

# Lane Events Center

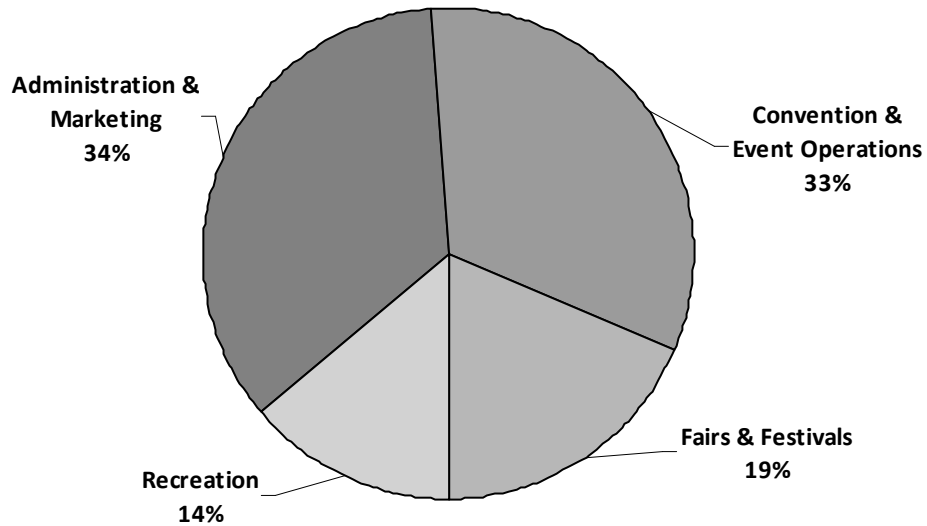
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Lane County operates a “split” model operation of the Lane Events Center/Lane County Fair in which operational responsibility is vested in a Fair Board for the Fair, and in the County for the remainder of the year. In addition to the annual Lane County Fair, facilities are also provided for various entertainment events, meetings, festivals, catered functions, and exhibitions year-round. Livestock facilities are available during the dry-weather period. The Lane Events Center also operates an arena, currently restricted to ice related events only, including skating and hockey, and sports venues for basketball and volleyball. The aforementioned facilities comprise as many as 20 rentable spaces.

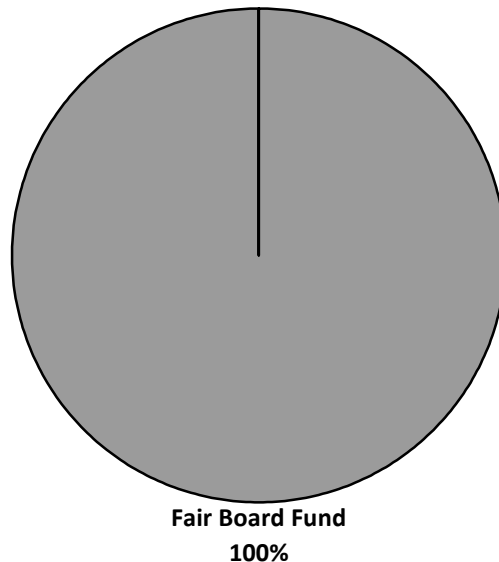
## Total Expenditures

\$4,305,155

### FY 10-11 Expenditures by Division



### FY 10-11 Budget by Fund



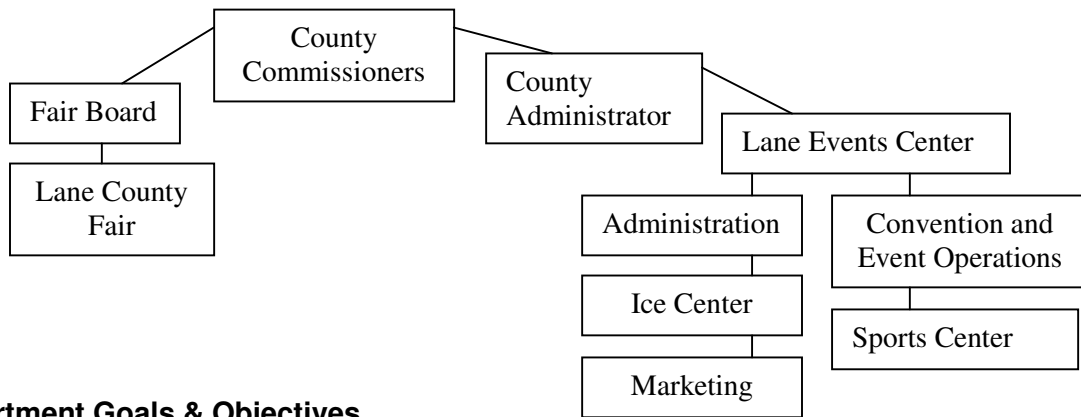
Rick Reno, Director  
Lane Events Center  
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# Lane Events Center

## Department Overview

The Director of the Lane Events Center manages the 55-acre complex including a regional exhibition/convention facility, indoor sports facilities, an arena restricted to ice events only, full catering facilities and multiple other rentable facilities for the remainder of the year. This venue has over 400 events and plays host to approximately a million visitors each year. The operations and capital investments are financed by rents, admissions, registrations and primarily Transient Room Tax (TRT), which is currently highly unpredictable. It is highly likely that TRT Revenue will decrease to a level requiring additional funding from Lane County in order to maintain a basic level of operation.

The Lane County Fair Board is created by state statute (ORS 565) and appointed by the Lane County Board of County Commissioners. Board members are appointed for three-year terms and may serve two terms. The Board is responsible for selecting management to plan, prepare and produce the Lane County Fair each year.



## Department Goals & Objectives

### **Lane Events Center**

- At the direction of the Board of County Commissioners, implement long-term strategy with the goal of achieving financial stability.
- Replace obsolete equipment.
- Modernize/renovate/replace current infrastructure.
- Increase exhibit space.
- Increase meeting room/breakout space (ideally by the addition of a “headquarters” type hotel).
- Increase client use of Lane Events Center facilities via aggressive sales and marketing efforts.
- Provide safe environment for clients, guests, and employees.
- Specifically climatize and modernize Wheeler Pavilion.
- Attain increased compliance with City of Eugene Fire Codes and building codes.
- Attain increased compliance with Lane County Fire Codes and building codes.
- Attain increased compliance with American with Disability Acts (ADA).

### **Lane County Fair**

- Increase sponsorships.
- Increase paid attendance.
- Increase net revenues.
- Continue rebranding and re-energizing perception of the Fair.
- Analyze alternate site locations.

# Lane Events Center

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## **Key Accomplishments in FY 09-10**

### **Lane Events Center:**

- Maintained a capital reserve of approximately \$150,000.
- Assessed all levels of administrative staffing, and based upon that assessment, reorganized staff, which not only resulted in personnel cost savings, but more importantly established a more direct chain of command, creating greater staff communication, efficiency and effectiveness.
- Analyzed all Long Term Contracts and initiated process to renegotiate, terminate, or amend all said contracts with the goal being to increase net financial results.

### **Lane County Fair:**

- Maintained a public information and education program implemented at the 2003 Fair on animal transmitted diseases and a work program to place signage and wash stations at animal venues and food eating areas.
- Engaged the consulting services of “Technical Solutions International” to do an assessment of the Lane County Fair to substantiate and review the risk minimization procedures for animal exhibitions, and assist with developing a comprehensive consumer protection plan for the site.
- 2009 Fair Attendance and Financial Results – Paid attendance at the 2009 Fair was approximately 49,259, which was “flat” with the 2008 Fair and the Actual Net Revenue was approximately \$253,000, compared to \$96,000 for the 2008 Fair and sponsorship income increased by \$40,000. In light of the economic conditions, maintaining the attendance figures and increasing overall revenue, represents a substantial achievement financially.
- Consulted with numerous Pacific Northwest fairs via traveling/visiting those fairs to ascertain their operational procedures, and glean new ideas in an attempt to establish “best practices” operations for the Lane County Fair.
- Acknowledged and addressed the existing reputation of decline and lack of innovation or staleness of the Fair as perceived by the public:
  1. Revamped traffic flow (“official entrance”, increased signage).
  2. Creation of “entertainment row” (Alaskan Racing Pigs, Outback Experience, Jest in Time Circus, JD Platt and K-9 Kings, Technology Tent, Teen Club House, and Boost Mobile Freestyle Motocross).
  3. More free entertainment than ever before. In addition to above, “Gloriana” and Heartache Tonight and Bad Moon Rising cover bands, as well as numerous magicians, jugglers, stilt walkers, etc. offered with admission.
  4. Restructured food area by creating “food court”, improving ambiance and creating greater selection of food products (“umbrella seating”, more open seating, more organic natural foods, as well as chocolate covered bacon!).
- In light of current economic conditions, including substantial increase in unemployment in this area, able to generate increase in cash sponsorships to Lane County Fair via updated marketing plan and aggressive solicitation, which increased by approximately \$40,000, as well as be one of the few major County Fairs not to experience double digits of decrease in attendance.

## **Changes, Challenges & Opportunities for FY 10-11**

The FY 10-11 Proposed Budget strives to continue the level of service in existence during FY 09-10. Revenues reflect even further reductions in TRT allotments, the most recent overall economic indicators, and the competitive market, quality of facilities and equipment available for rent and the general state of the local economy. Expenses include increases for inflation and adjustments determined by contract or law, and the additional expense incurred due to the transition of the Lane Events Center into a department of Lane County. Emphasis has been placed on utilizing limited resources to ensure that effective/efficient core services, including the renting of exhibition space and meeting facilities and sports functions are achieved. The FY 10-11 budget funds 17.5 FTE, as compared to 21 FTE funded positions in FY 08-09.

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There are a number of significant issues facing the Lane Events Center for FY 10-11 and the intermediate planning horizon.

### Lane Events Center:

- **Financial Stability** – The Board of Lane County Commissioners (BCC) has been briefed now on multiple occasions outlining the Lane Events Center’s financial status. Staff has prepared forecasts incorporating various revenue and expense assumptions, all of which present a deficit position in the Operating Budget over the planning horizon. The major factors include the costs of employee benefits and the difficulty in increasing revenue given the condition of the facilities, state of the economy and market competition. The end-result is that the Operating Budget requires subsidization, and the Lane Events Center FY 10-11 Budget reflects that situation accordingly, with the transfer of a portion of TRT funds to operations. Financial stability continues to be the paramount goal of Lane Events Center management. Lane Events Center/Lane County Fair Management needs the flexibility, at the very least, to have the opportunity to pursue potential solutions to increasing revenue, including hosting a more diverse schedule of events without the added burden of constantly responding to special interest groups, lobbying groups and personal agendas. Significant strides have been made in this effort but the existing economic factors continue to require County assistance in order to achieve said financial stability. In preparing the FY10-11 budget, LEC management has been informed by Lane County Finance that an assessment of approximately \$107,000 has been incurred as a direct result of the assignment by Lane County of expenses related to the services provided by Lane County ranging from Human Resources, Legal, Information Services, to Finance.
- **The Arena/Ice Center:** This facility alone represents capital needs in the range of \$5,000,000 - \$8,000,000 if it is to remain a viable facility for ice related activities and attain the capability of becoming a multi purpose arena. The capital needs would be reduced dramatically if the arena was utilized for non-ice related activities only. However, this budget reflects an attempt to “save” the Ice Center by operating on a seasonal basis for ice activities. Just prior to adoption of the FY 09-10 budget, the decision was made to reduce the hours of the Ice Center by removing the ice in the summer months. A professional analysis will be made this spring/summer to ascertain the existing condition of the permafrost and heaving effects on the foundation of the facility. The outcome of that analysis, coupled with the ability of the County to subsidize the necessary improvements, will determine the future operational options for that facility. There is a very real possibility that the safety issues combined with the capital needs in addition to the approximately \$200,000 - \$300,000 annual operating deficit related to this one facility alone will require a permanent cessation of Ice related activities.
- **Expo Halls:** The Expo Halls need complete renovation. The primary complaints revolve around the condition of the restrooms, including ADA compliance, painting and other repairs. All equipment (basketball floors, etc.) need replacement.
- **Wheeler Pavilion:** This facility needs to be fully climatized and modernized in order to attempt to generate additional revenue producing events, specifically food related events.
- **Auditorium:** This facility needs to be fully climatized with restroom renovation and replacement of all exterior doors.
- **Convention Center (Exhibit Hall, Atrium, Meetings Rooms, and Performance Hall):** This is our newest facility and it is 30 years old. Needed improvements include, but are not limited to, roof replacement, restroom renovation, acoustical improvements, and completion of Eugene Fire Marshal code compliance requirements (estimated cost \$800,000 - \$1,500,000). Unfortunately the Eugene City Fire Marshal has stated that an agreement between past management and the Eugene Fire Marshal has not attained final compliance. Approximately \$50,000 has already been expended in addressing these requirements. It needs a new roof as well as restroom renovation and acoustical improvements. The Performance Hall presents some potential for additional events such as concerts, comedy performances, children’s shows, large seminars, and others if the appropriate measures are taken to enhance the experience for the user such as elevated seating, and numerous production

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enhancements including, but not limited to, “sound and lights”. In order to attract the above-type activities, the Lane Events Center Director will require permission to “take risks”. In other words, if we are to attract these events initially, we may be required to participate in the financial risk, partially or wholly. After a certain amount of time and proven performance, the amount of risk most likely would be reduced as promoters, managers, and artists develop more confidence in the market area and the ability to “draw crowds” to their event.

- **Rate and Fee Increases** – Over the years, previous management consistently increased rates charged to clients and attendees in an attempt to increase revenue. It is not feasible to increase rates to clients and attendees in the near future without serious concern of potential loss of long valued clients and accordingly a reduction in net revenues. In many cases, very complex and imaginative financial management must be implemented to maintain current business, much less attempt new business. Management needs necessary flexibility to adjust actual fees/changes etc. in order to attract new or maintain historical clients.
- **Staffing** – The permanent staff has been reduced to 17.5 FTEs, as compared to 21 FTEs in FY 08-09 causing Lane Events Center to be severely under staffed. The Lane Events Center, as a Lane County department, is unique in its ability to generate revenue, potentially affording the opportunity to decrease subsidies and potentially achieve positive financial position. Any further reduction in staff and further postponement of infrastructure improvements will severely hamper Lane Events Center management’s efforts in achieving additional revenue, or for that matter maintaining current revenue generation.
- **Future of Site and Facility** – As reported in the previous three fiscal year budget narratives and now in the fourth, there has been substantial discussion about the long-term viability of the current Fairgrounds and Lane Events Center. Directly correlated with that discussion is the fact that the buildings are aging and require substantial upgrade and/or replacement. The Board of County Commissioners took action in June 2007 to undertake the following work plan on this issue and staff proceeded accordingly:
  - Contract with a consultant to observe and critique the 2007 Fair.
  - Develop a set of policy issues regarding the current site or an alternative site and conduct a work session with the Commission for it to provide direction on these issues.
  - Survey Fair attendees and other Lane Events Center users.
  - Develop gross cost estimates to reinvest in current Fairgrounds facilities and site for fairgrounds at an alternative site.
  - Obtain an appraisal on the current site.

If a decision is reached by the Board of County Commissioners which provides for an alternative location of the Lane County Fair, then the focus centers on the decision as to the future of the Lane Events Center. In general, if attention was placed on expanding and renovating the “Convention Center” portion of the complex, the site has the potential of beginning to increase its ability to generate true economic impact to the community. The addition of a “headquarters” type hotel would be essential. The addition of the hotel and expansion of exhibit space, meeting room space, and banquet facilities would afford the Lane Events Center the opportunity to generate not only more direct revenue but just as importantly, if not more so, the opportunity to generate indirect revenue to all the other service areas of the community such as hotels, restaurants, shopping areas, etc. The economic impact for Lane County is the primary reason to consider the above LEC improvements/alterations. Serious consideration must take place as to additional funding source to maintain current level of operation such as additional TRT, and General Fund subsidy.

As previously stated, and still relevant, in 2007 PIVOT Architecture working with County Facilities Management and Fair Board staff prepared high-level concepts and cost estimates on the Fairgrounds/Lane Events Center remaining at the current site or moving to a new site. For the option of remaining at the 13<sup>th</sup> Street location, a minimum of \$13.5 million would be required to simply upgrade the facility and replace obsolete equipment and infrastructure. To upgrade the

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facility and expand its available venue footage, approximately \$65.3 million would be required. If the facility were moved to a different site, presumably ready-to-build and replicating the current covered square footage and parking, approximately \$145.5 million would be required. The latter estimate does not include land acquisition costs, utility infrastructure and transportation improvements if required by the specific site. An informal appraisal was obtained, and subject to ultimate zoning by the City of Eugene, could range from \$10 to 43 million.

Subsequent to a November 2007 Work Session with the BCC, four Focus Groups have taken place with the general public and Fairgrounds/Lane Events Center clients. A public meeting was also held on March 12, 2008 to obtain additional feedback. As of the writing of this narrative, the Commissioners have not provided further direction on this issue, other than after discussion during the Joint Meeting of the County Commissioners and Lane County Fair Board on January 13, 2010, it is LEC staff's understanding that "we will be here for the next 3-5 years". However, it is LEC management's strong opinion that serious consideration must be given to the possibility of LEC facilities remaining at the existing site, while relocating the Lane County Fair to an alternative site.

### **Lane County Fair:**

- **Sponsorships** – A continued effort will be made to increase sponsorships for the County Fair and the overall Lane Events Center. The 2009 Lane County Fair showed a \$40,000 increase in direct cash sponsorships, which in light of the economy, in my opinion, was outstanding. The additional of "in-kind" sponsorships, in essence for the first time, afforded Lane County Fair management the opportunity to market the 2009 Fair more vigorously than ever.
- In the long-term, the Lane Events Center management, if contracted to manage the Fair, will continue to make a concerted effort to increase attendance, but is not optimistic that the Fair Net Revenue can be maintained at its current level given mandatory expense increases and rising costs driven by the economy, legal requirements, and restrictions created by the current location "footprint".
- In analyzing the feasibility of livestock/animal related events, the primary factor that presents itself immediately is that the site of the Lane Events Center no longer readily accommodates said activities. The restrictions placed upon us by the City of Eugene, and the condition of the facilities (horse stalls, expos, and to some extent the Livestock Pavilion) create a situation that isn't conducive for the aforementioned activities. That being said, the timing is such that now may be the time more than any other in recent years to seriously consider an alternate location for the Lane County Fair. Although the Lane County Fair has experienced a decline recently, not only financially, but also in public perception of the Fair, it has great potential. It has even greater potential if it was held on a site that had the necessary facilities desired for an agricultural fair such as the proper outbuildings for the livestock exhibits (swine, cattle, rabbits, poultry, horses, sheep, goats, etc.). In addition, an outdoor "amphitheatre" or grandstand type structure (especially if it was in conjunction with other options such as a racetrack, rodeo area, demolition derby area, tractor pull area, etc.) would add enhancements that would create great potential for additional revenue producing events for the Fair and also during non-fair times.

### **Performance Management**

Please reference the three bullet points immediately preceding this section regarding the Lane County Fair. In addition, not only is the Lane County Fair continually challenged by rising costs of labor, rising costs of entertainment and attractions, and the faltering economy, the Fair has to overcome a consistent decline in paid attendance and overall dissatisfaction of the Fair. Further, revenue streams have severely declined. As a family-oriented event, families of all income levels are challenged by the increased costs for carnival rides, midway games, food, concerts and admissions. Without growth in attendance to fuel the Fair's revenue streams to counter rising production costs, the net revenues will continue to decline. Through our marketing efforts, we have attempted to provide various discount opportunities to allow

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people of all walks of life to be able to “afford” to come to the Fair. Based upon information gathered at the 2009 Fair, and as referenced in “Key Accomplishments for FY 09-10” above for the Lane County Fair, Lane County Fair staff achieved major strides in “turning the tide” relative to the positive direction and opinion of the Lane County Fair to fairgoers.

By aggressively marketing the Fair early enough to attract participation from the community, we are endeavoring to increase our exhibit entries. One avenue being utilized is to disseminate the information into the schools prior to the end of the school year in June. By doing this, the children can plan ahead to get their entries together for Fair time. This ultimately increases our bottom line with attendance as well.

To have an impact on net revenues, the Fair must continue to provide high quality entertainment and educational attractions for families at a reasonable price to motivate people to attend the Fair, while finding creative strategies to contain costs. This may require instituting an aggressive volunteer training program. Other cost containment measures and revenue enhancement opportunities are being explored.

<b>FAIR PERFORMANCE MEASURES</b>						
<b>Performance Measures</b>	<b>2007 Fair</b>	<b>2008 Fair</b>	<b>2009 Fair</b>	<b>2009 Fair Target</b>	<b>Comment</b>	<b>2010 Fair Target</b>
Fair Gross Revenue	\$2,011,000	\$1,157,123	\$1,121,752	\$1,428,000	*Below target	\$1,144,000
Fair Net Revenue	\$414,000	\$95,967	\$257,324	\$539,000	*Improved over 08 Fair - Below Target for 09 Fair	\$315,000
Paid Attendance	52,202	42,241	49,259	48,000	*Above Target	51,000
Exhibit Entries	7,100	6805	6,249	6,900	*Declining	6500

*\*Lane County reporting requirements are difficult to compare with prior year totals. The prior years reporting methods were much different than when the transition into Lane County occurred in December of 2008.*

The Lane Events Center has experienced a decrease in the number of events and repeat booking in FY 09-10. The Lane Events Center will continue to seek creative ways to increase revenue and events held at the Lane Events Center, primarily via more aggressive and proactive marketing and sales efforts. LEC management will need the flexibility to structure rental fees based upon a multitude of factors, including but not limited to: multi day usage, multi facility usage, catering/concession potential revenue, economic impact to community in partnership with Travel Lane County, and other “industry standard” criteria.

Our level of customer service provides an added value that offsets the rental rate increases and aging facility issues with which we are faced. However, the service currently provided will be very difficult to maintain with the continued reduction of TRT revenues available for operations, reduction of staff, increased maintenance requirements to aging facilities and restrictions placed upon LEC by AFSCME.

Current financial forecasts indicate that the Excess TRT subsidy will substantially decrease even further than in FY 08-09. In addition, as long as the Lane Events Center delivers services as a public entity, the operating budget deficit will continue to exist and a subsidy will be required. It should be recognized that with the TRT subsidy, the Lane Events Center has achieved a relatively stable operational financial position in the past. However, virtually no consideration has been given to addressing capital needs. The Lane Events Center basically is no different than the majority of other like facilities that require a subsidy to cover operating budget deficits. Further, Excess TRT is required to fund a minimal capital maintenance and improvement program. Board Order #07-5-9-7 extended the commitment of Excess TRT to FY22. With the decline in projected excess TRT revenue, there is the very real possibility that revenues cannot be generated in an amount sufficient to cover the annual expenses. If, in fact, that situation presents itself,

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there appears to be few options other than contribution from the General Fund, possible direct loan from a financial institution, closure of the Lane Events Center, or certainly portions thereof, and cancellation of the Lane County Fair.

<b>EVENT CENTER PERFORMANCE MEASURES</b>						
<b>Performance Measures Lane Events Center</b>	<b>2007-08 Actual</b>	<b>2008-09 Actual</b>	<b>2009-10 Actual to date</b>	<b>2009-10 Budget</b>	<b>Comment</b>	<b>2010-11 Budget</b>
Operating Revenues	\$4,301,856	\$2,962,603	\$2,663,174	\$3,139,430		\$2,750,155
Operating Expenses	\$4,816,925	\$3,707,189	\$3,185,234	\$3,789,430		\$3,400,155
Gross Profit (loss)	(\$515,069)	(\$744,586)	(\$522,060)	(\$650,000)		(\$650,000)
Operating TRT	\$600,000	\$650,000	\$650,000	\$650,000		\$650,000
Net Profit (loss)	\$84,931	(\$94,586)	\$127,940	0		0
# of Events booked	216	150	134			
# of Event days	507	390	261			

The budget methodology, prior to the Lane Events Center becoming a County department, was different than the County requires.

## Lane Events Center

DEPARTMENT FINANCIAL SUMMARY						
	FY 07-08 Actual	FY 08-09 Actual	FY 09-10 Curr Bgt	FY 10-11 Proposed	\$ Chng Fr Curr	% Chng Fr Curr
<b>RESOURCES:</b>						
Taxes and Assessments	0	21,234	0	0	0	0.00%
Property and Rentals	4,147,321	2,562,476	2,757,130	2,366,130	(391,000)	-14.18%
State Revenues	49,405	49,405	49,000	40,000	(9,000)	-18.37%
Fees and Charges	70,213	322,176	323,300	335,025	11,725	3.63%
Interest Earnings	34,917	19,907	25,000	14,000	(11,000)	-44.00%
<b>Total Revenue</b>	4,301,856	2,975,198	3,154,430	2,755,155	(399,275)	-12.66%
Resource Carryover	64,471	408,434	285,390	150,000	(135,390)	-47.44%
Fund Transfers In	859,032	911,594	1,550,000	1,400,000	(150,000)	-9.68%
<b>TOTAL RESOURCES</b>	5,225,358	4,295,224	4,989,820	4,305,155	(684,665)	-13.72%
<b>EXPENDITURES:</b>						
Personnel Services	1,609,388	1,409,901	1,478,854	1,653,115	174,261	11.78%
Materials and Services	3,012,389	2,229,753	2,154,851	1,748,216	(406,635)	-18.87%
Capital Expenses	110,954	267,700	469,726	213,702	(256,024)	-54.50%
Fiscal Transactions	84,193	102,480	734,164	690,122	(44,042)	-6.00%
Total Resrvs & Conting.	0	0	152,225	0	(152,225)	-100.00%
<b>TOTAL EXPENDITURES</b>	4,816,925	4,009,834	4,989,820	4,305,155	(684,665)	-13.72%
<b>Total FTE</b>	21.00	20.00	17.50	17.50	0.00	0.00%
<b>EXPENDITURES BY FUND</b>						
Fair Board Fund	4,816,925	4,009,833	4,989,820	4,305,155	(684,665)	-13.72%
<b>TOTAL FUNDS</b>	4,816,925	4,009,833	4,989,820	4,305,155	(684,665)	-13.72%

DEPARTMENT FINANCIAL SUMMARY BY PROGRAM						
	FY 07-08 Actual	FY 08-09 Actual	FY 09-10 Curr Bgt	FY 10-11 Proposed	\$ Chng Fr Curr	% Chng Fr Curr
<b>PROGRAMS</b>						
Administration	4,816,925	600,305	659,219	472,162	(187,057)	-28.38%
Marketing	0	105,985	86,054	146,474	60,420	70.21%
Capital Purchases - TRT	0	370,180	1,200,390	905,000	(295,390)	-24.61%
Convention & Event Ops	0	1,175,960	1,487,318	1,390,581	(96,737)	-6.50%
County Fair	0	1,021,909	755,896	776,143	20,247	2.68%
Ice Arena	0	670,180	722,647	533,543	(189,104)	-26.17%
Sports Center	0	65,315	78,296	81,252	2,956	3.78%
<b>TOTAL EXPENDITURES</b>	4,816,925	4,009,833	4,989,820	4,305,155	(684,665)	-13.72%

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<b>DEPARTMENT REVENUE SUMMARY</b>						
<b>REVENUE ACCOUNTS</b>	<b>FY 07-08 Actual</b>	<b>FY 08-09 Actual</b>	<b>FY 09-10 Curr Bgt</b>	<b>FY 10-11 Proposed</b>	<b>\$ Chng Fr Curr</b>	<b>% Chng Fr Curr</b>
Miscellaneous Taxes	0	21,233	0	0	0	0.00%
<b>TAXES AND ASSESSMENTS</b>	<b>0</b>	<b>21,233</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.00%</b>
Scrap Metal Sales	0	283	0	0	0	0.00%
Miscellaneous Sales	(6,030)	0	0	0	0	0.00%
Season Passes Parks	0	0	0	45,000	45,000	100.00%
Admissions	2,281,846	458,903	518,000	430,000	(88,000)	-16.99%
Concessions	0	60,816	55,500	29,000	(26,500)	-47.75%
Fair Food Booths	0	102,792	103,000	115,000	12,000	11.65%
Catering	0	153,763	240,000	116,500	(123,500)	-51.46%
Amusements	582,137	0	0	0	0	0.00%
Fair Concert Tickets	0	57,633	50,000	0	(50,000)	-100.00%
Fair Concert Merchdse Comm	0	1,344	1,800	2,500	700	38.89%
Fair Carnival Receipts	0	297,419	350,000	310,000	(40,000)	-11.43%
Attraction Commission	0	0	5,000	3,000	(2,000)	-40.00%
Fair Entry Fees	0	8,445	9,000	7,000	(2,000)	-22.22%
Parking	0	9,683	2,500	5,000	2,500	100.00%
Equipment Rental	0	138,359	135,000	120,000	(15,000)	-11.11%
Camping	0	30	0	7,000	7,000	100.00%
Rent - Other Properties	1,289,368	0	0	0	0	0.00%
Fair Booth Space Rental	0	153,596	125,000	150,000	25,000	20.00%
Convention Center Rental	0	624,252	650,000	600,000	(50,000)	-7.69%
Livestock Arena/Stalls Rental	0	23,950	20,000	30,000	10,000	50.00%
Wheeler Pavillion Rental	0	36,090	40,000	40,000	0	0.00%
Auditorium Rental	0	31,765	40,000	30,000	(10,000)	-25.00%
Expo Halls Rental	0	97,867	100,000	80,000	(20,000)	-20.00%
Parking Lot Rental	0	38,069	60,000	30,000	(30,000)	-50.00%
Ice Private Rental	0	17,536	16,250	12,000	(4,250)	-26.15%
Miscellaneous Rent	0	813	0	0	0	0.00%
Skate Rental	0	17,745	17,000	14,000	(3,000)	-17.65%
Locker Rental	0	214	80	130	50	62.50%
Hockey Revenue/Rental	0	231,113	219,000	190,000	(29,000)	-13.24%
<b>PROPERTY AND RENTALS</b>	<b>4,147,321</b>	<b>2,562,476</b>	<b>2,757,130</b>	<b>2,366,130</b>	<b>(391,000)</b>	<b>-14.18%</b>
State ODA Funds	49,405	49,405	49,000	40,000	(9,000)	-18.37%
<b>OTHER STATE REVENUES</b>	<b>49,405</b>	<b>49,405</b>	<b>49,000</b>	<b>40,000</b>	<b>(9,000)</b>	<b>-18.37%</b>
4H/FFA Youth Fair Revenue	0	7,689	0	10,000	10,000	100.00%
Sports-Recreation Revenue	0	44,385	43,000	48,000	5,000	11.63%
Skate Repair	0	4,229	2,300	3,000	700	30.43%
Ice Programs/Group Lessons	0	62,737	77,750	45,000	(32,750)	-42.12%
Ice Private Lessons	0	638	0	0	0	0.00%
Pro Shop	0	28,827	28,100	25,000	(3,100)	-11.03%
Other Income - Ice	0	2,897	3,650	2,500	(1,150)	-31.51%

## Lane Events Center

<b>DEPARTMENT REVENUE SUMMARY</b>						
<b>REVENUE ACCOUNTS</b>	<b>FY 07-08 Actual</b>	<b>FY 08-09 Actual</b>	<b>FY 09-10 Curr Bgt</b>	<b>FY 10-11 Proposed</b>	<b>\$ Chng Fr Curr</b>	<b>% Chng Fr Curr</b>
Electrical Revenue	0	3,961	4,000	30,000	26,000	650.00%
Misc. Fees/Reimbursement	0	43,560	20,000	28,500	8,500	42.50%
Miscellaneous Svc Charges	70,213	6,825	0	13,000	13,000	100.00%
Advertising	0	16,768	22,000	22,000	0	0.00%
Photocopies	0	2	0	25	25	100.00%
Fair Sponsorship Income	0	99,350	115,000	100,000	(15,000)	-13.04%
Fair Donor Income	0	294	2,500	3,000	500	20.00%
Other Sponsorships	0	0	5,000	5,000	0	0.00%
Cash Over & Under	0	15	0	0	0	0.00%
<b>FEES AND CHARGES</b>	<b>70,213</b>	<b>322,176</b>	<b>323,300</b>	<b>335,025</b>	<b>11,725</b>	<b>3.63%</b>
Investment Earnings	34,917	19,907	25,000	14,000	(11,000)	-44.00%
<b>INTEREST EARNINGS</b>	<b>34,917</b>	<b>19,907</b>	<b>25,000</b>	<b>14,000</b>	<b>(11,000)</b>	<b>-44.00%</b>
Fund Balance	64,471	408,434	285,390	150,000	(135,390)	-47.44%
Transfer Fr Sp Rev Funds (200)	859,032	911,594	900,000	750,000	(150,000)	-16.67%
Intrafund Transfer	0	0	650,000	650,000	0	0.00%
<b>FISCAL TRANSACTIONS</b>	<b>923,503</b>	<b>1,320,027</b>	<b>1,835,390</b>	<b>1,550,000</b>	<b>(285,390)</b>	<b>-15.55%</b>
<b>TOTAL RESOURCES</b>	<b>5,225,358</b>	<b>4,295,224</b>	<b>4,989,820</b>	<b>4,305,155</b>	<b>(684,665)</b>	<b>-13.72%</b>

## Lane Events Center

<b>DEPARTMENT EXPENSE SUMMARY</b>						
<b>EXPENDITURE ACCOUNTS</b>	<b>FY 07-08 Actual</b>	<b>FY 08-09 Actual</b>	<b>FY 09-10 Curr Bgt</b>	<b>FY 10-11 Proposed</b>	<b>\$ Chng Fr Curr</b>	<b>% Chng Fr Curr</b>
Permanent Operating Salaries	1,609,388	756,395	715,298	716,452	1,154	0.16%
Extra Help	0	12,770	103,356	162,772	59,416	57.49%
Unclassified Temporary	0	46,454	110,820	62,924	(47,896)	-43.22%
Overtime	0	23,310	46,776	47,404	628	1.34%
Reduction Unfunded Vac Liab	0	15,024	5,080	5,196	116	2.28%
Compensatory Time	0	282	0	0	0	0.00%
Social Security Expense	0	52,695	60,792	60,338	(454)	-0.75%
Medicare Insurance Expense	0	12,324	14,277	14,200	(77)	-0.54%
Unemployment Insurance (State)	0	9,545	11,487	10,915	(572)	-4.98%
Workers Comp	0	13,122	2,974	2,944	(30)	-1.01%
Disability Insurance - Long Term	0	2,472	7,634	6,104	(1,530)	-20.04%
PERS - OPSRP Employer rate	0	108,178	91,313	94,700	3,387	3.71%
PERS Bond	0	50,800	57,615	49,988	(7,627)	-13.24%
PERS - 6% Pickup	0	22,063	52,521	50,160	(2,361)	-4.50%
Health Insurance	0	239,603	253,054	277,463	24,409	9.65%
Dental Insurance	0	10,250	22,576	24,203	1,627	7.21%
Vision Insurance	0	2,627	5,737	6,260	523	9.12%
EE Assistance Pgm - IBH	0	585	1,020	1,020	0	0.00%
Life Insurance	0	4,669	3,360	3,360	0	0.00%
Flexible Spending	0	140	204	204	0	0.00%
Disability Insurance - Short Term	0	222	456	432	(24)	-5.26%
Defer. Comp Employer Contrib.	0	7,747	15,206	14,504	(702)	-4.62%
Retiree Medical	0	18,626	43,557	41,572	(1,985)	-4.56%
Salary Offset	0	0	(146,259)	0	146,259	-100.00%
<b>PERSONNEL SERVICES</b>	<b>1,609,388</b>	<b>1,409,901</b>	<b>1,478,854</b>	<b>1,653,115</b>	<b>174,261</b>	<b>11.78%</b>
Professional & Consulting	0	413,280	363,421	137,636	(225,785)	-62.13%
Data Processing Services	0	1,427	0	0	0	0.00%
Public Safety Services	0	62,033	62,000	64,000	2,000	3.23%
Banking & Armored Car Svc	0	14,838	19,700	3,500	(16,200)	-82.23%
Event Entertainers	0	187,105	219,000	219,000	0	0.00%
Support Services	0	245,577	230,900	90,000	(140,900)	-61.02%
Subscriptions	0	748	0	0	0	0.00%
Motor Fuel & Lubricants	0	1,221	0	4,600	4,600	100.00%
Automotive Equipment Parts	0	569	0	0	0	0.00%
Tires	0	44	0	1,500	1,500	100.00%
Machinery & Equipment Parts	0	42,043	64,600	16,250	(48,350)	-74.85%
Refuse & Garbage	0	19,587	20,000	25,000	5,000	25.00%
Light, Power & Water	0	399,214	407,000	397,760	(9,240)	-2.27%
Telephone Services	0	24,464	18,000	17,000	(1,000)	-5.56%
Purchased Insurance	0	141,076	4,249	25,747	21,498	505.95%
Vehicle Repair	0	539	0	6,000	6,000	100.00%
Maintenance of Equipment	0	60,776	50,000	66,000	16,000	32.00%
Maintenance of Structures	0	10,363	0	11,100	11,100	100.00%

## Lane Events Center

<b>DEPARTMENT EXPENSE SUMMARY</b>						
<b>EXPENDITURE ACCOUNTS</b>	<b>FY 07-08 Actual</b>	<b>FY 08-09 Actual</b>	<b>FY 09-10 Curr Bgt</b>	<b>FY 10-11 Proposed</b>	<b>\$ Chng Fr Curr</b>	<b>% Chng Fr Curr</b>
Maintenance of Grounds	0	65,805	52,000	21,000	(31,000)	-59.62%
Maintenance Agreements	0	8,305	0	20,800	20,800	100.00%
Operating Licenses & Permits	0	481	0	2,500	2,500	100.00%
External Equipment Rental	0	33,336	65,000	67,100	2,100	3.23%
External Vehicle Rental	0	0	500	4,000	3,500	700.00%
Rural Cable Commission	0	594	0	2,280	2,280	100.00%
Copier Charges	0	129	0	0	0	0.00%
Mail Room Charges	0	32	0	0	0	0.00%
Direct/Information Services	0	126	25,750	31,456	5,706	22.16%
County Overhead Charges	4,289	9,577	4,836	77,067	72,231	1493.61%
PC Replacement Services	0	0	2,225	0	(2,225)	-100.00%
Office Supplies & Expense	0	38,326	26,000	15,500	(10,500)	-40.38%
Educational Materials	0	30	0	3,000	3,000	100.00%
Membrshp/Professional Licenses	0	4,866	1,500	10,300	8,800	586.67%
Printing & Binding	0	6,417	14,300	20,700	6,400	44.76%
Advertising & Publicity	0	116,318	125,015	126,500	1,485	1.19%
Microfilm Imaging Services	0	28,533	0	0	0	0.00%
Photo/Video Supplies & Svcs	0	3,481	1,000	6,000	5,000	500.00%
Postage	0	3,433	6,000	4,750	(1,250)	-20.83%
Radio/Comm. Supplies & Svcs	0	0	0	1,000	1,000	100.00%
DP Supplies and Access	0	4,584	0	17,120	17,120	100.00%
Small Tools & Equipment	0	730	0	7,000	7,000	100.00%
Food	0	123,652	190,150	1,000	(189,150)	-99.47%
Clothing	0	3,200	0	3,600	3,600	100.00%
Bedding & Linens	0	10,290	0	10,000	10,000	100.00%
Miscellaneous Supplies	0	0	15,000	13,000	(2,000)	-13.33%
Special Supplies	0	1,425	0	8,250	8,250	100.00%
Safety Supplies	0	359	500	750	250	50.00%
Janitorial Supplies	0	23,283	17,500	31,500	14,000	80.00%
Building Materials Supplies	0	6,203	24,105	17,000	(7,105)	-29.48%
Electrical Supplies	0	934	0	32,500	32,500	100.00%
Medical Supplies	0	6	0	250	250	100.00%
Stores Inventory	0	27,321	21,000	21,000	0	0.00%
Business Expense & Travel	0	10,993	16,000	12,500	(3,500)	-21.88%
Awards & Recognition	0	50,583	48,000	48,000	0	0.00%
Outside Education & Travel	0	5,558	0	5,000	5,000	100.00%
County Training Classes	0	0	0	500	500	100.00%
Miscellaneous Payments	3,008,100	14,518	39,600	9,000	(30,600)	-77.27%
Mortgage Reserves	0	0	0	0	0	0.00%
Reimbursable Expenses	0	932	0	8,500	8,500	100.00%
Room Tax	0	489	0	1,500	1,500	100.00%
<b>MATERIALS &amp; SERVICES</b>	<b>3,012,389</b>	<b>2,229,753</b>	<b>2,154,851</b>	<b>1,748,216</b>	<b>(406,635)</b>	<b>-18.87%</b>
Office Furniture	0	2,336	0	0	0	0.00%
Data Processing & Electronic	0	4,638	0	0	0	0.00%
Communications Equipment	0	0	3,500	0	(3,500)	-100.00%

## Lane Events Center

<b>DEPARTMENT EXPENSE SUMMARY</b>						
<b>EXPENDITURE ACCOUNTS</b>	<b>FY 07-08 Actual</b>	<b>FY 08-09 Actual</b>	<b>FY 09-10 Curr Bgt</b>	<b>FY 10-11 Proposed</b>	<b>\$ Chng Fr Curr</b>	<b>% Chng Fr Curr</b>
Data Processing Equipment	0	2,410	0	0	0	0.00%
Machinery & Equipment	0	12,542	0	0	0	0.00%
Miscellaneous	0	242,349	0	0	0	0.00%
<b>CAPITAL OUTLAY</b>	<b>0</b>	<b>264,275</b>	<b>3,500</b>	<b>0</b>	<b>(3,500)</b>	<b>-100.00%</b>
Improvements	110,954	1,725	466,226	213,702	(252,524)	-54.16%
Permits & System Development	0	1,700	0	0	0	0.00%
<b>CAPITAL PROJECTS</b>	<b>110,954</b>	<b>3,425</b>	<b>466,226</b>	<b>213,702</b>	<b>(252,524)</b>	<b>-54.16%</b>
Bond Principal Retirement	66,928	90,160	78,115	38,830	(39,285)	-50.29%
Bond Interest Retirement	17,265	12,320	6,049	1,292	(4,757)	-78.64%
<b>FISCAL TRANSACTIONS</b>	<b>84,193</b>	<b>102,480</b>	<b>84,164</b>	<b>40,122</b>	<b>(44,042)</b>	<b>-52.33%</b>
Intrafund Transfer	0	0	650,000	650,000	0	0.00%
<b>FUND TRANSFERS</b>	<b>0</b>	<b>0</b>	<b>650,000</b>	<b>650,000</b>	<b>0</b>	<b>0.00%</b>
Operational Contingency	0	0	152,225	0	(152,225)	-100.00%
<b>TOTAL RESERVES</b>	<b>0</b>	<b>0</b>	<b>152,225</b>	<b>0</b>	<b>(152,225)</b>	<b>-100.00%</b>
<b>TOTAL EXPENDITURES</b>	<b>4,816,925</b>	<b>4,009,833</b>	<b>4,989,820</b>	<b>4,305,155</b>	<b>(684,665)</b>	<b>-13.72%</b>