Residents	158	292	240	244	245
Percentage Of Locations Held By Minnesota Residents	50%	89%	79%	79%	80%

Number Of States And Canadian Provinces Holding Locations	20	20	20
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Mr. Sinclair provided a status report on the Society's acquisition of the concession structure and equipment belonging to Arlo's Fun Foods, Inc. dba Family Tree Café located at 1777 Carnes Ave. (the acquisition was approved at the Nov. 7, 2005 meeting of the board). Mr. Sinclair added that requests for proposals to purchase and operate at the facility were mailed to more than 30 concessionaires.

The committee was provided with a brief update by Mr. Sinclair regarding the Second Judicial District Court's Writ of Execution on behalf of Atlas Distributing, Inc. against the personal property and money of Todd A. Erickson, dba Summit Amusement involving the State Fair Penny Arcade structure located on the fairgrounds at the northwest corner of Dan Patch Avenue and Underwood Street in block # 29. An auction date of Jan. 25, 2006, has been set if the subject judgment is not satisfied.

On a motion by Mr. Baker, seconded by Mr. Steltz and carried, the meeting was adjourned at 3:15 p.m. (Aye-8; Nay-0).

#### MEETINGS OF THE SOCIETY'S MEMBERSHIP, RESOLUTIONS & CREDENTIALS COMMITTEES

The Society's membership committee met at 4 p.m. Friday Jan. 13. Committee members were Lloyd Cordes, Goodhue County; Gary Johnson, Faribault County; Don Hyovalti, Anoka County; Bob Reistad, Ramsey County; D.J. Leary, Hennepin County; Judy Gerth, Mille Lacs County; Rhonda Kramer, Renville County; Jean Jasinsky, St. Louis County.

At 9 a.m. Saturday Jan. 14, the resolutions committee met; members were John Dvorak, Rice County; Roman Barten, Scott County; Mick Campbell, Chisago County; Sharon Stillings, Ramsey County; Susan Johnson, Hennepin County; Al Olson, Crow Wing County; Cheryl Johnson, Kandiyohi County; Valeria Witte, So. St. Louis County; Jan Wollin, Roseau County.

The credentials committee met at 9:30 a.m. Saturday Jan. 14. Committee members were Bruce Busho, Steel County; Barb Benning, Sibley County; Brad Bismark, Chisago County; Todd Levig, Ramsey County; D.J. Leary, Hennepin County; Carole Iten, Sherburne County; Tom Gustafson, Kandiyohi County; Frank Siiro, So. St. Louis County; Mike Wollin, Kittson County.

Reports of action taken by all three committees were presented at the Society's annual business meeting the following day.

#### MEETING OF THE BOARD'S PLANNING COMMITTEE 10:15 a.m. Saturday Jan. 14, 2006

**Members present:** Chairman Joe Fox; Denny Baker; Jim Foss; Bob Lake; D. J. Leary; John Paulmann; Al Paulson; Lyle Steltz; Chauncey Wargin; Clarice Schmidt, ex officio; Jerry Hammer, ex officio; Brian Hudalla, ex officio.

**Also present:** Jim Sinclair; Marshall Jacobson; Mary Mannion; Renee Pearson; Mark Birk; Myron Clasemann; Steve Grans; Swan Melstrom; Neil Boltik; and Brigid McGough.

Chairman Fox called the meeting to order at 10:25 a.m.

Mr. Hammer reviewed the proposed operating budget for 2006, along with its relationship to recommended capital improvements and maintenance projects. Information and discussion only; no action required.

Mr. Hudalla presented a detailed review of proposed improvements and maintenance projects for the coming year. Following is a summary of the complete project list, including projects previously approved at the Nov. 7, 2005 meeting of the board:

#### 2006 MAINTENANCE & IMPROVEMENT BUDGET SUMMARY

A. Structure Improvements:	<u>\$1,100,000</u>
B. Land Improvements:	
BI. Fencing & Fixtures	<u>75,600</u>
BII. Land	<u>25,000</u>
BIII. Sewer System	<u>55,000</u>
BIV. Streets & Sidewalks	<u>54,000</u>
BV. Water Distribution System	<u>20,100</u>
BVI. Gas Distribution System	<u>0</u>
BVII. Land Purchases	<u>0</u>

<b>TOTAL Land Improvements</b>	<u>\$229,700</u>
C. Personal Property	<u>\$192,700</u>
D. Electric Plant	<u>\$187,300</u>

**TOTAL Improvements** \$1,709,700

E. Structure Maintenance: \$633,250

F. Land Maintenance:	
FI. Fencing & Fixtures	<u>51,300</u>
FII. Land	<u>125,000</u>
FIII. Sewer System	<u>40,300</u>
FIV. Streets & Sidewalks	<u>160,000</u>
FV. Water Distribution System	<u>113,300</u>
FVI. Gas Distribution System	<u>2,500</u>

**TOTAL Land Maintenance** \$492,400

G. Personal Property Maintenance	<u>\$272,500</u>
H. Vehicle Maintenance	<u>\$202,500</u>
I. Electric Plant Maintenance	<u>\$304,900</u>

**TOTAL Maintenance** \$1,905,550

**TOTAL Maintenance & Improvements** \$3,615,250

Following discussion, it was moved by Mr. Baker, seconded by Mr. Paulson and carried (Aye-8; Nay-0) to recommend full board approval of the improvements and maintenance budgets as presented. Included in the motion was staff authority to adjust, shift, add or cancel specific line items as appropriate to accommodate changes that occur during the budget year.

Chairman Fox declared the meeting adjourned at 11:10 a.m.

#### SOCIETY DISTRICT CAUCUSES 1:45 p.m. Saturday Jan. 14, 2006

Delegates from the third, seventh and ninth districts met in caucus to certify nominees for election to the Society's board of managers during the Society's general business session the following day. Selected were Byron Anderson of Hugo (third district), Denny Baker of Spicer (seventh district) and Allen Paulson of Shevlin (ninth district).

#### MEETING OF THE LIFE MEMBER ADVISORY COMMITTEE 10:15 a.m. Sunday, Jan. 15, 2006

**Members present:** Clarice Schmidt, chairman; Vern Prokosch; Don Simons; Howard Recknor; and Eileen Roehlke.

**Also present:** James Hamilton and Mark Birk.

Ms. Schmidt called the meeting to order at 10:15 a.m.

Mr. Hamilton gave a report on the Minnesota State Fair Foundation activities occurring during 2005 including the status of fundraising for the Miracle of Birth construction project, enhancing alliances with those who support the mission of the Foundation and highlighting other projects the foundation is currently working on.

Mr. Birk presented a financial report of overall income and expense for the Society from 2005. In addition, the proposed capital improvement and maintenance budget for 2006 was reviewed.

Mr. Simons requested clarification on the procedures for nominations to the Hall of Fame. Ms. Schmidt responded that his concerns will be forwarded to appropriate staff.

There being no further business before the committee, on a motion by Ms. Roehlke, seconded by Mr. Recknor, the committee adjourned at 10:40 a.m.

#### MEETING OF THE BOARD OF MANAGERS 10:30 a.m. Sunday, Jan. 15, 2006

**Members present:** Lyle Steltz, president; Joe Fox, vice president; D. J. Leary, vice president; Jim Foss; John Paulmann; Al Paulson; Bob Lake; Denny Baker; Chauncey Wargin; Sharon Wessel; Jerry Hammer, secretary.

**Also present:** Steve Pooch; Jim Sinclair; Marshall Jacobson; Brian Hudalla; Renee Pearson; Mary Mannion; Cheryl Huber; Dennis Larson; Steve Grans; Swan Melstrom; Mary Pittelko; Wally LeVesseur; Susan Lynskey; Kristen Wollin; and Kay Cady. Chauncey Wargin; Sharon Wessel; Jerry Hammer, secretary.

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

Oaths of office were administered to newly-elected board members as follows: Lyle Steltz of Rush City, president (one-year term); D. J. Leary of Minneapolis, fifth district vice president (two-year term); Sharon Wessel of Hamel, third district manager (remaining two years of Mr. Steltz's unexpired three-year term); Denny Baker of Spicer, seventh district manager (three-year term); and Allen Paulson of Shevlin, ninth district manager (three-year term).

Mr. Leary moved, Mr. Baker seconded and motion carried to re-appoint Jerry Hammer of St. Paul to serve one year as executive vice president of the Society at a salary specified by the board (Aye-9; Nay-0). Oath of office was administered to Mr. Hammer.

The minutes of the Nov. 7, 2005, meeting of the board were approved on a motion by Mr. Fox, seconded by Mr. Foss and carried (Aye-9; Nay-0).

Minutes of interim activities covering the period Nov. 7, 2005, through Jan. 13, 2006, were approved on a motion by Mr. Baker, seconded by Mr. Lake and carried (Aye-9; Nay-0).

Mr. Jacobson presented the financial statement for the month ended Dec. 31, 2005, as follows:

#### MINNESOTA STATE FAIR CASH TRANSACTION SUMMARY Month Ending December 31, 2005

##### GENERAL FUND ACTIVITY:

Cash Balance-Nov. 30, 2005		\$3,459,573
Add: Cash Deposits	\$250,819	
Less: Payroll Ending Dec. 2	(137,771)	
Payroll Ending Dec. 16	(153,199)	
Payroll Ending Dec. 30	(140,849)	
Cash Disbursements	(492,065)	(673,065)
Cash Balance-Dec. 31, 2005		\$2,786,508

##### MARKETABLE SECURITIES ACTIVITY:

Balance-Nov. 30, 2005		\$
Add: Interest Earned		\$
Securities Purchased		
Less: Securities Redeemed		
Balance-Dec. 31, 2005		\$

##### BUILDING FUND ACTIVITY:

Balance-Nov. 30, 2005		\$443
Add: Interest Earned		\$
Securities Purchased		
Less: Securities Redeemed		
Balance-Dec. 31, 2005		\$443

##### CONSTRUCTION FUND ACTIVITY:

Balance-Nov. 30, 2005		\$11,749
Add: Interest Earned	\$40	40
Balance-Dec. 31, 2005		\$11,789

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

	2004	2005
General Fund	\$350,417	\$2,786,508
Petty Cash	5,000	5,100
Marketable Securities	-	-
Building Fund	442	443
Construction Fund	11,433	11,789
<b>Total Cash Balances</b>	<b>\$367,292</b>	<b>\$2,803,840</b>

After discussion, the statement was approved as presented on a motion by Mr. Wargin, seconded by Mr. Paulmann and carried (Aye-9; Nay-0).

Bremer Bank was designated as the depository for the Society's general fund, premium fund and payroll accounts for 2006 on a motion by Mr. Foss, seconded by Mr. Paulson and carried (Aye-9; Nay-0).

The following signatures were submitted for consideration for Society accounts in 2006:

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

Regular and fair-period payroll – Gerald Hammer, Karen Leach or Steve Pooch

(one signature). "Hammer" signature imprint authorized for payroll funds.

Premium fund – Gerald Hammer, Karen Leach or Jim Sinclair (one signature).

"Hammer" signature imprint authorized for premium fund.

Security transfer resolution – Gerald Hammer or Marshall Jacobson.

Signature authority was approved as submitted on a motion by Mr. Fox, seconded by Mr. Baker and carried (Aye-9; Nay-0).

President Steltz presented the following standing committee appointments for 2006:

**Finance Committee** – Wargin, chairman; Baker; Foss; Fox; Leary; Paulson; Steltz, ex officio; Hammer, ex officio; Jacobson, ex officio.

**Governmental Affairs Committee** – Foss, chairman; Baker; Lake; Leary; Paulmann; Wargin; Steltz, ex officio; Hammer, ex officio; Leach, ex officio; Mannion, ex officio.

**Honors Committee** – Leary (two years); Paulmann (one year); Blakey (one year); Pooch (one year); Sinclair (two years).

**Life Member Advisory Committee** – Schmidt, chairman; Recknor (vice chairman); Frost; Hagen; Keenan; Korff; Maruska; Morris; Ojakangas; Prokosch; Reinhardt; Roehlke; Simons; Wenzel; Steltz, ex officio; Hammer, ex officio; Leach, ex officio.

**Operations Committee** – Fox, chairman; Baker; Lake; Paulmann; Wargin; Wessel; Steltz, ex officio; Hammer, ex officio; Pooch, ex officio; Hudalla, ex officio.

**Planning Committee** – Leary, chairman; Baker; Foss; Fox; Lake; Paulmann; Paulson; Wargin; Wessel; Steltz, ex officio; Hammer, ex officio; Pooch, ex officio; Hudalla, ex officio.

**Public Affairs Committee** – Baker, chairman; Fox; Lake; Paulmann; Paulson; Wessel; Steltz, ex officio; Hammer, ex officio; Leach, ex officio; Pearson, ex officio.

**Rules & Premium List Committee** – Paulmann, chairman; Foss; Leary; Lake; Paulson; Wessel; Steltz, ex officio; Hammer, ex officio; Pooch, ex officio.

**Sales Committee** – Lake, chairman; Baker; Foss; Fox; Leary; Paulmann; Paulson; Wargin; Wessel; Steltz, ex officio; Hammer, ex officio; Sinclair, ex officio; Larson, ex officio; Simon, ex officio.

The committee appointments were approved on a motion by Mr. Baker, seconded by Mr. Fox and carried (Aye-9; Nay-0).

President Steltz submitted the following list of board liaison and department superintendent appointments for 2006:

Administration - Foss

Seniors - Paulson (Marge Krueger, superintendent)

Competition - Baker

Bee Culture – Wargin (Winnie Johnson, superintendent)  
Beef Cattle - Fox (Chuck Schwartau, superintendent)  
Christmas Trees - Wargin (Greg Ustruck, superintendent)  
Creative Activities - Leary (Curt Pederson, superintendent)  
Dairy Cattle - Paulson (Larry Tande, superintendent)  
Dairy Products - Wargin (Gene Watnaas, superintendent)  
Dog Trials - Baker (JoAnna Yund, superintendent)  
Education - Paulson (Burt Kandel, superintendent)  
English Horses - Paulmann (Gary Florke, superintendent)  
Farm Crops - Wargin (Ron Kelsey, superintendent)  
Fine Arts - Wessel (Bob Meyer, superintendent)  
Flowers - Wargin (Phyllis Andrews, superintendent)  
4-H - Fox (Brad Rugg, superintendent)  
Fruits - Wargin (Louis Quast, superintendent)  
FFA - Leary (Paul Day, superintendent)  
Goats - Foss (Kevin LeVoor, superintendent)  
Llamas - Wargin (superintendent to be named)  
Milking Parlor - Foss (Doris Mold, superintendent)  
Poultry - Lake (John Thomforde, superintendent)  
Sheep - Wessel (Gordy Toenges, superintendent)  
Swine - Leary (Jerry Hawton, superintendent)  
Vegetables - Wargin (Erven Skaar, superintendent)  
Western Horses - Paulmann (Gloria Enger, superintendent)

#### Entertainment - Baker

Grandstand Production - Fox (Brutus Schwartz, superintendent)  
Heritage Exhibits - Wessel (Jan Bankey, superintendent)

#### Finance - Lake

Ticket Audit - Paulson (Dick Reinhardt, superintendent)  
Ticket Sales - Paulmann (Ken Wagner, superintendent)

#### Marketing - Lake

#### Operations - Baker

Admissions - Foss (Dave Woodis, superintendent)  
Park & Ride - Wargin (Dick Anderson, superintendent)  
Parking - Paulmann (Ron Vannelli, superintendent)  
Public Safety - Leary (Art Blakey, superintendent)

#### Sales - Lake

Attraction Ticket Takers - Fox (Marty Rossini, superintendent)

The liaison and superintendent appointments were approved on a motion by Mr. Paulmann, seconded by Mr. Baker and carried (Aye-9; Nay-0).

President Steltz declared a recess for committee meetings.

### OPERATIONS COMMITTEE MEETING

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

Chairman Fox called the meeting to order.

Mr. Hammer presented the following gate admission policy for the '06 State Fair for consideration:

"Entry into the Minnesota State Fair shall be contingent solely upon the presentation and surrender of a valid ticket of admission in accordance with the most current schedule of gate prices as established by the board of managers."

The policy was approved on a motion by Mr. Baker, seconded by Mr. Lake and carried (Aye-5; Nay-0).

Mr. Hammer presented the following '06 gate admission fee schedule for consideration:

Adults (13-64)	\$9
Seniors (65 and over)	\$8
Children (5-12)	\$8
Kids under 5	Free
Seniors & Kids Days promotions	\$4
Thrifty Thursday Adults & Seniors	\$7
Thrifty Thursday Children	\$4
Auto Parking	\$9
All-ages pre-fair discount & parking	\$7

The gate admission fee schedule was approved as presented on a motion by Mr. Baker, seconded by Mr. Lake and carried (Aye-5; Nay-0).

Mr. Hammer was authorized to implement flexible pricing schedules and seating configurations for Grandstand and Coliseum events, taking into account the costs of production and potential revenue from other sources, on a motion by Mr. Lake, seconded by Mr. Wargin and carried (Aye-5; Nay-0).

The operations committee meeting was adjourned on a motion by Mr. Baker, seconded by Mr. Wargin and carried (Aye-5; Nay-0).

### PUBLIC AFFAIRS COMMITTEE MEETING

**Members present:** Baker, chairman; Fox; Lake; Paulmann; Paulson; Wessel; Steltz, ex officio; Hammer, ex officio; Pearson, ex officio.

Chairman Baker called the meeting to order.

Ms. McGough presented an advertising budget of \$750,000 for consideration. After discussion, the ad budget was approved as presented on a motion by Mr. Paulson, seconded by Ms. Wessel and approved (Aye-5; Nay-0).

Mr. Hammer offered a report on the legislative initiative to restore the provision allowing the Society to retain the sales tax earned on tickets sold, provided that the revenue is dedicated to capital improvements to the State Fairgrounds. Information only; no action required.

The public affairs committee meeting was adjourned on a motion by Mr. Fox, seconded by Mr. Paulson and carried (Aye-5; Nay-0).

### MEETING OF THE RULES & PREMIUM LIST COMMITTEE

**Members present:** Paulmann, chairman; Foss; Leary; Lake; Paulson; Wessel; Steltz, ex officio; Hammer, ex officio; Pooch, ex officio.

Chairman Paulmann called the meeting to order.

Mr. Pooch presented the following rule changes for consideration:

#### 1.07 Vehicle restrictions.

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

#### 1.09 Two-wheeled and track vehicles.

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

#### 1.18 Dogs.

During the period of the annual State Fair, no dogs or other pets shall be allowed on the State Fairgrounds.

There are two exceptions:

(1) Certified Service animals or service animals in training.

(2) Dogs or other pets may be allowed when part of an exhibition or demonstration authorized by the secretary or delegate. No other exceptions will be allowed during the period of the State Fair.

During the non-fair period, no dogs or other pets shall be allowed in State Fair buildings, unless part of an exhibition or demonstration authorized by the secretary or delegate. No dogs or other pets may be allowed on the State Fairgrounds at any time unless confined or restrained on a leash of less than six feet in length. During fair and non-fair periods, society personnel are empowered to order the removal from the State Fair any dog or pet in violation of above, or found to be disturbing or endangering the public.

After discussion, the rule changes were approved as presented on a motion by Mr. Foss, seconded by Mr. Paulson and carried (Aye-5; Nay-0).

Authority was granted to Mr. Hammer's delegate to make adjustments in rules, release dates and premium allocations for competitive departments in accordance with guidelines established by the Society's 2006 budget on a motion by Mr. Lake, seconded by Ms. Wessel and carried (Aye-5; Nay-0).

The rules & premium list committee was adjourned on a motion by Mr. Leary, seconded by Mr. Paulson and carried (Aye-5; Nay-0).

### FINANCE COMMITTEE MEETING

**Members present:** Wargin, chairman; Baker; Foss; Fox; Leary; Paulson; Steltz, ex officio; Hammer, ex officio; Jacobson, ex officio.

Chairman Wargin called the meeting to order.

Mr. Hammer presented the operating, maintenance and improvements budgets approved Jan. 14 by the board's planning committee. After discussion, the budgets were approved as presented on a motion by Mr. Baker, seconded by Mr. Fox and carried (Aye-5; Nay-0).

Mr. Jacobson reviewed bond activity related to the Grandstand improvement project. Information only; no action required.

The finance committee meeting was adjourned on a motion by Mr. Leary, seconded by Mr. Wargin and carried (Aye-5; Nay-0).

President Steltz reconvened the meeting of the board.

Action taken by the operations, public affairs, rules & premium lists and finance committees was approved on a motion by Mr. Fox, seconded by Mr. Foss and carried (Aye-9; Nay-0).

Mr. Pooch provided background on building trades companies currently under contract with the Society. Following discussion, a one-year contract for the services of architects and engineers (Toltz, King, Duvall, Anderson and Associates, Inc.) and a two-year contract for painting services (J.B. Nelson & Son, Inc.) were approved on a motion by Mr. Baker, seconded by Mr. Wargin and carried (Aye-9; Nay-0).

Mr. Sinclair presented the following list of proposed rate changes for labor associated with non-fair events:

LABOR RATES	2005 RATE	2006 RATE
Parker/Barricade:	\$12.50/labor hr	\$13.00/labor hr
<b>Skilled Labor:</b>		
Electrician	\$70.00/labor hr	\$75.00/labor hr
Plumber	\$70.00/labor hr	\$75.00/labor hr
Carpenter	\$70.00/labor hr	\$75.00/labor hr
Attendant:	\$16.00/labor hr	\$17.00/labor hr
Ticket Seller:	\$12.00/labor hr	\$13.00/labor hr
Ticket Taker:	\$10.00/labor hr	\$11.00/labor hr

The hourly rates quoted above for skilled labor (electricians, carpenters and plumbers) are based on a Monday through Friday, 7:00 a.m. to 3:30 p.m., schedule. Other times shall be charged at prevailing overtime rates.

After discussion, the rates were approved as presented on a motion by Mr. Wargin, seconded by Mr. Paulson and carried (Aye-9; Nay-0).

Mr. Hammer was authorized to set staff salaries according to classifications and ranges established by the board in January, 2005, on a motion by Mr. Paulmann, seconded by Mr. Baker and carried (Aye-9; Nay-0).

Mr. Birk offered a report on the meeting of the Honorary Life Member Advisory Committee conducted earlier that morning. Mr. Birk's report was accepted on a motion by Mr. Paulmann, seconded by Mr. Fox and carried (Aye-9; Nay-0).

Ms. Pearson reported on the current status of entertainment bookings for the upcoming fair. Information only; no action required.

Mr. Larson presented a copy of the request for proposals recently sent by staff to several dozen concessionaires for operation of the facility currently occupied by the Family Tree Café. Information only; no action required.

President Steltz thanked the staff for their efforts during the past year, and was joined by the rest of the board in offering congratulations for a successful year.

The next meeting of the board was tentatively set for Thursday March 23.

President Steltz declared the meeting adjourned at 11:50 a.m.

## MINNESOTA STATE AGRICULTURAL SOCIETY MINUTES OF INTERIM ACTIVITIES Jan. 13 – March 23, 2006

### January

22 - The Frigid 5K and 10K races, presented by the Sporting Life, were held at the Coliseum and on various streets throughout the fairgrounds.

23 - Pooch, Fickett and LeFebvre met with Pam Keeler and Patty Humphries to discuss changes to the '06 English horse show.

24 - Sinclair met with Don McClure of D.M.C., Inc. to discuss Skyride operations for the 2006 fair. Anderson met with a representative of WWL regarding ticket printing.

25 - Hammer and Cady met with representatives of the Lee & Rose Warner Foundation to discuss a potential gift through the Foundation.

27 - Pooch, Sinclair and Simon met with Jeff Lederman of the Minnesota Pollution Control Agency to discuss joint presentation of a renewable energy exhibit at the Progress Center for the '06 fair.

31 - Pooch met with the Minnesota Horse Council and presented plans for a

potential new Judging Arena complex.

### February

1 - The St. Paul Winter Carnival Royal Family, including State Fair Chief of Police Art Blakey serving as Prince of the West Wind, visited State Fair staff at the Libby Conference Center. Pooch met with promoter Jim Morris to discuss a possible monster truck show in the Coliseum for the '06 fair. Vavreck met with the Info Circle group of St. Paul at the St. Paul RiverCentre.

2 - Pooch, Fickett and LeFebvre met with representatives of the Shire breed association to discuss possible changes to the '06 fair horse show.

7 - McGough and Weinfurter met with Dave Dahl of KSTP-TV to discuss a motorcycle event at the fair.

8 - Anderson attended a planning meeting for the Intix summer conference, to be held in the Twin Cities. Mix attended a meeting of the St. Paul Human Resources Association. Cerney attended a meeting of the Society of Consumer Affairs Professionals.

9 - McGough and Weinfurter met with a McDonald's representative to discuss sponsorship of the '06 fair's marching band contest.

9-12 - Sinclair attended the International Independent Showmen's Association trade show, and the Florida State Fair, in Tampa.

10 - Anderson met with representatives from ICS regarding a bar code ticket system.

12-16 - Pearson attended Pollstar's Concert Industry Consortium in Las Vegas, Nev.

14 - Mix attended a meeting of the Twin Cities Legal Employees Education Association.

15 - State Fair staff participated in two "Right to Know" safety training sessions at Libby Conference Center. Mix attended the 18th Annual Multicultural Forum at the St. Paul RiverCentre.

16-20 - Hammer attended the annual meeting of the Mid-West Fairs Association in San Antonio, Texas, and visited the San Antonio Stock Show & Rodeo.

17 - Pooch and Fickett met with representatives of the Minnesota Landscape Nursery Association regarding their exhibit at the '06 fair.

21 - Hammer and Cady met with Foundation board member Mike Miles to discuss a potential gift to the Foundation. McGough met with the MSF Marketing Coalition to discuss marketing strategies for the '06 fair. McGough, Dungan and Weinfurter met with the Governor's Council on Fire Prevention and Control to discuss activities at the '05 State Fair.

24 - Board member Fox, Hammer and Cady conducted an orientation session for new Foundation board members Frank Parisi and John Kayl.

27 - Faculty and students of the University of Minnesota's College of Architecture & Landscape Architecture met with State Fair staff regarding design and construction of a new fairgrounds entry gate at Como and Snelling.

### March

1 - A teleconference the Beef Expo's show committee was conducted. Pearson, Weinfurter and Dungan met with a representative of IATSE Local 13 to discuss employment procedures for stagehand union members.

2 - The State Fair Foundation's audit committee met at the Libby Conference Center.

3 - Pooch and LeFebvre attended the annual Purebred Dairy Cattle Association meeting and met with the show rules committee. Grans, Hudalla, McGough and Dick Anderson met with Metro Transit, Metro Valley Transit Authority and Southwest Transit regarding transit for the upcoming fair.

7 - Pooch and LeFebvre met with llama department superintendent Jennifer Rouillard.

8 - Hammer, Leach, Sinclair, Pearson, McGough, Simon and Goldstein met with Mary Ann Halford of the Fair Network On-Line to discuss attractions and web advertising. Mix attended a meeting of the state's Ramsey County Job Security Employers Committee. Cerney attended a meeting of the Society of Consumer Affairs Professionals.

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

12 - Former Society board member, president and honorary life member Howard



Morris died at his hometown of Cokato after a long illness. 11 - A meeting of the State Fair Foundation's development committee was conducted at the Libby Conference Center.

13 - The fair's senior staff met with representatives of the University of Minnesota to discuss the impact of a proposed U of M Minneapolis Campus football stadium on State Fair operations.

14 - Hammer attended visitation for Howard Morris in Cokato. Anderson and McGough met with representatives of SuperValu to discuss sponsorships and advance ticket sales at Cub Foods for the upcoming fair.

15 - The State Fair's employee safety committee met at the Libby Conference Center.

16 - Fox, Hammer and Sinclair met with Ramsey County Commissioners Tony Bennett and Jan Parker, and county staff to discuss the county's trash hauling fees. Sinclair, Simon, Hudalla and Melstrom met with representatives of KARE 11 TV to discuss their operations at the '06 fair. Huber and Mix attended the 2006 STEP-UP summer jobs program kick-off at Minneapolis City Hall.

17-19 - The Super Golf Sale, presented by Blue Star Productions, was conducted at the Coliseum.

**MINNESOTA STATE AGRICULTURAL SOCIETY  
MEETING OF THE GOVERNING BOARD AND  
SALES, PLANNING & FINANCE COMMITTEES  
9 a.m. Monday, March 23, 2006  
Libby Conference Center, State Fairgrounds**

**Members present:** Lyle Steltz, president; Joe Fox, vice president; D. J. Leary, vice president; Jim Foss; John Paulmann; Sharon Wessel; Bob Lake; Denny Baker; Chauncey Wargin; Al Paulson; Jerry Hammer, secretary.

**Also present:** Karen Leach; Jim Sinclair; Marshall Jacobson; Brian Hudalla; Renee Pearson; Mark Birk; Mary Mannion; Cheryl Huber; Steve Grans; Swan Melstrom; Danyl Vavreck; Pam Simon; Carol Doyle; Manley Bona; Wally LeVesseur; Tiffany Bauer; Susan Lynskey; Gene Krieger; Kay Cady; James Hamilton; Brienna Schuette; Cindy Moyer.

President Steltz called the meeting to order at 9 a.m.

Minutes from the Society's board, committee and general business meetings conducted Jan. 13 through 15, 2006, were approved on a motion by Mr. Leary, seconded by Mr. Baker and carried (Aye-9; Nay-0).

Minutes of interim activities covering the period Jan. 16 through March 23, 2006, were approved on a motion by Mr. Baker, seconded by Mr. Fox and carried (Aye-9; Nay-0).

The financial statement for February, 2006, was presented by Mr. Hammer and Mr. Jacobson.

**MINNESOTA STATE FAIR  
CASH TRANSACTION SUMMARY  
Month Ending February, 2006**

**GENERAL FUND ACTIVITY:**

Cash Balance-Jan. 31, 2006		\$2,075,918
Add: Cash Deposits	\$85,043	
Less: Payroll Ending Feb. 10	(142,575)	
Payroll Ending Feb. 24	(141,879)	
Cash Disbursements	(300,074)	(499,485)
Cash Balance-Feb. 28, 2006		\$1,576,433

**MARKETABLE SECURITIES ACTIVITY:**

Balance-Jan. 31, 2006		\$-
Add: Interest Earned	\$	
Securities Purchased		
Less: Securities Redeemed		
Balance-Feb. 28, 2006		\$-

**BUILDING FUND ACTIVITY:**

Balance-Jan. 31, 2006		\$443
Add: Interest Earned	\$	
Securities Purchased		
Less: Securities Redeemed		
Balance-Feb. 28, 2006		\$443

**CONSTRUCTION FUND ACTIVITY:**

Balance-Jan. 31, 2006		\$11,831
Add: Interest Earned		\$40

Balance-Feb. 28, 2006

\$11,871

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

	2005	2006
General Fund	\$14,207	\$1,576,433
Petty Cash	\$10,000	\$10,100
Marketable Securities	-	-
Building Fund	442	443
Construction Fund	\$11,474	\$11,871
<b>Total Cash Balances</b>	<b>\$36,123</b>	<b>\$1,598,847</b>

After discussion, the report was approved on a motion by Mr. Paulmann, seconded by Mr. Wargin and carried (Aye-9; Nay-0).

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

**MEETING OF THE SALES COMMITTEE**

**Members present:** Chairman Bob Lake; Joe Fox; D. J. Leary; Jim Foss; John Paulmann; Sharon Wessel; Denny Baker; Chauncey Wargin; Al Paulson; Lyle Steltz, ex officio; Jerry Hammer, ex officio; Jim Sinclair, ex officio; Pam Simon, ex officio.

Chairman Lake called the meeting to order.

Mr. John Mellein, marketing director of the Minnesota State Lottery, offered a brief presentation on the lottery and requested that the Society's board consider amending its gambling policy to permit sales of lottery tickets year-around at the State Fairgrounds. After discussion, Mr. Leary moved and Mr. Baker seconded to table the request for one year to allow further study; motion failed (2-6). After further discussion, Mr. Foss moved and Mr. Baker seconded to table the request until the board's next meeting in June; motion carried (8-0). Staff was directed to research legal ramifications of a policy change as well as to obtain more detailed information from the lottery.

Ms. Simon reviewed the proposal process to select a new food and beverage operator for the concession structure at 1777 Carnes St., formerly operated as the Family Tree Café and acquired by the Society earlier this year. On a motion by Mr. Baker, seconded by Ms. Wessel and carried, the committee approved staff's recommendation to sell the structure and equipment to Stephanie and Michael Olson of Edina, MN at the appraised price of \$81,150 (Aye-8; Nay-0).

Mr. Sinclair presented a request by D.M.C. Inc. to adjust the percentage privilege from 25 percent to 22.5 percent for operation of the Skyride during the '06 State Fair. After discussion, Mr. Fox moved, Mr. Paulson seconded and motion carried to adopt the request (Aye-8; Nay-0).

Mr. Sinclair presented a request from K & M Recreation, Inc., operators of the Haunted House attraction at 1676 Judson Ave., to increase the admission fee from \$3.50 to \$3.75. After discussion, the request was denied on a motion by Mr. Baker, seconded by Mr. Wargin and carried (Aye-8; Nay-0).

A motion to adjourn the sales committee meeting was made by Mr. Fox, seconded by Mr. Foss and carried (Aye-8; Nay-0).

**MEETING OF THE PLANNING COMMITTEE**

**Members present:** Chairman D. J. Leary; Joe Fox; Jim Foss; John Paulmann; Sharon Wessel; Bob Lake; Denny Baker; Chauncey Wargin; Al Paulson; Lyle Steltz, ex officio; Jerry Hammer, ex officio; Brian Hudalla, ex officio.

Mr. Hammer and Mr. Hudalla presented detailed plans and cost estimates for construction of the new Miracle of Birth Center, to be funded principally through the State Fair Foundation. After discussion, Mr. Lake moved, Mr. Fox seconded and motion carried to add \$1.5 million to the '06 capital budget for the project (Aye-8; Nay-0).

Mr. Baker moved, Mr. Fox seconded and motion carried to adjourn the planning committee meeting (Aye--8; Nay-0).

**MEETING OF THE FINANCE COMMITTEE**

**Members present:** Chairman Chauncey Wargin; Joe Fox; D. J. Leary; Denny Baker; Jim Foss; Al Paulson; Lyle Steltz, ex officio; Jerry Hammer, ex officio; Marshall Jacobson, ex officio.



Chairman Wargin called the meeting to order.

Mr. Hammer and Mr. Jacobson reviewed the option of utilizing the Society's line of credit with Bremer Banks to provide short-term financing for Miracle of Birth construction. After discussion, the financing plan was approved on a motion by Mr. Baker, seconded by Mr. Foss and carried (Aye-5; Nay-0).

The finance committee meeting was adjourned on a motion by Mr. Fox, seconded by Mr. Paulmann and carried (Aye-5; Nay-0).

President Steltz reconvened the meeting of the full board.

Action taken by the sales, planning and finance committees was approved on a motion by Mr. Baker, seconded by Ms. Wessel and carried (Aye-9; Nay-0).

Mr. Hammer presented a draft agreement between the Society and the State Fair Foundation, outlining the specifics of funding for and ownership of the new Miracle of Birth Center. After discussion, the draft agreement was approved in concept on a motion by Mr. Foss, seconded by Mr. Baker and carried (Aye-9; Nay-0). The final grant agreement will be presented to the board at its June meeting.

Mr. Fox and Mr. Hammer reported on negotiations with Ramsey County commissioners regarding an environmental surcharge on State Fair waste hauling bills. The negotiated settlement was approved on a motion by Mr. Leary, seconded by Mr. Foss and carried (Aye-9; Nay-0).

Mr. Hammer presented Employee Bulletin 5F, regarding employee development and continued education. The board was asked to review the bulletin and consider its adoption at its June meeting. Information only; no action required.

Mr. Sinclair presented a recommendation to add a \$9 per night fee for vehicles parked in the campgrounds that are not on individual camp sites. After discussion, the fee was approved on a motion by Mr. Baker, seconded by Ms. Wessel and carried (Aye-9; Nay-0).

Mr. Hammer provided an update on current session of the state legislature and legislative issues that may have an effect on the Society. Information only; no action required.

Mr. Hudalla reported on the status of the proposed football stadium on the University of Minnesota Minneapolis campus, and its potential impact on fair-time operations and non-fair events. Information only; no action required.

Mr. Fox and Ms. Cady reported on activities of the State Fair Foundation. Information only; no action required.

Ms. Pearson provided an update on Grandstand and free stage entertainment for the '06 State Fair. Information only; no action required.

Ms. Simon offered a report on the Eco-Experience exhibit being developed for the Progress Center. Information only; no action required.

The next meeting of the Society's board of managers was set for Tuesday June 6, 2006, at the Libby Conference Center on the fairgrounds.

The meeting was adjourned at 11:55 a.m. on a motion by Mr. Lake, seconded by Mr. Fox and carried (Aye-9; Nay-0).

In executive session following the meeting, Mr. Hammer presented salary level recommendations for the full-time staff of the Society as follows:

**Operating** (Title: Specialist)

Weekly salary range: \$460 to \$796

**Intermediate & Professional** (Title: Supervisor)

Weekly salary range: \$560 to \$952

**Middle Management** (Title: Manager)

Weekly salary range: \$760 to \$1,500 (exempt from overtime)

**Executive** (Titles: Director, Controller, Deputy General Manager)

Weekly salary range: \$960 to \$1,980 (exempt from overtime)

After discussion, the salary ranges were approved on a motion by Mr. Baker, seconded by Mr. Fox and carried (Aye-9; Nay-0).

President Steltz declared the meeting adjourned at 12:40 p.m.

**MINNESOTA STATE AGRICULTURAL SOCIETY  
MINUTES OF INTERIM ACTIVITIES  
March 23 – June 5, 2006**

**March**

25 & 26 - The Minnesota Weapons Collectors presented their annual winter show at the Coliseum.

27 - Hammer and Jacobson attended an audit exit conference with staff of the Office of the Legislative Auditor. Construction began on the new CHS Miracle of Birth Center.

30 - Full-time staff participated in a session on deferred compensation, presented by NBI/Ochs Services, Inc.

**April**

1 & 2 - The Gopher State Timing Association's Rod & Custom Spectacular was presented at the Coliseum.

3-5 - The IAFE Zone 4 Spring Conference in Austin, Minn., was attended by board members Steltz, Fox, Foss, Paulmann, Wessel, Baker, Wargin and Paulson, and staff members Hammer, Birk, Pearson, Grans, Clasemann, Weinfurter, Lynskey, Simon, Doyle, LeVesseur, Levine and Juettner.

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

11 - Hammer, Cady and Foundation Chairman Malcolm McDonald met with State Senator Cal Larson of Fergus Falls to discuss State Fair facilities and Foundation programs.

12 - Mix attended a meeting of the St. Paul Human Resources Association.

13 - The State Fair Foundation's corporate governance committee met at the Libby Conference Center.

14 - Sinclair and Simon met with Tony Bol of Minnesota Public Radio to discuss their exhibit at the '06 fair.

19 - Birk attended the first in a series of meetings with state agencies regarding pandemic response.

22 & 23 - Prime Promotion's Antique Spectacular Show & Flea Market was held at the Grandstand and Infield. The Minnesota Weapons Collectors held their spring show at the Education Building. The Minneapolis - St. Paul Spring Military Relic Show was conducted at the Progress Center.

24 - As part of the annual FFA state convention, the FFA livestock judging contest was conducted at the Coliseum. Cady and Foundation board member Dave Johnson attended the FFA Honors Dinner.

25 - Pooch attended the FFA convention and addressed FFA instructors.

27 - Birk and board member Fox attended a session for local units of government on avian flu, presented by Ramsey County. Mix and Sertich attended a seminar on hospitality law compliance.

28 - The State Department of Natural Resources, in conjunction with the University of Minnesota and the State Fair Foundation, conducted Arbor Day ceremonies on Machinery Hill.

28-30 - The Minnesota Horse Expo was conducted at the Coliseum, Horse Barn, Department of Natural Resources Building, Ramberg Senior Center and Empire Commons. Blue Star Production's Sales Xtravaganza and Super Computer Sale was held at the Education Building.

30 - The Midwest Comic Book Association presented their Spring Comic Book Convention at the Progress Center.

**May**

5-7 - The Sahara Sands Spring Classic horse show was presented at the Coliseum and livestock complex.

6 - Pooch and Fickett attended the Agricultural & Food Sciences Academy FFA banquet in Maplewood.

6 & 7 - The Living Green Expo was held at the Grandstand and bordering park areas.

7 - The Northland Antique Toy, Doll & Advertising Show was conducted at the Progress Center. Gopher State Buick's Spring Extravaganza Car Show & Swap Meet was conducted on Machinery Hill.

9 - Hammer attended a meeting of the St. Paul District 10 (Como Park

neighborhood) community council.

10 - Birk and Hayne attended a meeting of admissions department captains at Libby Conference Center, hosted by department superintendent Dave Woodis. The State Fair hosted a meeting of the Ramsey County Job Security Employers Committee at the Libby Conference Center, attended by Mix. Mix attended a meeting of the St. Paul Human Resources Association.

10-13 - The YMCA of Greater St. Paul's Spring Garage Sale was held at the Merchandise Mart.

10-15 - Denny Hecker's Auto Sale was held at the South Como parking lot.

11 - Meetings of the State Fair Foundation's audit and finance committees were conducted at Admin Too.

12-14 - The F.A.S.H. Saddlebred Horse Show was conducted at the Coliseum and livestock complex. Friends School of Minnesota Plant Sale was presented at the Grandstand.

14 - The First Fifty Auto Club's Parts Sale & Swap Meet was conducted on the north end of Machinery Hill.

16 - Pooch attended the Tri-State Horsemen's Association monthly meeting and provided updates on the '06 fair and facilities improvements.

17 - Sinclair, Larson, Vavreck and McGough met with representatives of Coca-Cola to discuss sponsorships and concession operations for the upcoming fair. The fair's employee safety committee met.

19-21 - The North Star Watercolor Society presented the Watercolor Art Show at the Arts Center.

19-22 - Hammer, Sinclair, Hudalla and Pearson attended the IAFE's spring management conference in Indianapolis, Ind. Hammer participated in a post-conference strategic planning session for the IAFE.

20 - The Spring Model Railroad & Hobby Sale was held at the Education Building.

20 & 21 - The Rubber Stamp & Scrapbook Expo was presented at the Progress Center. S'MoreGetsBoard Lumber Sale was held at Empire Commons.

21 - Radio Rey's Mexican Rodeo was presented at the Coliseum.

23 - Huber attended a meeting planning program sponsored by the St. Paul River Center Convention & Visitors Authority.

25-29 - Minnesota Amateur Quarter Horse Association Corporate Challenge was held at the Coliseum, Horse Barn, Judging Arena and warm-up arena.

31 - Pooch met with Glen Cerny of Pioneer Public Television to discuss potential telecast of the '06 State Fair's 4-H auction.

## June

2 - Sinclair, Vavreck and McGough met with representatives of Miller Brewing to discuss sponsorship and promotions for the upcoming fair.

2-10 - Rapid Sport Marine Boat Show & Sale was held at the Campgrounds.

## MINNESOTA STATE AGRICULTURAL SOCIETY MEETING OF THE SALES COMMITTEE 9 a.m. Tuesday, June 6, 2006 Libby Conference Center, State Fairgrounds

**Members present:** Bob Lake, chairman; Joe Fox; D. J. Leary; Jim Foss; John Paulmann; Sharon Wessel; Denny Baker; Chauncey Wargin; Al Paulson; Lyle Steltz, ex officio; Jerry Hammer, ex officio; Jim Sinclair, ex officio; Dennis Larson, ex officio; Pam Simon, ex officio.

**Also present:** Karen Frost; Marshall Jacobson; Brian Hudalla; Renee Pearson; Mark Birk; Mary Mannion; Steve Grans; Manley Bona; Susan Lynskey; Danyl Vavreck; Kathleen Sertich; Wally LeVesseur; Brienna Schuette; Greg Huwe, counsel; Kent Harbison, counsel; Dennis Goyette, State Fair Fire Marshal.

Chairman Lake called the meeting to order at 9 a.m.

Jack Libby of Jeltron Personality Computers requested a committee review of staff's decision not to license his concession for operation at the fair. After a presentation by Mr. Libby and discussion, the committee upheld staff action on a motion by

Todd Erickson, owner of the Penny Arcade at the fairgrounds, and his attorney Evon Spangler, requested a committee review of staff action ending the fair's business association with Mr. Erickson. Due to confidential information protected by the Minnesota Government Data Practices Act, Chairman Lake

declared an executive session and closed the meeting to the public. Following presentations by Ms. Spangler and Mr. Erickson, the committee upheld staff action on a motion by Mr. Baker, seconded by Mr. Fox and carried (Aye-8; Nay-0).

Chairman Lake declared a five-minute recess before reconvening the public meeting of the committee at 10:02 a.m.

Ms. Frost presented the following addendum to the agreement with Lancer Inc. for year-around concessionaire services at the Coliseum:

Effective May 4, 2006, through Oct. 22, 2006, Society shall receive percentage payments from Licensee according to the following scale:

- For combined food and non-malt beverage sales from all outlets for one day, if gross receipts total \$750 or less, Licensee shall pay Society 5% of gross sales.
- For combined food and non-malt beverage sales from all outlets for one day, if gross receipts total \$750.01 to \$1,500, Licensee shall pay Society 10% of gross sales.
- For combined food and non-mat beverage sales from all outlets for a period of one day, if gross receipts total \$1,500.01 or more, Licensee shall pay Society 20% of gross sales.

Following the 2006 non-fair events season, percentage payments will revert back to a straight 20% of gross sales as outlined in current agreement.

After discussion, the addendum was approved retroactive to May 4, 2006, on a motion by Mr. Paulson, seconded by Ms. Wessel and carried (Aye-8; Nay-0).

Mr. Sinclair presented the following percentage attraction additions and changes for consideration:

CONCESSIONAIRE	ATTRACTION	2005 %	2006 %
Dance Heads-Tennessee **	<u>Animated DVD's</u>		25%
Super Stock Racers, Inc.	Go-Carts	25%	25%
Sky High Thrill Rides	<u>Sling Shot</u>	25%	25%

(Previously approved @ 23%)

\*\* = New attraction in 2006

Attractions underlined are located in Adventure Park and operate on a central ticket system.

The percentage fees above represent the fee(s) payable to the Minnesota State Fair on receipts from ticket sales associated with operation of the preceding attractions. Percentages are applied as follows: state sales tax (6.5%) is deducted from gross receipts and reconciliation between the Minnesota State Fair and concessionaires is made on the net of tax balance.

After discussion, the additions were approved as presented on a motion by Mr. Fox, seconded by Mr. Foss and carried (Aye-8; Nay-0).

Mr. Sinclair presented the following ticket prices for percentage attractions:

CONCESSIONAIRE	ATTRACTION	2006 TICKET PRICE(S)
Dance Heads-Tennessee **	<u>Animated DVD's</u>	\$20.00-Initial DVD \$ 5.00-Per Additional DVD
Super Stock Racers, Inc.	Go-Carts	\$ 6.00 for driver \$ 4.00 for passenger

\*\* = New attraction in 2006

Attractions underlined are located in Adventure Park and operate on a central ticket system.

Following discussion, the ticket prices were approved as presented on a motion by Mr. Paulmann, seconded by Mr. Paulson and carried (Aye-8; Nay-0).

Mr. Sinclair presented the following change to the agreement with D.M.C. Inc., for operation of the Skyride:

CONCESSIONAIRE	ATTRACTION	2006 TICKET PRICE(S)
D.M.C., Inc.	Skyrides	\$2.75 one-way \$4.50 round trip

Change = Eliminate savings of \$ .50 from opening until noon on Thurs., 8/24 (Thrifty Thursday), Mon., 8/28 (Seniors & Kids Day), Thurs., 8/31 (Seniors Day) and Mon., Labor Day, 9/4 (Kids Day) previously approved.

The change was approved as presented on a motion by Mr. Wargin, seconded by Mr. Baker and carried (Aye-8; Nay-0).

Mr. Sinclair presented a list of Midway and Kidway attractions and games of skill for review. Information only; no action required.

Mr. Larson presented the following list of multiple-site concessions licenses for consideration:

CONCESSIONAIRE	DESCRIPTION	NUMBER OF SITES PREVIOUSLY APPROVED	NUMBER OF SITES REQUESTED
Wee Dazzle	Novelties, Souvenirs & Toys	2	3
Dandy Souvenirs	Novelties, Souvenirs & Toys	6	8
Netterfieds Popcorn & Lemonade	New site = caramel corn, popcorn, lemonade, caramel and candy apples, soft drinks. Previously licensed for hot dogs, hamburgers, kabobs, corn dogs, sausage sandwiches, soft drinks.	1	2
Groscurths Super Dogs	Corn dogs	1	2

After discussion, the list was approved on a motion by Mr. Paulson, seconded by Ms. Wessel and carried (Aye-8; Nay-0).

Ms. Simon and Mr. Larson reviewed a list of new commercial exhibitors and food concessions. Information only; no action required.

On a motion by Mr. Fox, seconded by Mr. Baker and carried, the meeting was adjourned at 10:23 a.m.

#### MINNESOTA STATE AGRICULTURAL SOCIETY MEETING OF THE GOVERNING BOARD 10:30 a.m. Tuesday, June 6, 2006 Libby Conference Center, State Fairgrounds

**Members present:** Lyle Steltz, president; Joe Fox; D. J. Leary; Jim Foss; John Paulmann; Sharon Wessel; Bob Lake; Denny Baker; Chauncey Wargin; Al Paulson; Jerry Hammer, secretary.

**Also present:** Karen Frost; Jim Sinclair; Marshall Jacobson; Brian Hudalla; Renee Pearson; Mark Birk; Mary Mannion; Steve Grans; Manley Bona; Susan Lynskey; Danyl Zamber; Kathleen Sertich; Wally LeVesseur; Brienna Schuette; Greg Huwe, counsel; Kent Harbison, counsel.

President Steltz called the meeting to order at 10:36 a.m.

Minutes from the board meeting conducted March 23, 2006, were approved on a motion by Mr. Fox, seconded by Mr. Foss and carried (Aye-9; Nay-0).

Minutes of interim activities covering the period March 23 through June 5, 2006, were reviewed and approved on a motion by Mr. Leary, seconded by Mr. Lake and carried (Aye-9; Nay-0).

Action taken earlier by the sales committee was approved on a motion by Mr. Lake, seconded by Baker and carried (Aye-9; Nay-0).

Mr. Jacobson presented the financial statement for May 31, 2006, as follows:

#### MINNESOTA STATE FAIR CASH TRANSACTION SUMMARY Month Ending May 31, 2006

##### GENERAL FUND ACTIVITY:

Cash Balance-Apr. 30, 2006		\$701,930
Add: Cash Deposits	\$2,470,871	
Less: Payroll Ending May 5	(173,688)	
Payroll Ending May 19	(201,145)	
Cash Disbursements	(864,003)	1,232,035
Cash Balance-May 31, 2006		\$1,933,965

##### MARKETABLE SECURITIES ACTIVITY:

Balance-Apr. 30, 2006	\$-
Add: Interest Earned	
Securities Purchased	
Less: Securities Redeemed	
Balance-May 31, 2006	\$-

##### BUILDING FUND ACTIVITY:

Balance-Apr. 30, 2006	\$443
Add: Interest Earned	
Securities Purchased	
Less: Securities Redeemed	
Balance-May 31, 2006	\$443

##### CONSTRUCTION FUND ACTIVITY:

Balance-Apr. 30, 2006	\$11,961
Add: Interest Earned	49
Balance-May 31, 2006	\$12,010

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

	2005	2006
General Fund	\$285,446	\$1,933,965
Petty Cash	5,100	5,100
Marketable Securities	-	-
Building Fund	442	443
Construction Fund	11,551	12,010
Total Cash Balances	\$302,539	\$1,951,518

After discussion, the statement was approved as presented on a motion by Mr. Wargin, seconded by Ms. Wessel and carried (Aye-9; Nay-0).

Departmental payroll schedules totaling \$ 1.972 million for 79 fair-time departments were presented by Mr. Jacobson. After discussion, the schedules were approved on a motion by Mr. Fox, seconded by Mr. Foss and carried (Aye-9; Nay-0).

Mr. Hammer and Mr. Jacobson reviewed the Office of the Legislative Auditor's report on the Society's financial activities for fiscal 2005. The report was approved on a motion by Mr. Wargin, seconded by Mr. Paulmann and carried (Aye-9; Nay-0).

Review of the Society's gambling policy, initiated by the state lottery and tabled at the March 23 meeting of the board, was taken off the table on a motion by Mr. Foss, seconded by Mr. Fox and carried (Aye-8; Nay-1 (Leary)).

After discussion, the Society's long-standing policy of prohibiting gambling on the State Fairgrounds was reaffirmed on a motion by Mr. Leary, seconded by Mr. Paulmann and carried (Aye-9; Nay-0).

Mr. Hammer provided a review of the recently concluded state legislative session and areas that may have an impact on the State Fair. Information only; no action required.

Invitations for the following fair-period functions were approved on a motion by Mr. Baker, seconded by Ms. Wessel and carried (Aye-9; Nay-0): Minnesota Federation of County Fairs board lunch, Friday Aug. 25; Hall of Fame and Life Members lunch, Sunday Aug. 27; Minnesota Livestock Breeders Association breakfast, Thursday Aug. 31; and Outstanding Senior Citizens lunch, Thursday Aug. 31.

Ms. Pearson provided an overview of the Grandstand and free entertainment schedule for the upcoming fair. Following her report, Ms. Pearson presented the following list of '06 State Fair entertainment contracts for consideration:

CONTRACTOR	DATES	TERMS	VENUE
Premier Global Productions (Stage & Roof)	8/24-9/4	\$72,667.00	Grandstand
Clair Brothers Audio Enterprises, Inc.	8/24-9/4	\$52,500.00	Grandstand
Eat Your Heart Out Catering	8/22-9/5	\$15,000.00 advance plus balance of approved invoices	Grandstand
Theatrical Media Services (Lights)	8/24-9/4	\$28,500.00	Grandstand

The Flaming Lips	8/24	\$100,000.00 plus 85% over \$250,000 plus \$2,500 production	Grandstand
Gary Allan Tours, Inc. f/s/o Gary Allan	8/25	\$25,000.00 Flat	Grandstand
Rascal Flatts Touring, Inc. f/s/o Rascal Flatts	8/25	\$290,000 plus 90% over \$465,000 plus \$65,000.00 production	Grandstand
Keb' Mo'	8/26	\$20,000.00 Flat	Grandstand
Get Right, Inc. f/s/o Bonnie Raitt	8/26	\$170,000 plus 85% over \$300,000.00 plus \$10,000.00 production	Grandstand
AG Tour, Inc. f/s/o Amy Grant	8/27	\$85,000 plus 80% over \$215,000.00	Grandstand
The Fabulous Thunderbirds, Inc. f/s/o The Fabulous Thunderbirds	8/28	\$20,000.00 Flat	Grandstand
Sailor Productions f/s/o Steve Miller Band	8/28	\$175,000.00 plus 80% over \$300,000.00 plus \$3,000.00 production	Grandstand
Real World Tours, Inc f/s/o Alan Jackson	8/30	\$300,000.00 plus 80% over \$400,000.00	Grandstand
Lions Pride, Inc f/s/o Kenny Rogers	8/31	\$70,000.00 plus 40% over \$200,000.00	Grandstand
The Oak Ridge Boys	8/31	\$30,000.00 plus 40% over \$200,000.00	Grandstand
A Prairie Home Companion	9/1	60% net box office receipts plus \$500.00 production fee	Grandstand
Gear Daddies	9/2	\$50,000.00 plus 35% over \$215,000.00	Grandstand
BoDeans, Inc. f/s/o BoDeans	9/2	\$60,000.00 plus 50% over \$215,000.00	Grandstand
Sugarland	9/4	\$40,000.00 Flat	Grandstand
B & D, Inc. f/s/o Brooks & Dunn	9/4	\$260,000.00 plus 85% over \$400,000.00	Grandstand
Williams & Ree	8/24-8/25	\$25,000.00	Bandshell Tonight
Womanly Hips Touring Ltd. f/s/o Joan Osborne	8/26-8/27	\$40,000.00	Bandshell Tonight
Riders In The Sky LLC, f/s/o Riders In The Sky	8/28-8/29	\$22,500.00	Bandshell Tonight
Umphrey's McGee, Inc f/s/o Umphrey's McGee	8/30-8/31	\$37,500.00	Bandshell Tonight
Mint Condition	9/1-9/2	\$22,000.00	Bandshell Tonight
C. Willi Myles	9/3-9/4	\$1,500.00	Bandshell Tonight
Brenda Lee Productions, Inc. f/s/o Brenda Lee	9/3-9/4	\$40,000.00	Bandshell Tonight
Tonic Sol-fa	8/24-8/27	\$12,000.00	Bandshell
Hank Thompson	8/28-8/31	\$20,000.00	Bandshell

Ralph Thull f/s/o The Goodtime Dutchman	8/28-8/31	\$10,000.00	Bandshell
Drew Davis Band	9/1-9/4	\$10,000.00	Bandshell
Thunder Country Productions, Inc f/s/o Rockie Lynne	9/1-9/4	\$16,000.00	Bandshell
Tim Gabrielson	8/24-8/29	\$6,600.00	Bazaar at Night
Bike 'n' Betty Productions f/s/o De' Anna-The Hypno-Chick!	8/30-9/4	\$8,100.00	Bazaar at night
Larry Yazzie f/s/o Native Pride Singers	8/24-8/27	\$5,000.00	Bazaar
Joe Vass f/s/o Klezmerica	8/24-8/27	\$7,000.00	Bazaar
Bolivar Burga f/s/o Atahualpa	8/28-8/31	\$1,500.00	Bazaar
Dan Newton f/s/o Café Accordion Orchestra	8/28-8/31	\$5,500.00	Bazaar
Bobby Thomas f/s/o Sons of Faith	9/1-9/4	\$6,000.00	Bazaar
Dick Hensold f/s/o Pipers Crow	9/1-9/4	\$4,800.00	Bazaar
Sean Emery	8/24-9/4	\$10,200.00	Family Fair at Baldwin Park
John Allgaier f/s/o BC Characters	8/24-9/4	\$30,360.00	Family Fair at Baldwin Park
Middle Earth Studios	8/24-9/4	\$8,400.00	Family Fair at Baldwin Park
Dee Scott f/s/o Square Dancing: Friendship Set to Music	8/24-9/4	\$3,000.00	Heritage Square
Kevin Kniebel f/s/o Pert Near Sandstone	8/24-8/25	\$2,800.00	Heritage Square
Rusty Jones f/s/o Front Porch Swingin' Liquor Pigs	8/26-8/27	\$2,500.00	Heritage Square
Dee Scott f/s/o Minnesota State Fiddle Contest	8/26-8/27	\$3,175.00	Heritage Square
Sherwin Linton f/s/o Sherwin and Pam Linton Show	8/28-8/29	\$2,200.00	Heritage Square
Eric Roberts f/s/o Wayne "The Train" Hancock	8/28-8/29	\$4,000.00	Heritage Square
Doug Peterson f/s/o Barbary Coast Dixieland Show Band	8/30-8/31	\$3,300.00	Heritage Square
Ray Assanit f/s/o Sleepy LaBeef	9/1-9/2	\$4,500.00	Heritage Square
Katryn Conlin f/s/o Minnesota Flatpicking Guitar and Duet Championship	9/1-9/2	\$3,175.00	Heritage Square
Rick Crowder f/s/o Sourdough Slim	9/3-9/4	\$2,400.00	Heritage Square
Eric Roberts f/s/o Kim Lenz and The Two Timin' Three	9/3-9/4	\$4,000.00	Heritage Square
Past Presentations LLC (Log Cabin)	8/24-9/4	\$5,400.00	Heritage Square

Lumberjack Sports International	8/24-9/4	\$33,000.00	North Woods
Mark Muller & Steve Gareri f/s/o 3rd Lair Skate Park	8/24-9/4	\$42,500.00	The X-Zone
Peter Nohner	8/24-9/4	\$1,800.00	Old Iron Show
Steve Bauer	8/24-9/4	\$2,700.00	Old Iron Show
Jack Deschene	8/24-9/4	\$900.00	Old Iron Show
Bob & Judy Wilson	8/24-9/4	\$600.00	Old Iron Show
James Birk	8/24-9/4	\$1,200.00	Old Iron Show
Devon Lark	8/24-8/27	\$200.00	Old iron Show
Dee Scott	9/1-9/4	\$200.00	Old Iron Show
Ken Scott	9/1-9/4	\$200.00	Old Iron Show
James Quirk	8/24-8/31	\$599.00	Old Iron Show
Tri-State Judging Association	8/24-9/3	\$3,245.00	Parade
Richard Dufault	8/24-9/3	\$1,980.00	Parade
Ed Wolf f/s/o Sky High Guys	9/1-9/4	\$3,200.00	Parade
Ray Komischke	9/3	Union musician rates	Talent Contest
Christain DeMarias	9/3	\$50.00	Talent Contest
Jeff Zhang	9/3	\$50.00	Talent Contest
John Lynn	7/17-7/20 & 8/24-9/3	\$45.00/hour	Talent Contest
Tom Chopokas f/s/o T.C. & Company	8/24-9/3	\$7,160.00 plus \$75 per half hour overtime	Talent Contest
Dan Sparkman	8/27	\$50.00	Milk Run
Rick Recker	8/27	\$350.00	Milk Run
Jack Moran	8/27	\$145.00 plus \$.25/entrant plus \$.25/finisher	Milk Run
Harding High School Cross Country Team	8/27	\$150.00	Milk Run
Karen Radford f/s/o Timbre Junction	8/24-8/25	\$500.00	Ramberg
Andrew Barker	8/24-8/25	\$500.00	Ramberg
Kory Badertscher f/s/o Rich Lewis Band	8/25-8/26	\$1,000.00	Ramberg
Wally Olson f/s/o Wally Olson Band	8/26-8/27	\$1,000.00	Ramberg
Robert Bell f/s/o Twin Cities Hot Club	8/26-8/27	\$700.00	Ramberg
Jim Berner	8/28-8/29	\$700.00	Ramberg
Carol Nissel f/s/o Marv Nissel Polka Band	8/28-8/29	\$1,300.00	Ramberg
Tom Kough f/s/o Banjo Bandits	8/30-8/31	\$1,000.00	Ramberg

Lynn Deichert f/s/o Stomp N' Dixie	8/30-8/31	\$800.00	Ramberg
Sonny Winberg f/s/o Sonny Winbeg Trio	9/1-9/2	\$700.00	Ramberg
Sheri O'Meara f/s/o Locklin Road	9/3-9/4	\$1,000.00	Ramberg
Chris Herriges f/s/o Michael Loonan & Chris Herriges	9/3-9/4	\$700.00	Ramberg

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

Mr. Hammer presented State Fair Employee Bulletin 5F, as follows, for consideration:

The Board of Managers of the Minnesota State Agricultural Society has determined that it is in the best interest of the State Fair to promote individual efficiency and effectiveness through employee training and development.

Therefore, the following provisions shall govern the training and development of all State Fair personnel.

Employees may be selected to participate in training and development activities in several two ways:

1. Procedures for Obtaining Training - If you are interested in training, seminars, etc., retain your supervisor's approval.

Call the guest services supervisor at 651-288-4446 to discuss training needs and find an appropriate class or seminar and check if funding is available.

If you already have an interest in a particular training opportunity and retained your supervisor's approval, call the guest services supervisor, who will register you for the training class. **Please do not complete a green:**

**1. To attend seminars, conferences or other short-term training classes: Therefore, the following provisions shall govern the training and development of**

- a. Obtain your supervisor's approval.
- b. Schedule training through guest services.
- c. Pick-up a Obtain a post-training evaluation form from guest services supervisor. Fill out the evaluation, complete the form and return it to guest services within seven (7) days of completing the training.

2. Job Assignment - The employee is assigned to a specific work assignment or the training is specifically requested by the general manager or the employee's director. The general manager or director is responsible for the amount of time spent and for all necessary and legitimate expenses incurred as a result of employee participation in job assigned training and development activities.

**2. To participate in a post-secondary degree program:**

Employee-Initiated If you wish to pursue a vocational, associate, bachelors or masters degree that will benefit your job performance, the State Fair offers tuition reimbursement that covers a substantial portion of tuition costs for use by employees seeking a degree through an accredited institution. At the discretion of your supervisor and the general manager, you may be allowed to participate in non-assigned educational assistance to meet specific training and development needs. Participation in these programs must be beneficial to the State Fair as well as to the employee.

Employees may be allowed to participate in programs up to 100 hours of work release time each fiscal year. Employees are limited to either release time or tuition reimbursement, but not both. Tuition or registration reimbursement is limited to 75% of cost. Full reimbursement is also provided for necessary books, materials and fees if the books and reusable materials become the property of the State Fair. According to IRS regulations, if an employee exceeds the IRS Education Assistance yearly allowance, a 1099 will be issued to the employee for the amount that exceeds the regulations. If you have questions regarding this or the yearly allowance, contact the payables department at 651-288-4374.

Eligibility - To qualify for reimbursement, you must be regularly scheduled to work 40 hours per week, be employed for at least 12 months, and be actively employed during the course and at the time of reimbursement. Provided you

meet the following criteria, the State Fair will assist you with the cost of continuing your education.

**Course work and grades -** Reimbursement is contingent upon the employee earning a grade of "C" or above for vocational, associate, bachelors or masters courses, or confirmation of satisfactory completion of the course from the school when a course is not graded. Courses must be taken for credit unless credit is not an option; auditing a course is not reimbursable. While the State Fair does not limit the number of degree-related classes or courses an employee may take per term, the employee is expected to exercise discretion and good judgment with regard to balancing the number of courses taken while fully meeting work schedule and job responsibility requirements.

**Reimbursement level -** After successful completion of a course, the State Fair will reimburse 75% of tuition costs up to \$5,250 per calendar year. The State Fair will not duplicate payments for educational expenses supported by other sources, including but not limited to veteran's benefits, scholarships, grants and tuition discounts. To determine if tuition reimbursement may be taxable as income, please refer to Section 127 of the IRS code.

**Qualifying degree programs -** Degree programs must be related to the employee's current job duties or potential future position at the fair in order to be eligible for reimbursement. The State Fair has the sole discretion to determine whether a degree relates to an employee's current job duties or a potential future position. Courses (including internet courses) must be taken at an accredited university, college, business school or vocational/technical school accredited by the American Council on Education.

Time frame - Employees must start and complete course work and request reimbursement while in active employment status. After completion of course work, an employee must remain employed at the State Fair for the amount of time normally required to complete studies. (For example, if the employee completes a two-year program, regardless of the actual amount of time needed to finish the program, the employee must remain employed at the State Fair for two years after completing studies.)

~~Employees who participate in training programs or courses longer than 40 classroom hours on State Fair time or in training programs which are funded in whole or in part by State Fair funds are obligated to return to a State Fair job for a minimum period established by the general manager. Employees who fail to fulfill the minimum time commitments are required to reimburse the State Fair for the actual costs of the training plus all salary paid for actual time spent in training activities. The amount of reimbursement required will be a prorated share of the actual expenses based upon the length of time the employee has returned to a State Fair job.~~

**Conditions for Repayment to the State Fair -** If an employee voluntarily leaves fair employment after completing studies but before the required time in fair employment has passed, the employee will repay the fair on a prorated basis. If the State Fair terminates an employee due to a reduction in workforce, the company will pay only for the current course or session in which the employee is enrolled at the time of the reduction. In the event an employee voluntarily leaves State Fair employment before completing a degree, the employee will repay the State Fair all reimbursement received.

**Procedure for enrolling and receiving reimbursement -**

1. Prior to enrolling in a course for a degree program the employee must complete the Employee Development Application form, (available from human resources) and present the form to the General Manager for approval.
2. Once your application has been approved, the employee must see Human Resources to complete the Employee Development Approval form.
3. For each course or semester, the employee must complete the Tuition Reimbursement form and receive the required approval signatures. Forms are available in human resources. The final grade, along with a fee statement that identifies the tuition cost and any financial aid the employee may have received, must be submitted to human resources for review and approval within 30 days of completion of the course. The employee's final grade must be on an official school or university transcript, or school or university letterhead. After receipt and approval, the employee will receive reimbursement.

The employee is responsible for understanding and complying with all provisions of this policy. The State Fair is not responsible for any educational

costs incurred by a student who has failed to meet all terms and conditions as defined under this policy.

After discussion, Employee Bulletin 5F was approved as presented on a motion by Mr. Baker, seconded by Mr. Paulmann and carried (Aye-9; Nay-0).

State Fair Foundation Executive Director Kay Cady presented a report on Foundation activities. Information only; no action required.

President Steltz declared an executive session of the meeting to further discuss Penny Arcade issues. During the session, the board authorized staff to negotiate with Mr. Erickson to purchase the Penny Arcade structure for the appraised price of \$102,000 on a motion by Mr. Baker, seconded by Mr. Lake and carried (Aye-9; Nay-0).

President Steltz reconvened the public meeting of the board.

On a motion by Mr. Leary, seconded by Mr. Baker and carried, the meeting was adjourned (Aye-9; Nay-0).

## **MINNESOTA STATE AGRICULTURAL SOCIETY MINUTES OF INTERIM ACTIVITIES**

**June 6, to August 24, 2006**

### **June**

6-7 - The State Fair hosted a second meeting of the IAFE's Best Practices Study Group of fairs and carnivals at the Radisson Roseville Hotel; the first was held at the same location in June 2005.

9-10 - The Minnesota State High School League utilized the south Como lot as satellite parking for the state track and field championships.

9-11 - The Gem, Mineral, Fossil and Jewelry Show, presented by Great American Gem Show, was held at the Progress Center.

10-11 - The Parelli Natural Horsemanship Seminar was conducted at the Coliseum and Horse Barn. The Minnesota Antique Dealer Association held their Fine Antique Show at the Arts Center.

11 - The General Motors Car Club Association auto show and swap meet was conducted at the Grandstand infield.

12 - Sinclair and Vavreck met with representatives of the National Basketball Association to discuss their exhibit at the upcoming fair.

12-15 - The 4-H Youth Leadership Extravaganza was held at the 4-H building.

13 - Pooch and Cady met with the Minnesota Horse Council to discuss plans for a new Judging Arena complex.

14-18 - The Region 10 Arabian Horse Show was held at the Coliseum and livestock complex.

15 - Sinclair met with a representative of Cummins NPower to discuss electric generator needs.

20 - Sinclair and Vavreck met with representatives of the National Marine Manufacturers Association to discuss their '06 fair exhibit.

23-25 - The Minnesota Street Rod Association's Back to the Fifties Weekend utilized the entire fairgrounds.

28 - Hammer toured the fairgrounds with Falcon Heights Mayor Susan Gehrz and City Administrator Justin Miller. Sinclair and Vavreck met with representatives of Miller Brewing Company to discuss Miller's fair sponsorships.

28 - July 1 - Tanbark's Cavalcade of Roses horse show was held at the Coliseum and livestock complex.

### **July**

1-2 - The south Como parking lots were utilized as park & ride sites for the Twin Cities Hmong Festival, held at Como Park.

6 - Sinclair and Vavreck met with representatives of Border Foods to discuss Adventure Park sponsorships for Taco Bell and Pizza Hut. Fair staff met with representatives of the St. Paul Convention and Visitors Bureau to discuss ramifications of fair-time political conventions in the Twin Cities. Sinclair and Vavreck met with representatives of Leinenkugel Brewing Co. to discuss their sponsorship at the fair.

6-9 - The North Star Morgan Americana Horse Show was held at the Coliseum and livestock complex.

7-8 - Midwest Book Hunters conducted the Used Book Fair at the Progress Center.

8 - The St. Paul Craftstravaganza, presented by Andrew and Jenna Krueger, was held at the Merchandise Mart.

11-13 - Hammer attended and made a presentation at the Royal Agricultural Society of the Commonwealth meeting in Calgary, Alberta, Canada, and attended the Calgary Exhibition & Stampede.

12 - Mix attended a meeting of the state's Ramsey County Job Security Employers Committee.

13 - Birk attended the Ramsey County Fair in Maplewood.

14 - Hammer, Hudalla and Fickett met at the fairgrounds with Gary Slater and staff of the Iowa State Fair in Des Moines to discuss the Miracle of Birth project.

14-16 - Blue Star Productions conducted their Summer Sales Xtravaganza & Super Computer Sale at the Education Building and the Summer Super Golf Sale at Empire Commons.

15 - Hammer attended the Ramsey County Fair in Maplewood.

16 - Radio Rey's Mexican Rodeo was held at the Coliseum.

18 - Sinclair met with a representative of Haas Wilkerson Insurance to discuss insurance for the Midway, Kidway and other attractions.

19 - The State Fair employee safety committee met at the Libby Conference Center.

20 - Sinclair and Vavreck met with representatives of Midwest Coca Cola to discuss Coke's sponsorship activities at the upcoming fair.

20-23 - The American Quarter Horse Association Horse Show was presented at the Coliseum and livestock complex.

21 - Lynskey, Simon and Mix attended the Barron County Fair in Rice Lake, Wis.

21-23 - Car Craft's Summer Nationals Car Show was held throughout the grounds.

26-31 - Denny Hecker's July Auto Sale was held at the south Como lot.

29-30 - The Summer Antique Spectacular Show & Flea Market, presented by Prime Promotions, was held at the Grandstand and infield.

30 - The Concordia College Alumni Corn Feed was held at Baldwin Park.

31 - Hudalla, Blakey and Grans met with the St. Paul Police Department to finalize plans for traffic management during the upcoming fair.

**August**

2 - A pre-fair meeting of all full-time staff was conducted at the Libby Conference Center.

3 - A meeting of the State Fair Foundation's development committee was held at the Libby Conference Center.

3-6 - The North Central Reining Horse Association conducted a horse show at the Coliseum and livestock complex.

4 - Hudalla met with representatives of the Capitol Region Watershed District about storm water management plans.

6 - Hammer attended the Hennepin County Fair in Corcoran.

7 - Anderson and Mix attended the 2006 STEP-UP recognition event at the University of Minnesota.

9 - Major donors to the CHS Miracle of Birth took a hard-hat tour of the facility.

10 - Pooch and Cady led the Minnesota Agri Growth Council on a brief tour of State Fair livestock facilities and the CHS Miracle of Birth Center.

12 - A delegation of 20 full-time State Fair staff attended the Iowa State Fair in Des Moines. Hudalla attended the Indiana State Fair in Indianapolis.

15 - A dedication ceremony for the naming of the Lee & Rose Warner Coliseum was hosted by donor Donald McNeeley and his family; attending were members of the Foundation and Society boards, life members and State Fair staff.

17 - More than 400 people attended the State Fair Foundation's Taste of the Fair fundraiser, conducted at the East Grandstand Plaza.

19 - Information and guest services staff attended orientation sessions.

22 - The 93rd Annual State Fair Fine Arts Exhibition Artists Preview was held at the Arts Center.

23 - A preview of the new Eco Experience was held at the Progress Center. Princess Kay of the Milky Way was crowned at the Midwest Dairy Association's traditional pre-fair ceremony, conducted at the Bandshell.

24 - The 143rd edition of the Minnesota State Fair opened at 6 a.m. Dedication of the new Miracle of Birth, the opening of the Eco Experience and the fair's official opening ceremonies at the Bandshell were conducted later that morning.

**MINNESOTA STATE AGRICULTURAL SOCIETY  
MEETING OF THE GOVERNING BOARD  
10 a.m. Friday, Aug 25, 2006  
J. V. Bailey House, State Fairgrounds**

**Members Present:** Lyle Steltz, president; Joe Fox; D. J. Leary; Jim Foss; John Paulmann; Sharon Wessel; Bob Lake; Denny Baker; Chauncey Wargin; Al Paulson; Jerry Hammer, secretary.

**Also present:** Kent Harbison.

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

Minutes of the Society's board and sales committee meetings, conducted June 6, 2006, were approved on a motion by Mr. Fox, seconded by Mr. Leary and carried (Aye-9; Nay-0).

Minutes of interim activities during the period June 6 through Aug. 24, 2006, were approved on a motion by Mr. Paulmann, seconded by Mr. Foss and carried (Aye-9; Nay-0).

Mr. Hammer presented the July financial statement as follows:

**MINNESOTA STATE FAIR  
CASH TRANSACTION SUMMARY  
Month Ending July 31, 2006**

**GENERAL FUND ACTIVITY:**

Cash Balance-June, 30, 2006		\$529,513
Add: Cash Deposits	\$2,393,297	
Less: Payroll Ending July 14	(288,656)	
Payroll Ending July 28	(247,219)	
Cash Disbursements	(1,151,040)	706,382
Cash Balance-July 31, 2006		\$1,235,895

**MARKETABLE SECURITIES ACTIVITY:**

Balance-June, 30, 2006		\$-
Add: Interest Earned		
Securities Purchased		
Less: Securities Redeemed		
Balance-July 31, 2006		\$-

**BUILDING FUND ACTIVITY:**

Balance-June 30, 2006		\$444
Add: Interest Earned		
Securities Purchased		
Less: Securities Redeemed		
Balance-July 31, 2006		\$444

**CONSTRUCTION FUND ACTIVITY:**

Balance-June 30, 2006		\$12,058
Add: Interest Earned		53
Balance-July 31, 2006		\$12,111

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

	2005	2006
General Fund	\$844,951	\$1,235,895
Petty Cash	14,800	15,103
Marketable Securities	-	-
Building Fund	442	444
Construction Fund	11,609	12,111
Total Cash Balances	\$871,802	\$1,263,553

After discussion, the statement was approved as presented on a motion by Mr. Baker, seconded by Mr. Paulmann and carried (Aye-9; Nay-0).

Mr. Hammer presented the following list of fair-time contracts for consideration:

CONTRACTOR	DATES	TERMS	VENUE
Americana Fireworks Display Company	8/24-9/4	\$35,000.00	Grandstand
A.S.I.A. (Concert Security)	8/24-9/4	\$17.00/hour	Grandstand
P.E.S.O. (Concert Ushers)	8/24-9/4	\$14.50/hour	Grandstand
Brutus, Inc.	6/1-9/4	\$18,298.00	Grandstand
Freestyle Productions (Video)	8/24-9/4	\$51,847.00	Grandstand
ASL Interpreting Services	8/24-9/4	\$950.00/show	Grandstand
Sonic Hi-Ways, Inc d/b/a Sonic Youth	8/24	\$30,000.00 Flat	Grandstand
The Magic Numbers Touring Ltd., d/b/a The Magic Numbers	8/24	\$1,500.00 Flat	Grandstand
Ray Komischke	8/27	Union musician rates	Grandstand
Cyanide Productions, Inc. d/b/a Poison	8/29	\$119,000.00 plus 80% over \$225,000.00	Grandstand
Endeverafter	8/30	\$1,000.00 Flat	Grandstand
Justin Case Productions, Inc. d/b/a Firehouse	8/30	\$6,500.00 Flat	Grandstand
Ain't Skeerd Productions d/b/a Julie Roberts	8/30	\$10,000.00 Flat	Grandstand
Real World Tours, Inc. f/s/o Alan Jackson	8/28	Revised terms \$300,000 plus 80% over \$410,000	Grandstand
A Prairie Home Companion	9/1	Revised terms 60% net box office receipts	Grandstand
The Nadas	9/2	\$1,000.00 Flat	Grandstand
Brave Combo	8/24-27	\$15,600.00 Flat	Bandshell
David Mariette (Blacksmith)	8/24-8/30	\$1,820.00	Heritage Square
Joel Miller (Blacksmith)	8/31-9/4	\$1,700.00	Heritage Square
Roger Abrahamson (Woodturner)	8/24-9/4	\$3,000.00	Heritage Square
Hackensaw Boys	8/30-8/31	\$5,000.00	Heritage Square
Hank Thunander Band	8/24-8/25	\$2,500.00	Heritage Square
Outdoor Heritage Education Center d/b/a Touch of the Wild Nature Exhibit	8/24-9/4	\$2,000.00	Northwoods Center
Duane Rolstad	8/24-8/27	\$800.00	Old Iron Show
James Birk	8/24-9/4	\$1,200.00	Old Iron Show
Peter Nohner	8/24-9/4	\$1,800.00	Old Iron Show
Mary Ann & Derek Wawak	8/24-9/4	\$900.00	Old Iron Show
Laura Quirk	8/24-8/31	\$599.00	Old Iron Show

Lee J. Sackett	8/24-8/4	\$3,000.00	Old Iron Show
Derold McDonogh	8/28-8/31	\$500.00	Old Iron Show
Byron Boike	8/28-9/4	\$800.00	Old Iron Show
Meadowind Miniatures	8/24-9/4	\$6,000.00	Parade
Wacky Wheeler	8/24-9/4	\$6,000.00	Parade
Twin Cities Unicycle Club	8/25	\$400.00	Parade
Drumheart	8/25-8/26 & 9/2-9/3	\$800.00	Parade
St. Anthony Park Community Band	8/25	\$100.00	Parade
St Paul Bouncing Team	8/26	\$250.00	Parade
St. Paul Police Band	8/26	\$200.00	Parade
U of M Marching Band	8/27	\$1,500.00	Parade
Chicks on Sticks	8/28-8/31	\$1,600.00	Parade
Gopher State Railway Museum	8/30 & 9/1	\$1,000.00	Parade
Jack Brass Band	9/4	\$850.00	Parade
Pig's Eye Jass Band	9/4	\$560.00	Parade
DJ Snuggles	9/3	\$450.00	Talent Contest
Tom Chepokas f/s/o T.C. & Company	8/24-9/3	Revised terms \$2,864 plus overtime	Talent Contest
Dale Robert Mendenhall	8/24-9/3	\$1,432 flat	Talent Contest
Richard Bortolussi	8/24-9/3	\$1,432 flat	Talent Contest
Thomas Lewis	8/24-9/3	\$1,432 flat	Talent Contest
Dorothy Sandquist	9/1-9/2	\$400.00	Ramberg
Kory Badertscher f/s/o Rich Lewis Band	Cancelled	\$1000.00	Ramberg
Loren Daniel f/s/o Mannequin in Motion	8/26-8/27 9/2-9/4	\$6,500.00	Grandstand Plaza
The Procrastinators	8/24-9/4	\$15,000.00	Grandstand Plaza

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

The following rental rates for non-fair use of the CHS Miracle of Birth Center were proposed and presented by Mr. Hammer:

Livestock events: MoBC with office space and restroom (\$725)  
MoBC plus FFA chapter House (\$825)  
Add to Coliseum rental for use of building (\$625)

Commercial events: MoBC with office space and restroom (\$950)  
MoBC plus FFA Chapter House (\$1,075)  
Add to Coliseum rental for use of building (\$825)

After discussion, the rates were approved as presented on a motion by Mr. Baker, seconded by Mr. Foss and carried (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. Baker, seconded by Mr. Leary and carried (Aye-9; Nay-0).

Mr. Hammer presented a report on the fair's sponsorship program for '06 including cash sponsorships totaling \$582,000, plus a variety of in-kind, promotional and media sponsorships. The report was accepted on a motion by Mr. Paulson, seconded by Mr. Foss and carried (Aye-9; Nay-0).



Mr. Hammer presented a list of recipients of the Ben C. Hallberg Rural Youth Scholarships for 2006. Winners are: Jacob Albrecht of New Ulm; Heidi Allen of St. Charles; Kylla Bargfrede of Alpha; Jessica Dahl of Luverne; Jenna Fischer of Tracy; Erin Harris of Morris; Brad Lanoue of Tracy; Shannon Molitor of Watkins; Luke Olson of Hutchinson; Lana Olson of Hutchinson; Kayla Pearson of Grove City; Jill Pesek of Taunton; Amanda Rasmussen of Rothsay; Megan Reeck of Paynesville; Laura Ann Reiter of Elgin; Steve Resler of Owatonna; Peter Scharpe of Arlington; Erica Seitzer of St. Peter; Jacob Strobel of Pemberton; Lezli Weis of Pine Island.

The winners were accepted on a motion by Mr. Foss, seconded by Mr. Paulson and carried (Aye-9; Nay-0).

Mr. Hammer offered an update on activities during the first day of the fair. Information only; no action required.

Ms. Cady reported on State Fair Foundation activities taking place during the '06 State Fair.

Mr. Leary moved that the entire officers quarters structure be designated non-smoking. Mr. Lake seconded and motion carried (Aye-9; Nay-0).

After discussion on the Minnesota Historical Society's "Minnesota 150" program, Mr. Fox moved, Mr. Lake seconded and motion carried that the Society formally submit the State Fair as a nominee (Aye-9; Nay-0).

The meeting was adjourned at 10:55 a.m. on a motion by Mr. Leary, seconded by Mr. Fox and carried (Aye-9; Nay-0).

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

**9:45 a.m. Sunday Sept. 3, 2006**

**Officers Cottage, State Fairgrounds**

**Members present:** Lyle Steltz, president; Joe Fox; D. J. Leary; Jim Foss; John Paulmann; Sharon Wessel; Bob Lake; Denny Baker; Chauncey Wargin; Al Paulson; Jerry Hammer, secretary.

**Also present:** Kent Harbison.

President Steltz called the meeting to order at 9:45 a.m.

Minutes of the Society's board meeting conducted Aug. 25, 2006, were approved on a motion by Mr. Fox, seconded by Mr. Paulson and carried (Aye-9; Nay-0).

Minutes of the Life Member Advisory Committee meeting conducted Aug. 27, 2006, were submitted for review as follows:

#### **LIFE MEMBER ADVISORY COMMITTEE MEETING**

**11 a.m. Aug. 27, 2006**

**Officers Cottage, State Fairgrounds**

**Members present:** Clarice Schmidt, chairperson; Vern Prokosch, Don Simons, Howard Recknor, Evelyn Hagen, Bill Korf and Dick Reinhardt.

**Also present:** Mark Birk

Chairman Schmidt called the meeting to order at 11:30 a.m.

The committee discussed recommendations to the Honors Committee for Life Member candidates. It was agreed by the committee to advance two names to the Honors Committee for review.

After discussion, the committee recommended the names of two candidates for honorary life membership in the Society; the names were forwarded to the honors committee for consideration.

Mark Birk provided an update on fair activities.

Members present asked that staff send information to the committee that committee members would find of interest, with particular attention to notification of the passing of Life Members.

There being no further business before the committee, on a motion by Mr. Korf, seconded by Mr. Prokosch, the meeting adjourned at 11:45 a.m.

After discussion, the Life Member Advisory Committee minutes were approved as submitted on a motion by Mr. Baker, seconded by Mr. Lake and carried (Aye-9; Nay-0).

Mr. Leary moved, Mr. Paulson seconded and motion carried to meet in executive session and close the meeting to the public in order to discuss legal issues involving the Penny Arcade (Aye-9; Nay-0). Following a discussion with legal counsel Kent Harbison, the meeting was reopened to the public on a motion by Mr. Leary, seconded by Mr. Lake and carried (Aye-9; Nay-0).

Mr. Hammer provided an update on the progress of the '06 State Fair to date. The report was accepted on a motion by Mr. Fox, seconded by Mr. Leary and carried (Aye-9; Nay-0).

The board authorized an annual contribution of \$2,000 to the State Fair employee's club to provide partial funding for employee club functions and beverages used by employees and visitors during normal office hours on a motion by Mr. Fox, seconded by Mr. Baker and carried (Aye-9; Nay-0).

It was moved by Mr. Baker, seconded by Mr. Paulson and carried, that members of the board and certain staff members designated by the secretary be authorized to attend the International Association of Fairs & Expositions 2006 international convention in Las Vegas, Nev. (Aye-9; Nay-0).

The dates for the 2007 State Fair were set for Thursday Aug. 23 through Labor Day, Monday, Sept. 3 on a motion by Mr. Lake, seconded by Ms. Wessel and carried (Aye-9; Nay-0).

The date for the next meeting of the Society's board of managers was set for Friday Nov. 10, 2006, on a motion by Mr. Foss, seconded by Mr. Leary and carried (Aye-9; Nay-0).

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

#### **MINNESOTA STATE AGRICULTURAL SOCIETY MINUTES OF INTERIM ACTIVITIES**

**Aug. 24 to Nov. 10, 2006**

##### **August**

24 - Sept. 4 - The State Fair hosted a variety of fair officials and other dignitaries including Jim Tucker, president of the International Association of Fairs & Expositions, Springfield, Mo.; Al Craig, Topsfield Fair in Topsfield, Mass.; Gary Goodman and the governing board of the South Carolina State Fair, Columbia, S.C.; staff and members of the governing board of the Iowa State Fair, Des Moines; Amber Phillips and staff from the Tulsa State Fair in Tulsa, Okla.; Bob Wagoner of the North Dakota State Fair in Minot; Rick Frenette and staff of the Utah State Fair in Salt Lake City; Wesley Wyatt, Nikki Berryman of the North Carolina State Fair and officials with the North Carolina Department of Agriculture, Raleigh; Barbara Boester-Quaid of the Ventura County Fair in Ventura, Calif.; Bill Dutcher, Sandra Hawke and staff of MetraPark in Billings, Mont.; Bob Williams of the Wisconsin Department of Agriculture, Madison; Paul Moore of the William Morris Agency, Nashville, Tenn.; Steve Dahl of Monterey Artists, International, Nashville, Tenn.; Steve Edwards of the Calgary Stampede, Calgary, Alberta; Michael Knott of the Canadian National Exhibition, Toronto, Ontario; Spero Kartanos of the Royal Easter Show in Sydney, Australia; Dr. Hisashi Bannai of the Rural Finance Research Institute, Tokyo, Japan; and Dr. Tetsuo Oe of Meiji University, Kawasaki-shi, Japan.

27 - The J.V. Bailey House was dedicated at a ceremony attended by members of the Bailey family; State Fair Hall of Famers, honorary life members of the Society, State Fair Foundation board members, guests and friends were hosted to lunch at the J. V. Bailey House; the board of managers of the South Carolina State Fair conducted a business meeting at the Officers Quarters.

31 - A plaque commemorating the service of veterans of the Korean War was dedicated during a ceremony at the Veterans Garden near the Agriculture-Horticulture Building.

##### **September**

3 - One Goal Plus awards for outstanding customer service were presented at the Bandshell to State Fair staff members Blake van Denburgh (vegetables and flowers), Josh Ihrke (4-H), Molly McNeill (concessions and exhibits), Joan Rutten (finance) and Carl Sherman (sanitation).

4 - The 2006 Great Minnesota Get-Together ended at 10 p.m. with fireworks, and a 12-day attendance of 1,680,579.

7 - Frost spoke at a Festivals & Events Seminar presented at the University of Minnesota.

14-18 - The Minnesota 4-H Horse Show was held at the Warner Coliseum and livestock complex.

16 - The MS Society Challenge Walk was conducted on various roadways around the fairgrounds.

17 - The Antique Motorcycle Club presented a Motorcycle Swap Meet at the north parking lots.

19 - Sinclair, Hudalla, Larson, Simon and Melstrom met with building codes and health department officials to review the '06 State Fair and discuss concession and exhibit code compliance and other related issues.

20 - The Better Business Bureau presented the State Fair with an award for distinguished membership, accepted by Hudalla.

21-25 - The Western Saddle Clubs Horse Show was held at the Warner Coliseum and livestock complex.

23 - Community Councils for St. Paul's Districts 10 and 12 used the north parking lots as the drop-off site for neighborhood cleanup. T.C. Model Railroad Club's Fall Model Railroad Show was held at the Education Building.

27 - Hudalla, Larson and Simon met with representatives of TKDA architects and engineers to discuss Bazaar renovation.

28 - Oct. 1 - The Fall Arabian Horse Show, presented by the Minnesota Arabian Horse Breeders, was held at the Warner Coliseum and livestock complex.

29 - Huber and members of the Minnesota Federation of County Fairs and Midwest Showmen toured potential sites for the 2009-2011 annual conventions of the Society, MFCF and Showmen. State Fair staff and various risk management, emergency services and public safety representatives met to review the '06 fair.

30 - The St. Paul Junior League's Next-to-New Sale was held at Empire Commons.

30 - Oct. 1 - Prime Promotions Antique Spectacular Show & Flea Market was presented at the Grandstand. Capitol City Chapter A.A.C.A. held their Midwest Fall Swap Meet & Antique Auto Show on the north parking lots. Minnesota Weapons Collectors conducted the Fall Weapons Collectors Show & Sale at the Education Building.

#### October

3 & 4 - The south Como parking lots were used as a Park & Ride site for Minnesota Twins - Oakland A's playoff games.

3-8 - The Harvest Horse Show, presented by Midstates Horse Shows, was held at the Warner Coliseum and livestock complex.

4 - The CHS Board of Directors conducted a portion of their annual meeting at the CHS Miracle of Birth Center.

4-7 - The YMCA's Fall Garage Sale was held at the Merchandise Mart.

5 - Hudalla, Mannion, Huber and Mix attended an employment law seminar sponsored by the Fredrickson Byron law firm.

6 - The State Fair Foundation's finance committee met at the J. V. Bailey House.

7 & 8 - The Minnesota Comic Book Association's Comic Book Convention was held at the Education Building, Creative Activities Annex and Theater. The MCC Fall Show, presented by the Minnesota Crafts Council, was conducted at the Progress Center. The Smoregetsboard Lumber Sale was presented by the Rockler Retail Group at Empire Commons.

9 - The State Fair Foundation board held a planning meeting at the J.V. Bailey House. Huber met with representatives of the Crowne Plaza to discuss arrangements for the Society's '07 annual meeting.

12 - Huber, Mannion and Mix attended a meeting on employee health care benefits. Mix attended a meeting of the Twin Cities Legal Employees Education Association.

13-15 - Blue Star Productions Sale Xtravaganza and Super Computer Sale was presented at the Education Building.

14 & 15 - The Minneapolis - St. Paul Military Relic & Collectors Show, LLC, held their Fall Military Relic Show at the Progress Center.

15 - The Twin Cities Roadsters Swap Meet was conducted at the north parking lots.

15-17 - Pearson and Dungan attended the annual convention of the International Entertainment Buyers Association in Nashville, Tenn.

18 & 19 - State Fair staff worked on a Habitat for Humanity project in Woodbury.

19 - Lynskey and Mix attended the Minnesota State Council on Disabilities awards and recognition program. The south Como parking lots were used as park-and-ride locations for the annual Education Minnesota Conference.

19-22 - The Minnesota Beef Expo, presented by the State Fair, was presented at

the Coliseum and Cattle Barn.

20-22 - Ski Challenge conducted the Midwest Ski & Board Fest at the Progress Center.

20 - Fox and Frost participated in a State Fair Foundation board retreat at the Warner Nature Center.

23 - Senior staff participated in the first of several planning sessions. Pooch, Fickett, LeFebvre and milking parlor superintendent Doris Mold met with dairy industry representatives to discuss upgrades to educational cattle displays.

24 - Huber and Donna Speltz of the Minnesota Federation of County Fairs toured facilities in Rochester as a possible site for the Society's and MFCF's annual meetings in 2009-2011.

26 - Pooch, Fickett, Melstrom and Cady met with representatives of the horse industry to discuss the proposed new judging arena complex.

#### November

1 - Huber and Mannion attended a seminar on health promotions.

3 - Huber and Mannion met with representatives of the Hyatt and Millenium Hotels in Minneapolis as potential annual meeting sites for 2009-2011.

4 - The Warner Coliseum's 2006-2007 ice skating and hockey season opened.

#### MINNESOTA STATE AGRICULTURAL SOCIETY MEETINGS OF THE GOVERNING BOARD, AND SALES AND PLANNING COMMITTEES 9 a.m. Friday Nov. 10, 2006 Libby Conference Center, State Fairgrounds

##### Meeting of the Sales Committee

**Members present:** Bob Lake, chairman; Joe Fox; D. J. Leary; Jim Foss; John Paulmann; Sharon Wessel; Denny Baker; Chauncey Wargin; Al Paulson; Lyle Steltz, ex officio; Jerry Hammer, ex officio; Jim Sinclair, ex officio.

**Also present:** Karen Frost; Steve Pooch; Marshall Jacobson; Mark Birk; Renee Pearson; Swan Melstrom; Steve Grans; Pat Hunsinger; Brienna Schuette; Kay Cady; and Kent Harbison.

Chairman Lake called the meeting to order at 9 a.m.

Mr. Sinclair presented a comprehensive written report of sales division revenue from the 2006 State Fair totaling \$7.3 million from commercial concessions and exhibit space, Midway and Kidway operations and other rides and attractions. On a motion by Mr. Wargin, seconded by Ms. Wessel and carried, the report was accepted for further review by the committee and consideration for acceptance at its next meeting (Aye-8; Nay-0).

Mr. Sinclair then presented two separate comparative reports of food and beverage concession revenue and non-food concession revenue for 2005 and 2006, and provided two written reports summarizing overall midway revenues from 1983 through 2005 and the various revenue streams of Mighty Midway and Kidway operations from 1995 through 2006. The reports were accepted on a motion by Mr. Paulmann, seconded by Ms. Wessel and carried (Aye-8; Nay-0).

On a motion by Mr. Leary, seconded by Mr. Fox and carried (Aye-8; Nay-0), an executive session was convened during which legal counsel Kent Harbison provided a status report with respect to legal matters associated with the Penny Arcade building. After Mr. Harbison's report, it was moved by Mr. Leary, seconded by Mr. Fox and carried that the executive session be adjourned and the sales committee meeting reconvened (Aye-8; Nay-0).

The sales committee was adjourned at 9:45 a.m. on a motion by Mr. Fox, seconded by Mr. Foss and carried (Aye-8; Nay-0).

##### Meeting of the Planning Committee

**Members present:** D. J. Leary, chairman; Joe Fox; Jim Foss; John Paulmann; Sharon Wessel; Bob Lake; Denny Baker; Chauncey Wargin; Al Paulson; Lyle Steltz, ex officio; Jerry Hammer, ex officio; Steve Pooch, ex officio.

**Also present:** Karen Frost; Jim Sinclair; Marshall Jacobson; Mark Birk; Renee Pearson; Swan Melstrom; Steve Grans; Pat Hunsinger; Brienna Schuette; Kay Cady; and Kent Harbison.

Chairman Leary called the meeting to order at 9:45 a.m.

Mr. Hammer presented a list of standard miscellaneous annual improvements and maintenance projects for 2007 totaling \$1.35 million. After discussion, the projects were approved on a motion by Mr. Baker, seconded by Mr. Paulson

and carried (Aye-8; Nay-0). The projects will be incorporated into the complete list of improvements and maintenance budgets for 2007 to be reviewed by the planning committee in January.

Mr. Hammer presented two improvements projects for consideration: electrical upgrade to the Cattle Barn's outlets and lighting systems budgeted at \$175,000 and construction of a storage facility at the Warner Coliseum budgeted at \$22,000. After discussion, the projects were approved on a motion by Mr. Baker, seconded by Ms. Wessel and carried (Aye-8; Nay-0). These two projects will also be incorporated into the '07 budgets, to be reviewed in January.

The planning committee meeting was adjourned on a motion by

Mr. Wargin, seconded by Mr. Lake and carried (Aye-8; Nay-0).

#### Meeting of the Governing Board

**Members present:** Lyle Steltz, president; Joe Fox; D. J. Leary; Jim Foss; John Paulmann; Sharon Wessel; Bob Lake; Denny Baker; Chauncey Wargin; Al Paulson; Jerry Hammer, secretary.

**Also present:** Karen Frost; Steve Pooch; Jim Sinclair; Marshall Jacobson; Mark Birk; Renee Pearson; Swan Melstrom; Steve Grans; Pat Hunsinger; Brienna Schuette; Kay Cady; Malcolm McDonald; and Kent Harbison.

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

Minutes from the Sept. 3, 2006, meeting of the board were approved on a motion by Mr. Baker, seconded by Ms. Wessel and carried (Aye-9; Nay-0).

Minutes of interim activities covering the period Aug. 25 through Nov. 9, 2006, were reviewed and approved on a motion by Mr. Leary, seconded by Mr. Paulmann and carried (Aye-9; Nay-0).

Action taken earlier by the sales and planning committees was approved on a motion by Mr. Foss, seconded by Mr. Fox and carried (Aye-9; Nay-0).

Mr. Hammer and Mr. Jacobson presented the October financial statement as follows:

#### MINNESOTA STATE FAIR CASH TRANSACTION SUMMARY Month Ending October 31, 2006

##### GENERAL FUND ACTIVITY:

Cash Balance-Sept. 30, 2006	\$4,596,219
Add: Cash Deposits	\$4,473,105
Less: Payroll Ending Oct. 8	(182,303)
Payroll Ending Oct. 22	(180,870)
Cash Disbursements	(4,156,003)
Cash Balance-Oct. 31, 2006	\$4,550,148

##### MARKETABLE SECURITIES ACTIVITY:

Balance-Sept. 30, 2006	\$-
Add: Interest Earned	
Securities Purchased	
Less: Securities Redeemed	
Balance-Oct. 31, 2006	\$-

##### BUILDING FUND ACTIVITY:

Balance-Sept. 30, 2006	\$444
Add: Interest Earned	
Securities Purchased	
Less: Securities Redeemed	
Balance-Oct. 31, 2006	\$444

##### CONSTRUCTION FUND ACTIVITY:

Balance-Sept. 30, 2006	\$12,216
Add: Interest Earned	53
Balance-Oct. 31, 2006	\$12,269

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

	2005	2006
General Fund	\$3,494,168	\$4,550,148
Petty Cash	5,100	5,600
Marketable Securities	-	-
Building Fund	443	444
Construction Fund	11,711	12,269
Total Cash Balances	\$3,511,872	\$4,568,461

After discussion, the October statement was approved on a motion by Mr. Fox,

seconded by Mr. Baker and carried (Aye-9; Nay-0).

Mr. Jacobson presented a detailed review of fair-time payrolls totaling \$1.9 million for 80 departments. After discussion, the report was approved on a motion by Mr. Baker, seconded by Mr. Fox and carried (Aye-9; Nay-0).

Mr. Hammer presented the final draft of the agreement between the Society and the State Fair Foundation, outlining the specifics of funding and ownership of the new CHS Miracle of Birth Center; the original draft was presented at the board's March 23, 2006, meeting. After discussion, the agreement was approved on a motion by Mr. Paulmann, seconded by Ms. Wessel and carried (Aye-9; Nay-0).

Mr. Pooch reviewed agricultural and creative contests conducted during the '06 State Fair, including more than 14,000 participants competing in 41 departments. Mr. Pooch's report was accepted on a motion by Mr. Foss, seconded by Ms. Wessel and carried (Aye-9; Nay-0).

Ms. Pearson presented a report on the fair's entertainment program including an outlook for the '07 State Fair. After discussion, Ms. Pearson's report was accepted on a motion by Mr. Leary, seconded by Mr. Baker and carried (Aye-9; Nay-0).

Mr. Hunsinger reported on the '06 non-fair events schedule and looked ahead to major events in '07 and '08. The report was accepted on a motion by Mr. Baker, seconded by Mr. Lake and carried (Aye-9; Nay-0).

Mr. Hammer presented the following recommendations for non-fair events rates:

	CURRENT	PROPOSED
Building trades contractors	\$75/hour	\$80/hour
On-duty events supervisor	\$26/hour	\$27/hour
Police officers	\$27/hour	\$29/hour
Reserve police officers	No set rate	\$20/hour

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

Mr. Hammer presented options regarding convention and hotel facilities for the Society's annual meetings in 2009, 2010 and 2011. After discussion, the board directed Mr. Hammer to contact the Minnesota Federation of County Fairs board, the Midwest Showmen's Association board and Society delegates to outline the Society board's support for the Minneapolis Hyatt Hotel.

The board discussed the Society's sales tax initiative during the upcoming session of the state legislature. No action required.

Mr. Fox, Mr. Hammer and State Fair Foundation Chairman Malcolm McDonald reported on foundation activities. Information only; no action required.

Mr. Hammer reported on a recent meeting of the State Fair Honors Committee, and the committee's recommendation of long-time State Fair swine superintendent Jerry Hawton for honorary life membership in the Society. The committee's recommendation was approved on a motion by Mr. Leary, seconded by Mr. Baker and carried (Aye-9; Nay-0). Mr. Hawton's name will be placed in nomination for election during the Society's annual meeting in January.

The meeting was adjourned at 12:10 p.m. on a motion by Mr. Leary, seconded by Mr. Baker and carried (Aye-9; Nay-0).

#### MINNESOTA STATE AGRICULTURAL SOCIETY MINUTES OF INTERIM ACTIVITIES Nov. 10, 2006 through Jan. 11, 2007

##### November

14 - Sinclair, Larson, Simon, Vavreck, Bauer, Hayne and Lindahl met with representatives of the Minnesota Departments of Health and Agriculture to review '06 operations and discuss issues for '07. Mix attended the state's Ramsey County Job Security Employers Committee meeting in St. Paul.

15 - Sinclair, Simon and Vavreck met with representatives of the Minnesota Pollution Control Agency to review '06 Eco Experience operations and beginning planning for '07.

16 - Sinclair, Hudalla, Larson, Simon, Cady and Hamilton met with Mr. Mihailo Temali of the Neighborhood Development Center and toured the Midtown Global Market.

17 - The State Fair Foundation's public relations committee conducted a meeting at the J. V. Bailey House. Sinclair and Simon met with representatives of the Minnesota Department of Natural Resources to discuss DNR Building

maintenance and improvement work for '07.

20 - Sinclair and Larson met with Paul Quast and other representatives of the Minnesota Farm Winery Association to discuss an exhibit of Minnesota wineries at the '07 fair.

## December

4-7 - Hammer, Sinclair, Hudalla, Jacobson, Pearson, Larson, Simon, Fickett, Dungan and Weinfurter, along with board members Steltz, Fox, Leary, Foss, Wessel, Lake, Baker, Wargin and Paulson attended the IAFE International Convention in Las Vegas, Nev.; Hammer was elected chairman of the IAFE during the meeting.

6 - Pooch and Cady met with State Fair Foundation board member Steve Eilertson and John DePaolis to discuss a potential sustainable agriculture exhibit for the '07 fair.

11 - Hammer met with Bill McGrann and Joe Bagnoli of McGrann, Shea, Carnival, Straughan regarding legislative issues. The Foundation nominating committee conducted a meeting at the J. V. Bailey House.

12 - The State Fair Foundation hosted a holiday social for State Fair staff at the J. V. Bailey House.

13 - Mix attended the St. Paul Human Resources Association meeting in St. Paul.

19 - The State Fair staff holiday lunch was held at the Libby Conference Center.

## January

2-3 - Senior staff conducted the first of several meetings to finalize improvements and maintenance project recommendations.

4 - Sinclair and Simon met with representatives of the Minnesota AFL-CIO to discuss remodeling of their exhibit.

5-6 - Hammer attended and spoke at the annual meeting of the Virginia Association of Fairs in Williamsburg.

9 - Mix attended the state's Ramsey County Job Security Employers Committee meeting in St. Paul.

10 - Mix attended the St. Paul Human Resources Association meeting in St. Paul.

## MINNESOTA STATE AGRICULTURAL SOCIETY ANNUAL MEETING

8 a.m. Sunday Jan. 14, 2007

At 8 a.m., members of the Society met for breakfast and convened in general session at 8:30 a.m. President Lyle Steltz welcomed delegates and guests, then asked Secretary Jerry Hammer for his report:

Hammer introduced concessionaire Maxine Davis, entertainer Santa Dan and FFA exhibitor Lana Olson and each spoke about their experiences at the fair. After their remarks, Hammer continued:

These good people showed us a lot about passion for the fair and how the Great State Fair can affect lives. The fair also teaches about responsibility and I will share a letter that we received right after the fair that illustrates that.

"Dear Fair Officials: On the first day of the fair I paid four dollars for a twelve and under gate ticket. My parents found out and now here I am writing this letter. I'm sorry about what I have done. Sincerely, Reed age 13 P.S. Enclosed are the three dollars I owe you." You know you want to send it back but then that blows the whole lesson doesn't it. That's remarkable.

The 2006 fair was one of the best ever, definitely in the top three in terms of net revenue produced. The financial details are in the handout that you have on the tables. That's good because lord knows there is an awful lot of work we need to do with our historic facilities. The State Fairgrounds are state property, yet the state contributes absolutely nothing to maintenance and improvements. So if we wish the fair to continue to be as great an institution for future generations as it is for us, that means we need to preserve and protect our facilities.

Artistically and from a standpoint of fulfilling our mission, the '06 fair was successful. If we are doing what we are supposed to do in terms of education, in terms of building community and showing people how to improve their lives, then this past year was in fact the best ever. It could also have been a record setter in terms of attendance except we ran into some bad luck with weather – especially during the last weekend. We also had quite a bit of rain on opening day and Jim Tucker, who is the chief executive for the IAFE (International Association of Fairs and Expositions) was in my office doing some business and he looked up and asked if it normally gets dark this early. It was about 7:15 p.m.,

and sunset isn't till around 8:30 p.m. that time of year. It was raining so hard you couldn't even see individual drops. It was coming down in absolute buckets and sheets, and it was so dark out that the streetlights actually went on. Weather is the one thing we can't do anything about, though, so we take it as it comes.

Two exhibits at this year's fair in particular were really outstanding and I hope went a long way towards fulfilling our mission. The first was the Eco Experience up on Machinery Hill in the 1907 Progress Center. Regardless of what your politics are or where you stand on a lot of issues, I think everybody has to agree that the biggest issue we face on a global basis is energy, where we get it from and how we use it. The Eco Experience focused on renewable energy in a big way. Our principal partner in the project was the Minnesota Pollution Control Agency and the exhibit attracted national attention and won several prestigious awards.

The other new exhibit this year was the CHS Miracle of Birth Center. This was the first project funded almost completely through the State Fair Foundation, which raised \$1.5 million to produce this extremely popular exhibit. Our thanks to the Foundation for doing a such remarkable job. Now many, many people contributed to getting this done, but no one more so than past Foundation chair and current member of the Foundation board Mr. Dave Johnson. The Miracle of Birth Center was accomplished as much through force of will from Dave than through anything else, and Dave is with us this morning. Dave, would you please stand? Let's give him a round of applause. The Foundation is really rolling now and we are all very pleased and excited and happy that it has come so far in such a short amount of time. Thanks to all of the Foundation board and thanks to executive director Kay Cady and foundation staff members James Hamilton and Mary Chung for your outstanding effort.

The best line I heard about the Miracle of Birth Center was from Foundation Treasurer Steve Eilertson during Friday's annual meeting of the Foundation. Steve said that his dad and his 22-year-old daughter went down to the Miracle of Birth Center and got there just in time to see the live birth of a calf. After seeing a live birth, he said his daughter is staying single.

We have two more special guests here today from the Miracle of Birth Center. Coming in the back door right now is Holly Neaton from the Minnesota Veterinary Medical Association, and she brought with the first lamb born at the Miracle of Birth, Jill. Thanks so very much, Holly, and thank you Jill, who is likely the very first lamb to attend a meeting at this hotel.

Now let's turn our attention to the video from the 2006 State Fair. Dale Kivimaki and Free-Style Productions produce this video every year. Dale does the video for Grandstand shows, and he is one of the biggest fair fans ever. We talk about people with passion for the fair and Dale is right up there with them and so now at this time let us take a look at video highlights from the 2006 Minnesota State Fair.

Thanks to our terrific board for all the work you have done, the guidance and the governance and oversight you provide, and thanks also for your terrific support. Thanks to all of our commercial exhibitors and our competitive exhibitors and everyone who makes the fair possible. Thanks to the Great State Agricultural Society and all of its members for the privilege of allowing us to serve. As for staff, I can't lie to you. Emotions have been a little raw these last few days since we lost our facilities director Mark Birk. He died Tuesday evening and there has been a tremendous outpouring of emotions and sympathy from all of our staff. Two written pieces in particular must be acknowledged. One was written by John Hayne, who works in facilities, another by Dennis Larson who handles food concessions, among other things. Dennis used a very good term to describe our feelings toward each other, and this extends to the board as well. In Dennis' words, we are 70 sisters and brothers and we are joined each August by 3,000 cousins and together we put on the Great Minnesota Get-Together. I'll add this: Our family puts our hearts and souls into making Minnesota proud. God bless you Mark, and God bless you all.

Mr. Hammer's report was accepted by the membership.

Resolutions committee member Helen Anderson of Washington County presented the following resolutions for consideration by the Society, and they were adopted as read:

Resolved, that the Society sincerely thanks each of the 1,680,579 visitors who attended the 2006 Minnesota State Fair. We respect the loyalty and traditions deeply rooted in attending and contributing to this educational, innovative and culturally rich event.

Resolved, that the Minnesota State Agricultural Society recognizes with profound gratitude all who contributed to the success of the 2006 Minnesota State

Fair. The continuing success of the State Fair is achieved through the combined efforts of thousands of these dedicated people each year.

Resolved, the Society pledges to provide its guests with the finest exposition in North America. We confirm our mission to educate and involve our guests by providing a world-class showcase that is innovative, entertaining and fun.

On Jan. 12, 2007, the Society's Board of Managers unanimously passed a resolution urging the State of Minnesota to return sales tax collected on State Fair tickets sold, provided that the tax collected be matched by other Society revenue and dedicated to improvements to the State Fairgrounds:

WHEREAS, the Minnesota State Fair, governed by the Minnesota State Agricultural Society, as established by Minnesota's territorial government, is an important part of Minnesota's social fabric, and

WHEREAS, the Minnesota State Fair is widely recognized as one of the finest and best-attended events in the world, and

WHEREAS, the State Fairgrounds are among the best-utilized public properties in the state with fair-time attendance of nearly 1.7 million, plus nearly another 1 million for non-fair events, and

WHEREAS, the State Fair has an economic impact of more than \$150 million in the Twin Cities, plus additional economic impact throughout the state, and provides the equivalent of 4,300 jobs and generates nearly \$5 million in sales taxes for the state, and

WHEREAS, the state rightly supports the arts, education, recreation, athletics and other important institutions that contribute to our quality of life, and whereas the State Fair is all of these things and more on a grand scale with the greatest depth of impact on all age groups of any state institution, and

WHEREAS, the historic Minnesota State Fairgrounds are state property, yet all maintenance and capital work is paid for through the fair's operating revenue, and

WHEREAS, the State Fair's historic facilities are aging and upkeep of them becomes more challenging by the year, and

WHEREAS, the Society's mission is to present the People of Minnesota with the very best fair in the United States, and that well-maintained facilities are essential to fulfillment of this mission, therefore

BE IT RESOLVED that the Society strongly urge the State to return sales tax earned on the sale of State Fair tickets to the Society, so that such funds may be dedicated to Society facilities, preserving and improving the historic State Fairgrounds for future generations.

Resolved, that the Society values its associations with the International Association of Fairs and Expositions, the Minnesota Federation of County Fairs, the Outdoor Amusement Business Association and the Midwest Showman's Association, as well as all other expositions and related businesses that are essential to furthering and improving the fair industry locally and nationally.

Resolved, we recognize with great regret the loss and extend our sincere condolences to the friends and families of Society members and State Fair friends including: Long-time State Fair staff member Mark Birk; former Society board member and president, and honorary life member Howard Morris; Kirk Kingren, Anoka County Fair board member; Dr. John Anderson of Northfield, a major contributor to the CHS Miracle of Birth Center; Larry Peterson of Amboy, 4-H volunteer and 50 year participant; Peter Bobendrier, sheep exhibitor and 50 Year Award winner; Louise O'Neil, concessionaire; Michael Hildebrand, Grandstand concessionaire; Roger Hildebrand, concessionaire; Jess Kingen, concessionaire; Kathleen Patterson, product demonstration concessionaire; Maggie Schwingler, exhibitor and past Minnesota Federation of County Fairs president; and Larry Wisdom, midway ride owner.

Resolved, that the Society extend its appreciation to all who contributed to the success of its 148th annual meeting.

Credentials committee member Corky Ebeling of Steele County presented the following committee report, which was adopted by the membership:

All credentials have been found to be in order with the following exceptions: Minnesota Jersey Cattle Association was not received by the Secretary of State by the December 20, 2006 deadline.

Committee chair Byron Anderson of Wsahington County offered the report of the membership committee:

There are nor recommendations for any changes to the Minnesota State Agricultural Society membership.

The membership committee also requests that if anyone present who knows if there are any Statewide Associations who are interested in becoming a member, please bring before the membership committee.

Following committee reports, President Steltz turned the chair over to fifth district Vice President Leary to conduct an election for Society president for a term of one year. President Steltz was reelected, reassumed the chair and conducted further elections as follows: Joe Fox of Maplewood, two-year term as fourth district vice president; John Paulmann of Gaylord, three-year term as second district manager; Chauncey Wargin of Hermantown, three-year term as eighth district manager; Jerry Hawton of New Brighton, honorary life membership in the Society.

President Steltz assumed the chair to conduct the election of Ms. Schmidt to honorary life membership in the Society.

There being no further business, the 148th annual meeting of the Minnesota State Agricultural Society was adjourned.







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