

Oregon Country Fair Board of Directors' Budget Meeting
January 25, 2016 7:00, NW Youth Corps, Columbia room

Board members present: Diane Albino, Casey Marks Fife, Lucy Kingsley, Justin Honea, Jack Makarchek (president), Indigo Ronlov (vice-president), Jon Silvermoon, Lawrence Taylor, Sue Theolass, Kirk Shultz, Bear Wilner-Nugent. Peach Gallery present: Staff (Tom, Crystalyn, Robin and Shane), Officers (Hilary, Grumpy and Randy), and 31 members and guests.

Indigo: I want to declare my conflict of interest with Café Mam. The kitchen and crew services buy Café Mam coffee and have chosen us on their own. We will be voting on both kitchen and crew services budgets and we have a booth at the Fair. Russell, the Fair attorney recommended that we always vote on conflict of interest, so that the record states that the board either approves or doesn't approve of me voting on these budgets.

Hilary: Can you describe the pricing structure that Café Mam uses with the Fair?

Indigo: I do not normally work in that realm. I am pretty sure that we give the Fair non-profit rates or wholesale rates. We also donate a good deal of coffee to the Fair for other events beyond the three-day event.

Martha: Is there a board member to make a motion to on this conflict of interest?

Bear: We do not need a motion. The recommendation in the past was that we note the conflict and if it would make the difference in the outcome of a vote, we can address it at that time.

Jon: I don't have a problem with you voting on the budget overall. If we get to where we are discussing kitchen budgets, and there are motions to amend the kitchen budget I could see this as a place where you would want to recuse yourself on that specific line item.

Hilary: My understanding of the disclosure for a potential conflict of interest is if the transaction with the company is done at arm's length with a normal fee structure that does not generate a conflict of interest. What we are trying to avoid is possibility of any of us in positions of influence unduly, personally benefitting from those transactions.

Bear moved Sue seconded to add to the agenda changes in revenue projections based on Budget committee recommendations.

Hilary: There is a section of the modified agenda that the Budget committee has added to the agenda that norma sent out. One of the items is to introduce the proposals for revenue increases from the Budget committee. The board can either vote on them tonight or make them New business tonight.

Jon: I do not want to vote on them tonight. I would like to see the expenditures and see where we are. There should be advanced notice if we are changing revenue projections and adding charges.

Bear: There is a very crowded agenda next Monday. That's why at the Budget meeting I thought it appropriate to look at revenue projections from the Budget committee.

Motion failed: Jack, Jon, Diane, Indigo opposed

Motion to consider revenue projections based on Budget committee recommendations added to New business for February board meeting.

Jon moved and Bear seconded to add to the agenda authorization for Administrative Assistant hire.

Motion passed 10-0

Lucy: I want to extend my appreciation to this body for accepting my prolonged absence. I have been attending to my mother's final illness and passing. I appreciate the board's giving me the space to do that.

Jon moved and Sue seconded that the Board authorize the General Manager to make an Administrative Assistant job offer in accordance with the recommendations of the AA hiring committee.

Motion passed 10-0

Hilary: The Budget committee has had a challenging year and I can't tell you how many times we've said, "if Lucy were here she'd tell us..." We really missed you and our hearts went out to you. As much as Grumpy has talked about wanting to step back, he has done everything he usually does in the midst of getting new people on the committee. Eric and Crystalyn have worked very hard to get things online and help change the format that we are using. We were running two systems as we archived online and did reconciliation of both data sets. This was all in addition to the regular Budget committee work. Sheldon not only drives over from the coast for our weekly meetings, he works the phone harder than anyone to get the information out to his crews. Sheldon is really good at extracting information from the crew and explaining Budget committee policy to those he works with so they get what they need. Norma as ever was huge admin support making sure everything was organized for our meetings. Tom, in his first budget cycle, was there throughout. Three new people's schedules worked out to attend all the Budget committee meetings. Bennett, from Construction, offered a really strong philosophical and analytic approach. Erin, from Fire crew, added a detailed analytic voice to the committee. Dedee Wilner-Nugent has a huge passion for youth issues and helped with issues with Child Care and youth. I really want people to know that these are very very hard working folks who put a lot of effort into the Budget committee. There are four requests for changes to income. I will start by introducing them and Grumpy can chime in. Craft Inventory committee found a new online way to review applications. There is a charge and they want to raise the fee for applying. It is \$10.00 now and it is going up to \$15.00. The other possibilities include the paid parking. Tom: We want to further encourage people to use the free bus service, as well as pay for the free bus service for the entire Lane Transit District system during the three days of the Fair. To do this, I've advocated raising the public parking fee from \$10.00 to \$15.00 when purchased the day of the Fair. This is a reasonable place to find some revenue, given what we do for the free bus service for the city of Eugene.

Hilary: This \$25,000 revenue projection is only for those that buy onsite. Another possibility we talked about is increasing the volunteer parking. In the first revenue projection, there was a recommendation to increase it from \$10.00 to \$15.00 and it was voted down.

Increasing the volunteer parking; from 10-20\$ -- lots of variation on how to do it; voted down on larger amount at prior board meeting; This will be for volunteer parking or additional ones?

15k will be for all the parking raises; current approved pay structure

Hilary: 50k of Cap with 100k in the red; payroll was substantially more; on second go around it came down on 40k, mostly due to hiring IT person later; push this to post Fair;

Bear moved Sue seconded to consider changes in revenue projections due to changes recommended by Budget Committee

Jon: I am not in favor of doing this tonight because there would be no advance notice nor opportunity for members not present to have input.

Bear: For the last sixteen years we have had a budget meeting in January. All budget related topics are here tonight. It is germane to talk about the revenue projections during this meeting. It is more responsible to raise money before we spend it.

Kirk: We can have separate motions on the revenue items. If an item does not pass we can take it up later.

Indigo: My issues with voting on the revenue projections tonight are that we are looking at three different increases and the Fair family has not had notice of these increases. This is specifically around the parking and fee increases.

Jon: My understanding of the process was the Budget committee does revenue projections and then they take those projections, and puts together the budget within those projections. I would much rather decide if we are going to approve all the increases, before going back to raising revenue.

Justin: There has not been a ton of changes with this budget. We have had this budget in our hands for almost two months. The Budget committee has done the good work to go through the budget and make recommendations. There are honestly not that many changes. The only big items are the public parking increase and the vehicle stickers. This is not insurmountable.

Jack: It is difficult to sit through budget process and pass a budget then increase the revenue after the fact. Passing a budget and then going back and paying for it is not a good precedent. Either we take the time to parse out the difference or we vote on the revenue to pass the budget.

Jon: Can we look at the expenditure side of the budget and see where we end up, before adjusting the revenue side?

Martha: We could do this by changing the order of the agenda.

Jon: That makes more sense to me to see where we end up on the expense side.

Hilary: I don't care if we do income or expense first. I would be happy if we found expenses to cut. I want to remind people that we are doing a lot of transition. We opened up a big new area, we've hired new staff and are providing family health insurance. Our personnel costs went up \$83,000. We tried to do more revenue increases, but you guys refused them when we proposed them. We are coming back and saying we are in a growth spurt. We need to make some increases and pass the budget.

Motion to consider revenue projections tonight Passed; Opposed Jon, Diane, Indigo;

Grumpy: We will go through the budgets in the order that they occur. Crew, Board of Directors, General Manager, Site Manager, Administrative Assistant, OM and last Culture Jam.

Crew budgets are split into coordinator expense,

Crew budgets: totals coordinator expenses and food vouchers. Budget is \$30,850, with food vouchers 79,357 costing \$238, 071. Supplies are \$555,510. Total crews: \$824,431.

Jack moved and Bear seconded to pass the Crew budget.

Jon: Crew Services budget is going up by \$1,000 in supplies, reason?

Hilary: They are doing more of their own drinks, as well as serving the South Woods and the parking lots.

Lucy: We also simply have more crew that we are providing services for.

Jon: With the food vouchers and the crews staying the same, seems if you are serving more areas. That's where you would have an increase.

Bennett: We decided to not ask for an increase in crew but they did have a reason for increasing supplies with hotter weather.

Jon: Ambiance food vouchers went up \$1,000, reason?

Hilary: That is actually rolling fire dancing into ambiance.

Jon: Main Stage went over budget last year and you are increasing it by \$10,000, reason.

Hilary: Main Stage is a hard one.

Steve: It depends a lot on whom you hire as the main acts. Some that is well known versus a band that is not so well known. Charlie Ruff and the coordinator at Main Stage balanced these two types of bands.

Hilary: Brian, the Main Stage coordinator, goes to booking conferences, but we are getting the names that are just the right size. When you look at his transaction report and you see what he is paying bands, we work with him and yes, the budget went up.

Jon: Is it going up because he is bringing in larger acts or he's paying more to all bands?

Hilary: He tries to get two larger regional acts per day that anchor Main Stage.

Jon: What is the distribution of pay among all the acts?

Hilary: Two acts per day tend to take half of the money.

Jon: I have not seen the distribution for the acts at the Main Stage. I think this is a point in the budget that we can cut.

Jon moved to keep the supply budget for Main Stage the same as last year.

Motion failed for lack of a second.

Jon moved to reduce the supply budget for Main Stage by \$5,000.

Motion failed for lack of a second.

Jon: Vaudeville's budget went up \$7,000, is that accurate?

Hilary: There were detailed proposals for this budget increase. It is different with vaudeville in trying to reach equity among the entertainers. There is careful analysis and what you see is a reasonable rate for entertainers. The high in vaudeville is somewhere between \$400.00 and \$600.00, with many getting paid only \$100.

Jon: I can support this to provide equity in vaudeville; I don't see this at Main Stage.

Hilary: There is such a mix of entertainers from professional, to semi-professional to amateur. We rely on the judgment of our coordinators.

Jon: This is minor, but under Green Thumb, there is a temporary increase for redoing boxes. Should this not be a Capital Project?

Hilary: It's the same amount of money either way.

Jon: The pre-Fair Kitchen budget is going up.

Steve: It is going up by \$400 over the actual.

Hilary: This is a much more efficient way to feed our volunteers.

Jon: Main Camp going up due to supplies?

Hilary: One of the trends in the budget that bothers me is the number of gators and other rental vehicles we have. If these are not claimed by another budget, a lot of it gets put in this line item.

Jon: What concerns me is I see people overspending last year and then increasing that budget by what they overspent last year. I'm not sure people are being held accountable for their budgets.

Hilary: We are trying to operate where the budgets are authorized to be spent, but they are not authorized to overspend. For norma to hand someone a check for overspending, she has to get authorization from either a Backup Manager or the General Manager.

You can be sure this happened at Main Stage. This is why the Budget committee looks carefully at the transaction reports and they all go to the coordinators of the various crews. There are different levels of necessity with budget items. Main Camp is very necessary. You can look at the transaction report, but we are sure we need this increase.

Bear: Main Camp is a crew that provides services to other crews. Additionally, Main Camp is taxed for a huge amount of rental vehicles and the maintenance for these rental vehicles. I strongly suspect that this is the reason for this increase.

Jon: There was an increase in the food vouchers for Traffic, is this an increase in crew size?

Steve: Yes it is. This is the first increase in the Traffic crew size in 19 years.

Sheldon: Traffic asked for 21 new crewmembers so they can staff crosswalks on Aero, Bus and Suttle. We have around five thousand three-day patrons that come from the camps in the neighborhoods.

Jack: At some point when we did our projections we were protective of the crews and the increases they were going to have to face. Now we are going over the crew budget with a fine-toothed comb, when this is for our crews. These are issues we've been hoping to solve and address incrementally as our revenues increase. Everything we've talked about so far relates to an enhancement for our volunteers. Sitting here for such a long time, I understand we need to be diligent, but we also need to take care of our crews. Most of these enhancements are to get more patrons to come and spend money or to support our crews.

Jon: What is the increase in the water budget?

Sheldon: This is related to staffing for pre-Fair volunteers to wash barrels. This is for eight people with no food vouchers.

Hilary: There is also an extra gator for ten days and a de-chlorination process. Jon, as I've often said to you, you have had these budgets for weeks. If you sent the Budget committee emails ahead of time we could have provided all these answers.

Jon: New area supplies, how much of this is related to the Dance pavilion?

Hilary: None is going to construction.

Jon: Where in the budget are we covering the penalties for the Dance pavilion?

Steve: We have no penalties to pay. We are working it out so that there will not be any expense.

Kirk: We are in conversation with Lane County and will make changes accordingly.

Jon: Get Out The Vote goes down in food vouchers in an election year?

Hilary: That is due to the "motor voter registration."

Jon moved to take out the \$900 for the fish ladder.

Motion failed due to lack of second.

Indigo: There are a number of crews getting substantial increases. There is about \$16,000 from crews that underspent last year.

Hilary: All of entertainment gets trade passes and many groups request trade passes to buy and they tend to use these for emergencies – like they need a drummer. If they say to their coordinator, take them out of my contract, then the contract is written for less.

We have not had good success getting the entertainment coordinators to turn those in, so the contract looks underspent, but we do not get the non-cash items.

Indigo: Fire crew underspent, but got an increase in the 2016 budget.

Hilary: They made a case to us on the need to recharge fire extinguishers. Again, we are going over line-by-line the transaction reports from last year. I would really help if the board were to look over the line items before the meeting so you can get answers.

Aaron: There were two crews affected – Decon and Fire crew both had expenses transferred to them this year.

Shane: What has happened in the past, a road watering truck was rented during the event. We did not know who rented it, thus we did not know here to place it in the budget. Fire crew said they would take it and we put this cost in their line item.

Indigo: With a budget in the red, and with a lot of crews that underspent that are getting a larger budget, on the surface it looks odd.

Jack: The notion of revenue adjustment after we've passed a revenue adjustment allows us to absorb it this year but we need to look at our trajectory and create a long-term process. This is an important exercise if our margins become less. An important part of this exercise is how we deal with a revenue increase. This is a complicated process and I'm sad more members aren't here to see it. The trend is that it is costing more for us to keep our volunteers coming and happy than it has in the past.

Motion passed: 9-1 Jon opposed

Jack moved and Indigo seconded to pass the Board of Directors budget.

Jen-Lin: Can we have board discussion first, then member input because I had more input on the Crew budget after the board discussion.

Kirk: For this meeting why don't we just reverse the discussion?

Indigo: I don't know if the retreat budget has cost increases, but the retreat line item could shift upwards.

Jon: On recurring donations, for this \$5,000, are there particular recurring donations that we are specifically including in that \$5,000? For instance, the Whitaker

Thanksgiving – could they just get the check for their recurring donation?

Indigo: Randy and I worked on a document that was provided to the board that showed our donations over the last five years, what was regular donations and what was recurring.

Jon: Refreshments were over budget, presumably for executive sessions. On the Research, Educational and Financial line item, when was the last time we spent out of that line item?

Hilary: This is for the Site manager's training and continuing professional education. It is a requirement in the job description. It is the only thing we have for continuing education for our staff.

Jon: I think it is better placed somewhere else, perhaps the GM's budget.

Steve: This is clearly a residual and we've not spent out of it in years.

LT: Several years ago some of us did trainings on volunteer and non-profit organizations. I presume this is the line items those trainings came from.

Diane: For diversity training, is this the line item to pay for those trainers?

Jack: It is available.

Jon moved and Kirk seconded to reduce the Research, Education and Financial line item from \$1,500 to \$1,000.

Bear: I object to this arbitrary cut coming out of this motion.

Dean: The Fair did a diversity training 7 or 8 years ago, is this what funded that training?

Hilary: We don't know but it could also come out of change line item. We would have the capacity to have a diversity training without that line item.

Jack: The board budget was under \$10,599. We have to have some flexibility.
Motion failed: 2-8 Opposed Casey, Sue, Indigo, Lucy, Bear, Diane, Justin and Jack.

Kirk moved Casey seconded to reduce Change line item by \$2,700.

Jon: I am opposed to this cut. It's a general election year and we might want to expend this money. There may be a number of ballot measures we might want to support.

Kirk: If we are running a deficit budget, we ought to do something. We've parsed through Crews budgets that I don't think deserved to be parsed through. On our own board budget can we save the Fair \$2,000 or \$3,000?

Jack: A little general history on Change line item – this changes board to board. It originally was for a second event. In '97 it morphed into obey the law, change the law and it became a metaphor for change. I understand we are working toward arbitrary cuts. I'm not seeing why we would want to limit our ability for new, innovative things or political change.

Indigo: I agree with Jack on the Change line item. Also, just because we budgeted certain amounts in our budgets, it does not mean we have to spend them.

LT: I see the Change line is turning our vision out and to the community at large.

Kirk: For me, we are going to revisit raising parking passes for staff, and I am going to have a hard time voting for that, knowing we need the revenue without us showing something as well.

Jack: In the line item for Other Events, we could cut the whole outreach piece out.

Hilary: We have \$3,500 in the GM budget for outreach. This is used for things like the Light Parade in Veneta.

Kirk rescinded his motion

Jack moved and Kirk seconded to remove the line item for Other Events from the budget.

Lucy: What we do for our youth is essential.

Jack: This line item has never been used for Culture Jam.

Bennett: I am respectful of the board to cut their own budget. Being the philosophical person on the Budget committee, doing things that benefit the community indicates we are working hard to walk our talk. Cutting budget items to do other events makes us complicit if we are not going to act upon it.

JonP: I agree it is good to reach the world outside. This line item has not been used in a long time.

Jack: If a board member came up with something to fill this, we could be flexible to fill the need. The original second event budget was \$50,000 and we carried it for years. If this is something that we honestly don't need, and we are going to pick budgets apart, then it shouldn't be in the budget.

Hilary: I support simplifying and consolidating the budget. What this was intended to cover is adequately covered in the GM budget. However, cutting a line item we have not used in years is not saving us money.

Steve: You can nitpick this line item, but it does not really apply to the overall budget. We've only put \$50,000 for Capital projects. We need to spend a lot more. The requests for Capital projects have always been greater than its resources.

Motion to remove Change line item passed: 7-2 Jack and Indigo opposed, Lucy abstained

Motion on Board of Directors budget as amended passed: 10-0

Indigo: There is still a budget separated out for an Operations Manager. There is no longer an OM who is in charge of the OM budget, or if that should be back in the GM's budget.

Steve: Tom's in charge of the OM budget. At some point these line items will be put back into the GM budget.

Jack moved Justin seconded to pass the Site Manager's budget for \$112, 500.

Casey: I want to commend Shane for doing such a great job.

Jon: This is a budget that is lower than last year.

Shane: The lower budget is due to some security measures we've taken. Equipment rental was down due to chipper rental being down from several months to a month and a half.

Mambo: I commend Shane for putting together people and equipment to get deferred maintenance done. I believe there needs to continue to be more deferred maintenance done.

Aaron: \$1,800 of this budget was the truck that was transferred to the Fire crew.

Shane: This budget is similar to what we did last year with some items being moved from Fire crew to my Site Manager's budget.

Motion passed: 10-0

Jack moved and Indigo seconded to accept the Administrative Assistant budget for \$30,350.

Jon: Are the phones noted in the item landlines?

Steve: Yes

Jon: So, they are going up by about \$2,000?

Steve: They were over budget about the same amount that we raised it.

LT: This is a remarkably well-administered budget.

Motion passed: 10-0

OM budget

Jack moved and Bear seconded to approve the OM budget for \$151,400.

Steve: The OM budget will not change unless we have a Barter Fair. No one has given us a budget concerning the Barter Fair.

Jack: What was previously attached to the Barter Fair?

Lucy: \$4,000

Diane: When you are short in a budget, you either have to cut expenses or get more money. For the toilets and showers, it is hard to tell what money is paid for the toilets and showers and how much we pay to haul the water away. It seems to me that if we stopped renting the showers at Shower Central and built a double one we could pay for it pretty fast. Why can we not figure what to do with the water, perhaps treating it and putting it on the roads?

Indigo: For the T-shirt line item, will the board add \$1,000 due to crew increases?

Indigo asked for a friendly amendment to increase this line item by \$1,000.

Bear: I accept that as a friendly amendment to Jack's motion. In response to Diane's comment, I suspect there are environmental laws preventing us from spreading grey water on the road.

Jon: How is the telephone in OM budget different from the telephone in the last budget?

Hilary: The OM telephone was Tony's personal phone that he was reimbursed for. The AA budget included the office, site and Tinkerbelle phones. We could benefit from a phone audit towards consolidating all phones in one line item.

Jon: Could we take this out of the budget?

Tom: No, we have an Assistant Manager now that will need a phone for volunteer management.

Jon: Do you anticipate OM to become the AM budget in the future?

Tom: Probably not.

Hilary: Diane, I'd love to find a way to use the grey water and the budget process is a good time to point this out, but the hard work and operational pieces come at other times.

Motion passed: 10-0

Jack moved and LT seconded to approve the Culture Jam budget of \$43,500.

Motion passed 10-0

Jack moved and Bear seconded to approve the General Manager budget of \$790,491.

Steve: The Community Center and the LPFM line items are dedicated funds for those uses only and do not appear in the total. The Payroll line items are our best estimates today. Health and dental insurance will vary as we do not know when our new hires will start, thus it could be a lot more.

Tom: Accounting goes to \$10,500. Buses go to \$78,500. Expenses go to \$6,500. Insurance goes to \$56,000. Medical contract goes to \$66,000. ODOT goes to \$13,000. Community outreach goes to \$5,000. Property taxes goes to \$21,000. Rentals go down to \$6,000. Telephone goes to \$1,900.

Bear: So now we have telephone budgets in the AA, OM and GM budgets.

Hilary: Exactly, all different spending authorities. But it is an issue.

Steve: The total comes to \$794,491. This number added to the OM budget is \$945,891.

This is the combined budget for GM and OM.

Tom: The Rental line item went down to \$6,000 after our negotiations with Andy on his property.

Steve: This makes the total \$790,491 with the OM budget combined at \$941,891.

Jon: The Community Center committee was trying to project what they needed to spend this year on survey work and other things to keep the project moving forward. The committee was wanting to get a line item designated from Community Center funds into the budget so that they don't have to come to the board for every expense. I don't see it here and am not sure how to move the committee's wishes forward on that.

Tom: I apologize, I forgot about this.

Jon: I would hope we could revisit this to make it smoother for the Community Center committee. Also, what is the level of liability insurance?

Tom: I believe it is \$2,000,000.

Hilary: There are a lot of policies.

Jon: When do we do a policy review?

Tom: We do it every year.

Casey: The Repairs and maintenance went over budget, what was that?

Tom: Alice's heat pump.

Sue: Payroll tax was budgeted for \$30,000, and it was \$67,000.

Hilary: I believe that was a mistake. Look at payroll taxes and salaries combined to see the actual.

Jon: Property taxes – we could get an exemption, but we do not. Is this the total amount we are required to pay?

Hilary: We have asked the county to see if as a non-profit we were exempt from property taxes and they've told us no. We were told we do not meet the standard to be exempt.

Steve: To change this the county would audit us. We don't want to nitpick with the county.

Hilary: We have appealed and gotten refunds on property tax assessment.

Jon: Not advocating to apply for it, but we could look at their criteria.

Motion passed: 10-0

Jon moved and Bear seconded to increase Friday ticket prices by \$1.00.

Hilary: The revenue projection we have before you is an increase of Sunday by \$1.00 and the three-day ticket price by \$1.00. This is a modest change to the pricing structure. This results in a \$10,000 increase of revenue. We have much better metrics on our attendance and revenue.

Jon: Per my motion, I can see increasing the ticket prices, but not Sunday.

Indigo: Jon, you are suggesting we have Friday at \$29.00?

Jon: Yes, this results in \$10,000 more revenue. Part of our discussion at the Financial Planning meeting was that Sunday is our lowest price ticket. We needed to raise prices, but left Sunday the same. This is to try to get more people coming on Sunday when we have the capacity to handle more, unlike on Friday.

Hilary: Where we are really underpriced is on the three-day ticket.

Bear: I will support all revenue increases. I agree with Hilary we should increase the three-day tickets. We have vast cash reserves, but we have expenses beyond our revenue, so we need to continue to monitor the revenue closely.

Jack: If we are worried about Friday and Sunday and we change the pricing for those two days, people will simply switch and come on the day that is cheaper.

Jon: If it is alright with my second I'd like to increase the three-day ticket \$1.00, increase the Saturday ticket \$1.00, which would add another \$10,000.

Hilary: This would make the three-day ticket \$67.00.

Indigo: An additional \$1.00 is not a lot. I'd like to have us add \$1 to all the days and all the prices and make the revenue a \$45,000 increase.

Jon: I'm fine with Saturday and all other, but not Sunday.

Bear: Yes to all.

Casey: We all have different ideas on what deters our patrons. None of these increases get to the next \$10.00 range.

Indigo moved and Casey seconded to add \$1.00 to all prices for a total of \$45,000.

Jon: I am opposed to the motion as stated. What if we increase Saturday day of and Saturday in the three-day by \$2.00 which would result in a larger overall revenue increase?

Indigo: No, I'm a mind to raise all three days.

JonP: I agree with Jon's logic on Sunday.

Mambo: Three day ticket is the smallest expense for someone coming all three days. I'm in favor of Indigo's motion.

Hilary: We will be talking next year about other increases for our revenue and we don't want to continue to rely on our patrons for revenue. We get a lot of benefit too. We are getting value above and beyond what volunteers at other events expect.

Motion to amend passed: 8-2 Jon, Jack opposed

Indigo: My motion increased the three-day, and all three days of tickets by \$1.00.

Bear: Indigo's motion replaced Jon's motion.

Jack: The notion of the three-day ticket should be proportional. That is what we did with this motion. The reason that I voted against it is because the differential between the three-day ticket and two one-day tickets should be bigger.

Bear: If a person bought normally priced individual tickets in advance, for all three days of the Fair, they would spend \$79.00. If they bought the three-day ticket they would spend \$68.00.

**Jon moved to increase all Saturday passes by an additional \$1.00.
Motion died due to lack of second.**

Bear moved and Justin seconded to increase the onsite public parking fee from \$10.00 to \$15.00.

LT: As Tom has already indicated, this is not only a revenue increase it is an inducement to ride the bus.

Jon: If you want it to be an inducement, it will have to be more than \$5.00.

Jon moved to increase the onsite public parking fee goes from \$10.00 to \$20.00.

Motion died due to lack of second.

Bear: An increase of fifty percent in one year is sticker shock. I support increasing the parking fee, as over use of parking lots is real and growing problem.

Jon: The very fact it is sticker shock might make them take the bus.

Justin: It is not fair to overwhelm them with sticker shock.

LT: The word will get out on the parking prices.

Jack: Parking at a state-wide event is a different dynamic. It will come down to people in Eugene coming via a bus and others will come by car and pay more. Those coming from outside Eugene will pay disproportionately.

Kirk: Jack's right but we've not increased advance parking that is still \$10.00. We advertise the advance tickets for parking, so those that need to be concerned will take advantage.

Erin: It is important to look at parking pricing for the public and the volunteers.

Dean: With parking prices increasing, the neighbors begin opening up their pastures for parking. That's not a bad thing.

Motion passed: 10-0

Justin moved and Lucy seconded to raise Craft Inventory's fee from \$10.00 to \$15.00.

Kirk: It is my understanding that this does not raise revenue, but takes care of an online cost.

Lucy: Yes.

Robin: If someone wants to apply for additional crafts they will get a discount code for \$10.00.

Justin: You are pushing the bar with online registration, so thank you to Craft Inventory!

Motion passed: 10-0

Bear: I am not going to make a motion to increase the price of Fair family parking although I made that motion in November. It was roundly rejected.

Jen-Lin: The raising of the Fair family parking should be considered. It was brought up at the Financial planning meeting. I don't understand why you balk now.

Indigo: What are the fees for parking? I understand that some are paying \$10.00 and some are paying \$20.00.

Hilary: The first allotment for entertainers is free parking due to their contracts. Crew are \$10.00 and booths are \$20.00.

Lucy: Out in the field is \$20.00.

Indigo: Is there a way to level the playing field so that all vehicle stickers purchased pre-deadline are \$15.00 and after that time they are \$20.00.

Hilary: The original proposal from Financial Planning was to have them all at \$20.00 for crews and booths.

Sue: At the December meeting everyone wanted to assure that we got health insurance for the staff. That is a cost I think everyone should cover. I would be glad to make the motion for the parking pass increase, but I don't think there is support for it.

Sue moved and Justin seconded to increase volunteer vehicle stickers \$15.00.

Diane: If it's true some people get two vehicle stickers, I wouldn't mind if the second one cost more.

Jon: I didn't support raising this at the December board meeting, but after speaking with a number of booth people I've changed my mind.

Kirk: I believe there is a difference for working crews pre-Fair for those that put in a lot of hours to get their pass. There is no equity for entertainers to get it for free and volunteers and booth people to pay.

Justin: Kirk, I love you but I completely disagree. This conversation is getting framed as them and us. I see crafters that put out a lot of time and energy into their booths. Look around the fair and see what equity there is – some put in a couple of shifts and are done, and others work a lot of hours. This is a happy medium.

Indigo: I'd like to point out the Fair family can also take the bus or carpool.

Jon: Take a look at photos of the parking lots. At the rate we're going it'll be all cars soon. This is a small incentive for people to get to the Fair another way than their car.

Jack: How many parking passes do crafters get?

Justin: Half as many as those in a booth.

Jack: We already have a deterrent to cars coming. Now we are making it an economic issue.

Diane: I agree with Kirk. People that come from out of town also have it harder and will have to pay.

Motion failed: 6-4 Diane, Kirk, Casey and Jack