

A G E N D A
WALLA WALLA COUNTY BOARD OF COMMISSIONERS
MONDAY, MARCH 28, 2022

Commissioners have resumed in person public meetings and will also continue to host the meetings via WebEx.

Following is the website to attend and listen to the meeting and the phone number to call to take part in the meeting. Any questions please email us wwcocommissioners@co.walla-walla.wa.us.

Call in 1-408-418-9388 access code: 146 784 0290

Meeting link: <https://wwco.webex.com/wwco/j.php?MTID=m6ef6c0710e4eb57be4e10ce0cc827a38>

PLEASE NOTE: All times are tentative and at the discretion of the Chairman with the exception of advertised bid openings and public hearings.

10:00 A.M. COUNTY COMMISSIONERS

Chairman Kimball

All matters listed within the Consent Agenda have been distributed to each County Commissioner for review and are considered routine. The Consent Agenda will be approved by one motion of the Board of County Commissioners with no separate discussion. If separate discussion is desired on a certain item, that item may be removed from the Consent Agenda at the request of a Commissioner, for action later.

- a) Roll call and establish a quorum
- b) Declarations re: conflict of interest
- c) Pledge of Allegiance
- d) Public comment period (time limitations may be imposed)
- e) **Action Agenda Items:**
 - 1) Review submitted Employee Payroll Action Forms
 - 2) Review vouchers/warrants/electronic payments
- f) **Bid Opening:**
 - 1) County legal newspaper
- g) **Consent Agenda Items:**
 - 1) Resolution - Minutes of County Commissioners' proceedings for March 21 and 22, 2022
 - 2) Resolution – Proclaiming April, 2022 as Child Abuse Prevention Month
 - 3) Resolution – Proclaiming April 10-16, 2022 as National Public Safety Telecommunicators Week
 - 4) Resolution – Updating appointments to the Water Conservancy Board
 - 5) Payroll action and other forms requiring Board approval
- h) **Action Agenda Items:**
 - 1) County vouchers/warrants/electronic payments as follows: 4237999 through 4238201 totaling \$1,376,835.85; 4238202 through 4238208 totaling \$5,141.39 (travel)
 - 2) Proposal 2022 03-28 Comm Approval of schedule for Walla Walla County redistricting process
- i) Miscellaneous business to come before the Board

BOARD OF COUNTY COMMISSIONERS
WALLA WALLA COUNTY, WASHINGTON

IN THE MATTER OF PROCLAIMING
APRIL, 2022 AS CHILD ABUSE
PREVENTION MONTH

RESOLUTION NO. **22**

WHEREAS, through a joint cooperative effort, Walla Walla County provides program services to aid children in both Walla Walla and Columbia Counties; and

WHEREAS, everyone has a stake in ensuring that children have access to the resources and support they need to become safe, healthy, and successful, and help break the cycle of child abuse; and

WHEREAS, Walla Walla Child Advocates program volunteers are trained to represent the best interests of child victims of neglect and abuse in the court system; and

WHEREAS, currently there are 54 children who are waiting for a Child Advocate Volunteer to advocate of their best interests in the courts for a safe and permanent home; and to portray this need, a display of pinwheels will be placed on the courthouse grounds in Walla Walla for the period April 1-18, 2022, to represent the need for more volunteer child advocates to support these children in hardship; now therefore

BE IT HEREBY RESOLVED by this Board of Walla Walla County Commissioners that they shall sign a proclamation declaring April, 2022 as Child Abuse Prevention Month, and that they join in asking volunteers to come forward to represent and advocate for abused and neglected children through the Walla Walla Child Advocates Program.

Passed this 28th day of March, 2022 by Board members as follows: Present or Participating via other means, and by the following vote: Aye Nay Abstained Absent.

Attest:

Diane L. Harris, Clerk of the Board

Todd L. Kimball, Chairman, District 2

Jennifer R. Mayberry, Commissioner, District 1

Gregory A. Tompkins, Commissioner, District 3

*Constituting the Board of County Commissioners
of Walla Walla County, Washington*

PROCLAMATION

WHEREAS, child abuse and neglect is a community problem that not only harms children directly, but increases the likelihood of future criminal behavior, substance abuse and health problems, and finding solutions depends on involvement among people in the community; and

WHEREAS, children deserve to grow up in a safe and nurturing environment free from fear, abuse, and neglect; and

WHEREAS, through a joint cooperative effort, Walla Walla County provides program services to aid children in both Walla Walla and Columbia Counties; and

WHEREAS, the Walla Walla Child Advocates program volunteers are trained to represent the best interests of child victims of neglect and abuse in the court system and dependency proceedings; however, currently there are 54 children who are waiting for a dedicated and compassionate child advocate volunteer to advocate in their best interest in the courts for a safe and permanent home; and

WHEREAS, to portray this need, a display of pinwheels will be placed on the front lawn of the Walla Walla County Courthouse for the period April 1 - 18, 2022 to represent the underserved population of children in Walla Walla County; now therefore

BE IT HEREBY RESOLVED by this Board of Walla Walla County Commissioners that they hereby proclaim

APRIL, 2022 AS

CHILD ABUSE PREVENTION MONTH

in Walla Walla County, and that they join in asking volunteers to come forward to represent and advocate for abused and neglected children in Walla Walla and Columbia Counties through the Walla Walla Child Advocates program by calling 509-524-2801 to learn more.

Dated this 28th day of March, 2022, at Walla Walla County, Washington.

**BOARD OF COUNTY COMMISSIONERS
WALLA WALLA COUNTY, WASHINGTON**

Todd L. Kimball, Chairman

Attest:

Jennifer R. Mayberry, Commissioner

Diane L. Harris, Clerk of the Board

Gregory A. Tompkins, Commissioner

BOARD OF COUNTY COMMISSIONERS
WALLA WALLA COUNTY, WASHINGTON

IN THE MATTER OF
PROCLAIMING APRIL 10-16,
2022 AS NATIONAL PUBLIC
SAFETY TELECOMMUNICATORS
WEEK

RESOLUTION NO. **22**

WHEREAS, emergencies can occur at any time that require police, fire or emergency medical services, and when an emergency occurs the prompt response of police officers, firefighters and paramedics is critical to the protection of life and preservation of property; and

WHEREAS, professional public safety telecommunicators are that vital link between the citizen or victim and the public safety provider who may apprehend a criminal, save their possessions from fire, save their life or the life of a loved one; and

WHEREAS, each year, thousands of dedicated public safety telecommunicators, better known as "dispatchers", daily serve the citizens of the United States by answering their telephone calls for police, fire and emergency medical services to dispatch the appropriate assistance as quickly as possible; and

WHEREAS, the second full week of April is dedicated to public safety telecommunicators, with National Public Safety Telecommunicators Week being observed April 10 through 16 this year; and

WHEREAS, it is appropriate to recognize the value and accomplishments of all public safety communications officers/dispatchers/telecommunicators; now therefore

BE IT HEREBY RESOLVED by this Board of Walla Walla County Commissioners that they shall sign a proclamation declaring April 10-16, 2022 as National Public Safety Telecommunicators Week.

Passed this 28th day of March, 2022 by Board members as follows: Present or Participating via other means, and by the following vote: Aye Nay Abstained Absent.

Attest:

Diane L. Harris, Clerk of the Board

Todd L. Kimball, Chairman, District 2

Jennifer R. Mayberry, Commissioner, District 1

Gregory A. Tompkins, Commissioner, District 3

*Constituting the Board of County Commissioners
of Walla Walla County, Washington*

PROCLAMATION

WHEREAS, each year the second full week of April is recognized by the International Association of Public Safety Communications Officials as National Public Safety Telecommunicators Week; and

WHEREAS, National Public Safety Telecommunicators Week was created to raise public awareness of the hard work and dedication of Public Safety Telecommunicators, the 911 call takers, dispatchers, and other public safety telecommunications staff and center personnel who work tirelessly, often behind the scenes, to help citizens and law enforcement, fire fighters and emergency medical services responders during emergencies and times of crisis; and

WHEREAS, dedicated public safety telecommunicators daily serve the citizens of Walla Walla County by answering their requests for law enforcement, fire and emergency medical services by dispatching the appropriate assistance as quickly as possible, and the safety of our officers and fire fighters is dependent upon the quality and accuracy of information obtained by the telecommunicator and the dispatcher's activities providing radio, telephone and computer services; and

WHEREAS, professional telecommunicators are not visible as the men and women who arrive on the scene of emergencies, but provide the vital link to public safety services for the citizen or victim as part of the first responder team; and

WHEREAS, we depend upon public safety telecommunicators to notify emergency personnel and keep callers reassured and calm and provide them with guidance and support in an emergency, and recognizing National Public Safety Telecommunicators Week gives us the opportunity to thank all public safety telecommunicators who work hard every day to protect our communities; now therefore

BE IT HEREBY RESOLVED by this Board of Walla Walla County Commissioners that they hereby proclaim

APRIL 10-16, 2022 AS

NATIONAL PUBLIC SAFETY TELECOMMUNICATORS WEEK

in Walla Walla County, in honor of the men and women whose diligence and professionalism keep our citizens safe.

Dated this 28th day of March, 2022, at Walla Walla County, Washington.

**BOARD OF COUNTY COMMISSIONERS
WALLA WALLA COUNTY, WASHINGTON**

Todd L. Kimball, Chairman

Attest:

Jennifer R. Mayberry, Commissioner

Diane L. Harris, Clerk of the Board

Gregory A. Tompkins, Commissioner

BOARD OF COUNTY COMMISSIONERS
WALLA WALLA COUNTY, WASHINGTON

IN THE MATTER OF UPDATING
APPOINTMENTS TO THE
WALLA WALLA COUNTY
WATER CONSERVANCY
BOARD

}

RESOLUTION NO. 22

WHEREAS, pursuant to RCW 90.80, counties were allowed to create water conservancy boards for the purpose of expediting voluntary water transfers and change applications within the county; and

WHEREAS, the formation of a Walla Walla County Water Conservancy Board was approved in 1999; and

WHEREAS, pursuant to Walla Walla County resolution 99 302, initial appointments to the Walla Walla County Water Conservancy Board were made; and

WHEREAS, Drex Gauntt was changed to an alternate member under resolution 21 158; and

WHEREAS, Mr. Gauntt no longer wishes to serve on the board and hasn't attended the required annual training; and

WHEREAS, members of the Water Conservancy Board have agreed to accept Mr. Gauntt's resignation from the Board; and

WHEREAS, upon due consideration, the Board of County Commissioners concurs with the recommendation; now therefore

BE IT HEREBY RESOLVED by this Board of Walla Walla County Commissioners, as the county legislative authority, that Drex Gauntt be removed from the Walla Walla Water Conservancy Board effective immediately.

Passed this 28th day of March, 2022 by Board members as follows: Present or Participating via other means, and by the following vote: Aye Nay Abstained Absent.

Attest:

Diane L. Harris, Clerk of the Board

Todd L. Kimball, Chairman, District 2

Jennifer R. Mayberry, Commissioner, District 1

Gregory A. Tompkins, Commissioner, District 3

*Constituting the Board of County Commissioners
of Walla Walla County, Washington*



MEMO

Date: 3-22-2022

Proposal ID. 2022 03-28 COMM

To: BOCC

From: Diane Harris, Clerk of the Board

Intent – Approval of schedule for Walla Walla County redistricting process.

Topic – Approval of schedule for Walla Walla County Commissioner redistricting process.

Summary

Walla Walla County is currently in the process of redistricting pursuant to RCW 29A.76.010. The following is a proposed schedule for the public and parties involved for clarity.

April 5, 2022 - Tuesday

The County is currently considering up to four possible draft plans. A workshop will be held with the BOCC and Redistricting Committee to review up to four draft plans. Public comment will be allowed during this workshop.

April 11, 2022 - Monday

Board of County Commissioners provide decision on which draft plan to publish. The draft plan will be published on the County website and notice of where to review the draft plan will be published in the Union-Bulletin on April 14, 2022.

Board of County Commissioners approve resolution setting date of public hearing on draft plan to be held April 25, 2022. Notice of public hearing to be published in the Union-Bulletin on April 14, 2022.

April 25, 2022 - Monday

Board of County Commissioners hold public hearing to take comment on draft plan.

May 2, 2022 – Monday

Adopt final plan.

Cost

N/A

Funding

N/A

Alternatives Considered

N/A

Acquisition Method

N/A

Security

N/A

Access

Risk

Benefits

Conclusion/Recommendation

Approval of schedule for Walla Walla County redistricting process.

Submitted By

Disposition

Diane Harris, Commissioners 3/22/2022

☐ Approved

Name Department Date

☐ Approved with modifications

☐ Needs follow up information

Signature

☐ Denied

BOCC Chairman

Date

Additional Requirements to Proposal

☐ Modification

☐ Follow Up

COUNTY COMMISSIONERS (Continued)

- j)** Review reports and correspondence; hear committee and meeting reports
- k)** Review of constituent concerns/possible updates re: past concerns

a) Action Agenda Items:

- 1) Resolution – Initiating a County Road Project designated as CRP 22-02, Mill Creek Road, MP 6.5 – MP 8.0
- 2) Resolution – Request for reimbursable work from the City of Waitsburg to scrub and chip seal certain City of Waitsburg streets
- 3) Resolution - Request for reimbursable work from the Port of Walla Walla to chip seal, crack seal, pre-level and paint stripe G Street at the regional airport
- 4) Approve and execute County Road Administration Board Reports for Fish Passage Barrier and Removal Certification 2021 and Annual Certification 2021

b) Department update and miscellaneous

BOARD OF COUNTY COMMISSIONERS
WALLA WALLA COUNTY, WASHINGTON

IN THE MATTER OF INITIATING A
COUNTY ROAD PROJECT
DESIGNATED AS CRP 22-02, MILL
CREEK ROAD , MP 6.5 – MP 8.0

RESOLUTION NO. **22**

WHEREAS, Mill Creek Road is narrow for the amount and type of traffic it receives; and

WHEREAS, it is in the public's best interest to improve safety; now therefore

WHEREAS, Mill Creek Road has been selected to receive Federal Land Access Program funds (FLAP); and

WHEREAS, Mill Creek Road, MP 6.5 to MP 8.0 is listed on the Six Year Transportation Plan; now therefore

BE IT HEREBY RESOLVED that Mill Creek Park Road MP 6.5 to MP 8.0, Road Log no. 97330, located in Sections 26 & 35, Township 07N, Range 37E, be improved as follows:

Widen 1.50 miles of Mill Creek Road to provide a 32 ft. wide paved road and provide clear zone. The project will also address erosion impacts.

This project is declared to be a public necessity and the County Engineer is hereby authorized to proceed with the improvement for Mill Creek Road. The County, acting in the public interest will use its right of eminent domain to acquire property, if necessary, in conformity with the laws of the State of Washington.

IT IS FURTHER RESOLVED that an appropriation from the officially adopted road fund budget and based on the County Engineer's estimate be made in the amounts and for the purpose shown:

Funds	FLAP Funds	County Funds	Total
PE	\$262,503	\$40,969	\$303,472
ROW	\$60,550	\$9,450	\$70,000
CE	\$1,703,010	\$265,788	\$1,968,698
Total	\$2,026,063	\$316,207	\$2,342,170

[X] This project is included in the officially adopted annual road program as Item No. [11]

[] This project is hereby made a part of the officially adopted annual road program in accordance with RCW 36.81.130.

Passed this 28th day of **March, 2022** by Board members as follows: Present or Participating via other means, and by the following vote: Aye Nay Abstained Absent.

Attest:

Diane L. Harris, Clerk of the Board

Todd L. Kimball, Chairman, District 2

Jennifer R. Mayberry, Commissioner, District 1

Gregory A. Tompkins, Commissioner, District 3

Constituting the Board of County Commissioners
of Walla Walla County, Washington

BOARD OF COUNTY COMMISSIONERS
WALLA WALLA COUNTY, WASHINGTON

IN THE MATTER OF A REQUEST FOR
REIMBURSABLE WORK FROM THE
CITY OF WAITSBURG TO SCRUB
AND CHIP SEAL CERTAIN CITY OF
WAITSBURG STREETS



RESOLUTION NO. **22**

WHEREAS, the City of Waitsburg has submitted a Request for Reimbursable Work for Scrubbing and Chip Sealing certain City of Waitsburg Streets; now therefore

BE IT HEREBY RESOLVED, by this Board of Walla Walla County Commissioners that said Request for Reimbursable Work for the City of Waitsburg be signed authorizing the County Road Department to perform the following work:

- Scrub & Chip Seal – 11 streets, 1.34 miles, total of 141,660 sq. feet of roads to be scrubbed and chip sealed.

Passed this 28th day of March, 2022 by Board members as follows: Present or Participating via other means, and by the following vote: Aye Nay Abstained Absent.

Attest:

Diane L. Harris, Clerk of the Board

Todd L. Kimball, Chairman, District 2

Jennifer R. Mayberry, Commissioner, District 1

Gregory A. Tompkins, Commissioner, District 3

*Constituting the Board of County Commissioners
of Walla Walla County, Washington*

BOARD OF COUNTY COMMISSIONERS
WALLA WALLA COUNTY, WASHINGTON

IN THE MATTER OF A REQUEST FOR
REIMBURSABLE WORK FROM THE
PORT OF WALLA WALLA TO CHIP
SEAL, CRACK SEAL, PRE-LEVEL,
AND PAINT STRIPE G STREET AT
THE REGIONAL AIRPORT



RESOLUTION NO. **22**

WHEREAS, the Port of Walla Walla has submitted a Request for Reimbursable Work for Crack Sealing, Pre-Level, Chip Seal, and Paint Stripe at the Walla Walla Regional Airport; now therefore,

BE IT HEREBY RESOLVED, by this Board of Walla Walla County Commissioners that said Request for Reimbursable Work for the Port of Walla Walla be signed authorizing the County Road Department to perform the following work at the Walla Walla Regional Airport:

- Crack Seal - G Street, 0.6 miles a total of 104,313 sq. feet of roadway
- Pre-Level – G Street, 0.6 miles a total of 104,313 sq. feet of roadway
- Chip Seal – G Street, 0.6 miles a total of 104,313 sq. feet of roadway
- Paint Stripe – G Street, 0.6 miles a total of 104,313 sq. feet of roadway

Passed this 28th day of **March, 2022** by Board members as follows: Present or Participating via other means, and by the following vote: Aye Nay Abstained Absent.

Attest:

Diane L. Harris, Clerk of the Board

Todd L. Kimball, Chairman, District 2

Jennifer R. Mayberry, Commissioner, District 1

Gregory A. Tompkins, Commissioner, District 3

*Constituting the Board of County Commissioners
of Walla Walla County, Washington*

**Walla Walla County Public Works
990 Navion Lane
Walla Walla, WA 99362**



To: Board of County Commissioners

From: Tony Garcia Morales, P.E. – Public Works Director/County Engineer

Date: 22 March 2022

Re: Director's Report for the Week of 21 March 2022

Board Action: 28 March 2022

Action Agenda Items:

**In the Matter of Initiating a County Road Project Designated as CRP 22-02, Mill Creek Road, MP 6.5 – MP 8.0
In the Matter of a Request for Reimbursable Work from the City of Waitsburg to Scrub and Chip Seal Certain
City of Waitsburg Streets**

**In the Matter of a Request for Reimbursable Work from the Port of Walla Walla to Chip Seal, Crack Seal,
Pre-Level and Paint Stripe G Street at the Regional Airport**

Miscellaneous:

**Approve and Execute County Road Administration Board Reports for Fish Passage Barrier Removal
Certification 2021 and Annual Certification 2021**

ENGINEERING:

- Mill Creek Road MP 1.1 to MP 3.96: Finalizing project specifications and preparing to advertise for bids.
- Peppers Bridge Road: Working on right of way acquisition.
- Wallula/Gose: Working on right of way.
- Arch Bridge: Working on approach slabs.
- Lower Waitsburg Road: Working on project design.
- Miscellaneous: Some engineering staff attended the County Road Administration Board's Road Design Conference.

MAINTENANCE/FLEET MANAGEMENT:

- South Crew – Pushing up stockpiles, shouldering, and repairing guardrail damage.
- North Crew – Shouldering roads, rock raking, pushing up stockpiles and blading roads.
- Signs and Veg Crew – Sign maintenance and spraying as weather allows.
- Garage – Routine maintenance and pre-season maintenance on equipment.

ADMINISTRATION:

- Conducted weekly meetings: Staff, Engineering and Road Operations.
- On-line auction has started and will end on April 4th, 2022.
- Conducted our monthly Budget Review meeting.
- Attended the Economic Development Informational Meeting organized by the Port of Walla Walla.
- Finalizing our selection process of our Fiscal Manager and County Surveyor positions.
- We have multiple job openings: 3 Truck Drivers, 1 Mechanic, and 1 Accounting Tech.

a) Action Agenda Items:

- 1) Proposal 2022 03-28 DCH-1 Approval of contract with Greater Columbia Accountable Community of Health (GCACH) re Local Health Improvement Network Agreement
- 2) Proposal 2022 03-28 DCH-2 Approval to submit letter of interest/intent to apply for grant applications
- 3) Resolution – Signing rate agreement with Washington State Department of Health for Department of Community Health's Indirect Charge to Grants

b) Department update and miscellaneous



MEMO

Date: March 14, 2022

Proposal ID: 2022 03-28 DCH-1

To: BOCC

From: Nancy Wenzel, Administrative Director

Intent

Gain Approval for contract with Greater Columbia Accountable Community of Health (GCACH)

Topic

Local Health Improvement Network Agreement

Summary

The Greater Columbia Accountable Community of Health (GCACH) includes the counties of Kittitas, Yakima, Yakama Nation, Benton, Franklin, Walla Walla, Columbia, Garfield, Asotin and Whitman. An Accountable Communities of Health (ACH) brings together leaders from multiple health sectors around the state with a common interest in improving health and health equity. GCACH is partly funded by grants from the Washington State Health Care Authority using money from the State innovation Model grant issued by the federal Center for Medicare and Medicaid Innovation (CMMI), state general fund.

Walla Walla County is offered a yearly contract to serve as the lead for our area's Local Health Improvement Network (LHIN) and we provide leadership and local engagement with cross-organizational assistance toward achieving a Culture of Health in our community.

Cost

Funding

\$30,000 This grant is a performance grant not a spenddown, so as we meet milestones we get a lump payment.

Alternatives Considered N/A

N/A

N/A

N/A

N/A

Recommend the BOCC approve and sign the contract and any future amendments after legal review.

Disposition

Approved _____

____ Approved with modifications

Needs follow up information

Denied

Date _____

Additional Requirements to Proposal

___ Modification

___ Follow Up

2022 LOCAL HEALTH IMPROVEMENT NETWORK AGREEMENT

THIS LOCAL HEALTH IMPROVEMENT NETWORK AGREEMENT ("Agreement") is entered into by and between the Greater Columbia Accountable Community of Health, a Washington nonprofit corporation ("GCACH") and Walla Walla County, a Washington professional service corporation ("LHIN").

RECITALS

- A. GCACH is a Washington nonprofit corporation operated exclusively for charitable and educational purposes under 501(c)(3) of the Internal Revenue Code. GCACH collaborates with a regional coalition of stakeholders and partners to address health issues through community and healthcare.
- B. The purpose of this Agreement is to formally recognize, resource, and evaluate the impact of cross-sector alignment, partnership, and commitments to improve health and lower costs in communities across the GCACH region. Recognizing health and health care are local, a collaborative community approach is necessary in order to achieve GCACH's aims of better health, better care, and lower costs. No single sector or organization in a community can create transformative, lasting change in health and health care alone; and clinical, community, and government entities must coordinate their efforts and actions around clearly defined goals that support whole-person health. Local Health Improvement Networks (LHINs) will provide local engagement and cross-organizational assistance toward achieving a Culture of Health in their community.
- C. The relationship of the parties under this Agreement is that of an independent contractor. In all matters relating to this Agreement each party hereto shall be solely responsible for the acts of its employees and agents, and employees or agents of one party shall not be considered employees or agents of the other party. Except as otherwise provided herein, no party shall have any right, power, or authority to create any obligation, express or implied, on behalf of any other party. Nothing in this Agreement is intended to create or constitute a joint venture, partnership, agency, trust, or other association of any kind between the parties or persons referred to herein.

DEFINITIONS

The following terms may be used in this Agreement or may be otherwise applicable to the attachments.

- A. "Authorized Representative" refers to the individual(s) of GCACH and his/her delegates within the Agency authorized to execute this Agreement on behalf of GCACH.
- B. "Charter" refers to establishment of a local branch or chapter.

- C. “Regional Campaign” refers to the regional campaign GCACH is conducting to help people recover from trauma, build personal resilience and engage in healthy living.
- D. “Culture of Health” refers to creating a society that gives all individuals an equal opportunity to live the healthiest lives possible, whatever their ethnic, geographic, racial, socioeconomic, or physical circumstances.
- E. “Effective Date” refers to the first date this Agreement is in full force and effect. It may be a specific date agreed to by the parties; or, if not so specified, the date of the last signature of a party to this Agreement.
- F. “Financial Stability” refers to the ability to facilitate and develop use of funds in a responsible manner.
- G. “Health Priorities” refers to preferentially rated social or health-related activities or conditions that are used in establishing health planning goals.
- H. “Milestones” refers to quarterly deliverables outlined in the Scope of Work.
- I. “Network” refers to a group of system of interconnected people or things.
- J. “Sub-recipient” refers to a contractor operating a program, receiving funds and having the authority to determine both the services rendered and disposition of the program.
- K. “Successor” refers to any entity which, through amalgamation, consolidation, or other legal succession becomes invested with the rights and assumed burdens of the first contractor/vendor.

FOR VALUABLE CONSIDERATION, the receipt and sufficiency of which is hereby acknowledged, the parties hereto agree as follows:

1. PERIOD OF PERFORMANCE/TERMINATION

This Agreement shall remain in full force and effect from the Effective Date until the completion date January 31, 2023. Either party may terminate this Agreement thirty (30) days of written notification to the other party.

The LHIN understands that the funding for this Contract has been and will be based upon the complete performance of this Agreement by the LHIN. The LHIN understands and agrees that the damages suffered by GCACH are difficult if not impossible to estimate on the effective date of this Agreement. In the event of LHINs breach or abandonment of this Contract, GCACH may thereupon and without further notice, terminate this Agreement. GCACH without waiving any other remedies available to it, may retain any monies otherwise due to LHIN under this Agreement.

2. PAYMENT DISTRIBUTION AND MILESTONES

Payment for all Milestones shall be made to the LHIN upon satisfactory completion of the Milestones as determined by GCACH within thirty (30) days after such determination has been made. Awarded funds under this agreement must be used solely related toward the purpose of this funding.

GCACH shall not be obligated to pay the LHIN for its Milestone achievements or the Milestone achievements until GCACH is satisfied that the Milestone has been satisfactory completed.

GCACH ensures that all Funding transferred to the LHIN are not federal funds and are otherwise eligible to be used as the non-federal share of Medicaid expenditures consistent with 42 CFR 433.51, by providing funds only from sources that GCACH has approved as allowable sources. The LHIN shall maintain records to document the source of transferred funding and furnish such records to GCACH as requested.

3. ALLOWABLE COSTS

Expenditures used for the purposes of this Agreement shall be reviewed by GCACH through a budget documented "LHIN Budget Template" attached as Exhibit-D and incorporated here by this reference. The LHIN Budget Template shall be completed by the LHIN. "Non-allowable Expenditures", attached as Exhibit-C and incorporated here by this reference, shall be prohibited if not consistent therewith. GCACH reserves the right to review any and all transaction expenses with regard to funding. The LHIN shall maintain complete financial records relating to this Agreement and services rendered by the LHIN. If Non-Allowable Costs are identified during the performance of this Agreement and within ninety (90) days after the completion date, such Non-Allowable Costs shall be excluded from any payment to the LHIN. GCACH reserves the right to offset funding that has been used on Non-Allowable Costs and reallocate the same to the LHIN upon receiving a revised budget.

4. RESPONSIBILITIES OF LHIN

The LHIN shall be responsible for completing the Milestones outlined under the Exhibit-B "Milestone Reporting Schedule" incorporated here by this reference.

In the event LHIN has a change in its legal status, organizational structure or fiscal reporting, the LHIN shall notify GCACH of such change within thirty (30) days before such change takes effect. Unless otherwise specified in this Agreement, any and all expenses incurred by the LHIN during the performance of this Agreement are the responsibility of the LHIN.

5. RESPONSIBILITIES OF GCACH

Leading regional health assessments, and creating a well-designed and inclusive community planning process for health improvement.

Planning, implementing, and overseeing regional health improvement projects, coordinating project applications, receiving and distributing State funds to partners to carry out transformation projects, and reporting on progress.

Attending the meetings of the LHIN, keeping them informed of developments in the Medicaid Transformation Program, and other statewide and/or regional initiatives that may be of interest or pertinent to their work.

GCACH shall be responsible for distributing payments, providing technical assistance that supports the LHIN in achieving success under this Agreement. Unless otherwise specified within this Agreement, any and all expenses incurred by GCACH during the performance of this Agreement are the responsibility of GCACH.

6. REPRESENTATIONS AND WARRANTIES

The LHIN represents that the LHIN is familiar with, shall be governed by and shall comply with all Federal, State and local statutes, laws, ordinances and regulations including amendments and changes as they occur. The LHIN certifies that the LHIN and any and all personnel employed or engaged by the LHIN: are presently authorized to do business in Washington State and have the authority and possess all licenses to enter into this Agreement; are not presently, and will not be in the future, suspended, ineligible or disbarred wherein they would be unable to assist or perform under this Agreement; are not under investigation, have not been charged or convicted of fraud or a criminal offense in connection with obtaining, and attempting to obtain, or performing a public transaction or contract under a public transaction; have never been accused or convicted of any crime of dishonesty, moral turpitude or violence; are not in violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements or receiving stolen property; are not presently indicted or otherwise criminally or civilly charged by a government entity with the commission of any offenses enumerated above and have not, within a three (3) year period preceding this Agreement, had one or more public transactions terminated for cause or default.

7. INSURANCE

The LHIN shall maintain, at the LHIN's sole expense, general liability insurance from the effective date until the completion date. The minimum insurance shall be \$1,000,000.00 per occurrence, and the LHIN's insurer *shall* notify GCACH in the event the LHIN's insurance will be canceled. The LHIN shall provide a Certificate of Insurance to GCACH not later than the effective date and shall, upon reasonable notice, provide GCACH adequate assurances of continuing coverage during the performance of the Agreement. *The LHIN is self-insured or insured through a risk pool and shall pay for losses for which it is found liable.*

8. INDEMNITY

Each party shall defend, indemnify and hold the other party harmless from and against any and all claims, actions, suits, demands, assessments or judgments asserted and any and all losses, liabilities, damages, costs and expenses (including without limitation attorney's fees, accounting fees, investigation costs, etc.) alleged or incurred arising out of or related to any operations, acts or omissions of the indemnifying party, or any of its employees, agents and invitees in the exercise of the indemnifying party's rights or the performance or observance of the indemnifying parties obligations under this Agreement. The prompt notice must be given of any claim, and the party was providing the indemnification will have control of any defense or settlement.

9. PRIVACY

Any Personal Information collected, used required in connection with this Agreement shall be used solely for the purposes of this Agreement, and shall not be released, divulge, published, transferred, sold or otherwise made known to unauthorized third parties. The LHIN agrees to implement physical, electronic and managerial safeguards to prevent unauthorized access to Personal Information. GCACH reserves the right to monitor, review or investigate the use of Personal Information collected, used required by LHIN through this Agreement. The monitoring, auditing or investigating by GCACH may include, without limitation "salting" (the act of placing a record containing unique with false information in a database that can be used later to identify inappropriate disclosure of data contained in the database). LHIN shall certify return or destruction of all Personal Information no later than the completion date. A breach of this provision shall constitute a material breach, thereafter resulting in the immediate termination of this Agreement and the right for GCACH to demand the immediate return of any and all personal information. LHIN agrees to defend, indemnify and hold GCACH harmless from any and all damages arising out of or related to LHINs unauthorized use of Personal Information. For purposes of this provision, "Personal Information" includes, without limitation, information identifiable to an individual that relates to a natural person's health, finances, education, business, use or receipt of government services or other activities, names, addresses, telephone numbers, Social Security numbers, driver's license numbers, financial programs, credit card numbers, and financial identifying numbers.

10. NONDISCRIMINATION

Both parties shall strictly comply with applicable federal, state and local civil rights laws and shall not discriminate on the basis of race, color, national origin, age, disability or sex, or other protected status.

11. FORCE MAJEURE

Any delay or failure of performance by either party shall not constitute a default if such delay or failure was unforeseeable and beyond the control of a party, including Acts of God or the public enemy, fire or other casualty for which a party is not responsible, quarantine

or epidemic, strike or defensive lockout, severe weather conditions, commercial impracticability, and loss of Funding (collectively, "Force Majeure"). Conditioned upon the LHIN having no contributory fault, the LHIN shall be entitled to an adjustment in milestone performance date(s), completion date directly attributable to any act of Force Majeure upon reasonable request, however shall not be entitled to an adjustment to any payment resulting from an act of Force Majeure.

12. DEBARMENT

By signing this Agreement, the LHIN certifies that it is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded in any Washington State or Federal department or agency from participating in transactions (debarred). The LHIN agrees to include the above requirement in any and all subcontracts into which it enters, and also agrees that it will not employ debarred individuals. Contractor must immediately notify the Health Care Authority (HCA) if, during the term of this Contract, Contractor becomes debarred. HCA may immediately terminate this Contract by providing Contractor written notice, if Contractor becomes debarred during the term hereof.

13. MISCELLANEOUS

Time is specifically declared to be of the essence. This Agreement was drafted by GCACH's attorney, Albert Coke Roth III, Esq. This Agreement shall be interpreted without favor to LHIN as the non-drafting party. The parties agree to cooperate fully in all matters related to or arising out of this Agreement. This Agreement shall be considered at "arms-length" and not be construed as if one of the parties had an advantage. To the extent not expressly prohibited herein, this Agreement shall inure to and be binding upon the heirs, successors and assigns of the respective parties hereto. Waiver by either party of a breach of any covenant, agreement or undertaking contained herein shall be made only by written waiver, and no such waiver shall operate or be construed as a waiver of any prior or subsequent breach of the same covenant, agreement or undertaking. Except as otherwise specifically provided herein, the exercise of any remedy provided by law or otherwise, and the provisions for any remedy in this Agreement, shall not exclude any other remedy. The Parties execute this Agreement solely as parties to a contract. No corporation, partnership, limited partnership, joint venture or joint undertaking shall be construed from these presents, and no third party may rely upon any provision of this Agreement for its direct benefit. This Agreement is deemed entered into in the State of Washington and shall be governed under the laws of the State of Washington. Notwithstanding the stipulation to resolving disputes in accordance with Section 17 below, this transaction shall be deemed to have occurred in Benton County, Washington. If any party is in default, the defaulting party shall reimburse the non-defaulting parties for all notices, demand letters and collection costs, including attorney's fees and costs. The parties agree that this Agreement is the entire Agreement between the parties, that each and every section of this Agreement was read, understood and fairly bargained for, and that all preceding and contemporaneous oral and written statements, representations and warranties, whether consistent or inconsistent herewith, are agreed to be of no force and effect unless expressly stated herein. This Agreement shall only be supplemented or modified in a signed writing by both parties.

All exhibits, recitals, references to extrinsic documents, occurrences and situations, attachments and schedules are hereby incorporated herein by this reference as if fully set forth herein. The Parties agree that their signatures and notary acknowledgments that are faxed to each other shall, when accumulated, operate as originals. This Agreement may be executed in counterparts.

14. NOTICES

Any Notices or other communications shall be in writing and shall be considered to have been duly given on the earlier of (1) the date of actual receipt or sent via Electronic Transmission, or, (2) three days after deposit in the first-class certified U.S. mail, postage prepaid, return receipt requested:

If to GCACH, to: Sharon Brown
Executive Director
8836 W Gage Blvd, Suite 202A
Kennewick, WA
sbrown@gcach.org

If to LHIN, to: Amy Osterman
Epidemiologist, MPH
P.O. Box 1753
314 W. Main Street
Walla Walla, WA
ContractsDCH@co.walla-walla.wa.us

15. AMENDMENT

This Agreement may be amended at any time prior to the completion date by written instrument executed by the parties hereto.

16. PUBLIC STATEMENTS

The LHIN and GCACH shall not make any public statements, including, without limitation, any press releases, fliers, signage, etc., with respect to this Agreement and the transactions contemplated hereby, without the prior consent of the other party (which consent may not be unreasonably withheld), except as may be required by law.

17. DISPUTE RESOLUTION

All claims and disputes relating to or arising out of this Agreement that are less than the jurisdictional limit shall be filed in the Small Claims Division of the Benton County, Washington, District Court with waiver of the provisions of RCW 12.40.080, meaning that the parties may be represented by legal counsel. The Parties hereby knowingly and voluntarily waive any right to appeal on any Small Claims judgment, including, without limitation, alleged procedural errors. All claims and disputes related to or arising out of this Agreement in excess of the jurisdictional limit or involve equitable remedies, shall be subjected to binding and non-appealable arbitration as the sole and exclusive remedy. If the parties cannot agree on an arbitrator, the Presiding Judge of the Benton County, Washington Superior Court shall appoint an arbitrator versed in the subject matter of the claim or dispute, which arbitrator need not be a lawyer unless legal interpretation of the Agreement is required. If the arbitrator is a lawyer, the arbitrator may engage the services of any expert to ascertain specialized factual determinations. Substantive discovery shall be allowed in the sole discretion of the arbitrator. The arbitration shall commence not later than ninety (90) days after an arbitration demand. The arbitrator may award damages and injunctive relief and may register a judgment in the court of competent jurisdiction in Benton County, Washington including judgment by default. In any suit, arbitration, proceeding or action to enforce any term, condition or covenant of this Agreement or to procure an adjudication or determination of the rights of the parties hereto, the most prevailing party shall be entitled to recover from the other party reasonable sums as attorney fees and costs.

18. ELECTRONIC TRANSMISSION CONSENT

By their signatures below, the parties hereby agree and consent to receive Notices by way of Electronic Transmission to the email addresses set forth therein. Any party can reject such consent upon 30-day's Notice as set forth therein. Upon change of email address, it shall be the obligation of the changing party to notify the other party of an email address change.

19. In the event funding from any source is withdrawn, reduced, or limited in any way after the date this Agreement is signed and prior to the termination date, GCACH may, in whole or in part, suspend or terminate the Agreement upon fifteen (15) calendar days' prior written notice to Contractor or upon the effective date of withdrawn or reduced funding, whichever occurs earlier. At GCACH's sole discretion the Agreement may be renegotiated under the revised funding conditions. If this Agreement is so terminated or suspended, GCACH shall be liable only for payment in accordance with the terms of this Contract for services rendered prior to the effective date.

APPROVAL

This Contract is executed by the persons signing below, who warrant that they have the authority to execute it.

GREATER COLUMBIA ACCOUNTABLE
COMMUNITY OF HEALTH

Walla Walla County

By: Sharon Brown
Its: Executive Director
Date: _____

By: Todd Kimball
Its: Chair, Board of County Commissioners
Date: _____

EXHIBIT "A"

SCOPE OF WORK

The LHINs are a critical component of GCACH's outreach strategy. LHINs have existing relationships with local health care delivery systems and can address specific community needs, especially needs related to the Social Determinants of Health. Social service needs must be identified and addressed for improved health care utilization to be sustainable. Historically through the work of the LHINs, regional Social Determinants of Health have been identified, relationships between stakeholders have been built, and community health has been improved. GCACH is eager to support this work in 2022.

Through the work outlined below, the LHIN shall participate in the following activities to advance mutually benefiting goals for their communities and the GCACH region.

The responsibilities and expectations of the LHIN are as follows but not all inclusive:

- A. Collaborate and partner with various sectors respective to selected projects and locations by forming or continuing a grouping of individuals (i.e. Councils, Committees, Boards, Panels, Chambers, etc.). This grouping of individuals is limited to direct healthcare providers as 50% of membership. The remainder of the group may contain sectors such as public health, education, clinical, public safety, social services, long-term care, housing, managed care, law enforcement, transportation, faith-based organizations, philanthropy, long-term care, early learning, etc. Meetings shall be open to the public and advertised in a manner that is easily available to the public being served (Example: Social media platform, local newspaper or radio advertisement, poster/flyer placed in a public area).

Convene with local stakeholders, delivery system providers, and local governments on a regular basis (No less than four (4) times per year) to address local issues.

- B. Provide updated progress of programs, projects and initiatives through the sharing of minutes or providing access to meeting notes. Share membership rosters and attendance with GCACH in order to receive regular communications.
- C. The LHIN shall confirm or identify their top priority Health Needs through their community health needs assessment.
- D. Collaborate in the manner and extent possible, based on the needs and resources available in its communities, to promote community resiliency through a Regional Campaign in collaboration with GCACH.
- E. Meet with the GCACH Community and Tribal Engagement Specialist quarterly to share information, and to review the Milestones as outlined in the Contract.

- F. Facilitate a collaboration with a WIN 211 representative to review and update the local community resource directory on a regular basis in preparation for the Community Information Exchange.
- G. Engage elected officials (local, county, state) and community leaders to participate in LHIN discussions to learn about the issues affecting the Medicaid residents in their communities, and how the LHIN and GCACH are impacting these issues.
- H. Align and collaborate local health improvement activities as necessary to complement initiatives and programs of the GCACH.
 - a. Evidence in distributing the semi-annual Sentinel Network survey.
 - b. Evidence in distributing HCA's annual Value-Based Payment (VBP) Survey.
 - c. Evidence in distributing GCACH information regarding local events, programs and training materials pertinent to accomplishing mutual goals, such as the Cope, Calm, & Care or other Regional Campaigns.
- I. Participate in the Leadership Council governance structure of the GCACH by:
 - a. Designating a liaison who has the authority to speak on your behalf to interface with the GCACH Leadership Council and staff.
 - b. Participate actively as a formal representative to the GCACH Leadership Council meetings in person or over teleconference for at least 2/3 of all meetings or designate a proxy when needed.
- J. Participate in quarterly LHIN Leadership Meeting facilitated by GCACH for collaborative purposes.
- K. LHIN leadership shall present in person a report describing current, past, and future activities as well as the progress in completing deliverables. The report will be presented at a Leadership Council Meeting in the fourth quarter of 2022.
- L. Fiscal sponsor must maintain an administrative and financial management system consistent with generally accepted accounting principles (GAAP) and meet the requirements set forth below:
 - a. Proof of financial stability through an audited statement or balance sheet provided to GCACH no later than January 31, 2023.
 - b. Submit a projected budget by January 31, 2022 and the actual vs budget report to GCACH no later than January 31, 2023.
- M. LHINs to create a sustainability strategy to prepare for the future and present to the March Leadership Council Meeting.

N. Participate in planning a Regional Community Information Exchange (CIE).

a. Help define and determine regional CIE platform

EXHIBIT “B”
MILESTONE REPORTING SCHEDULE

Completion date: April 15, 2022	Payment
<ol style="list-style-type: none"> 1. Collaborate in any Regional Campaign GCACH produces. 2. Monthly GCACH Leadership Council Meeting attendance 3. Q1 LHIN Leadership Meeting participation 4. Submit meeting minutes, advertising efforts, rosters and attendance 5. Quarterly meeting with Community and Tribal Engagement Specialist 6. Submit a proposed budget by January 31, 2022 7. Present sustainability report during March Leadership Council. 	\$10,000
Completion date: July 15, 2022	
<ol style="list-style-type: none"> 1. Monthly GCACH Leadership Council Meeting attendance 2. Q2 LHIN Leadership Meeting participation 3. Review local WIN211 database 4. The LHIN shall confirm or identify their top priority Health Needs through their community health needs assessment. 5. Quarterly meeting with Community and Tribal Engagement Specialist 6. Submit meeting minutes, advertising efforts, rosters and attendance 7. Evidence in distributing HCA’s annual Value-Based Payment (VBP) Survey 8. Participate in planning a Regional Community Information Exchange (CIE). 	\$5,000
Completion date October 15, 2022	
<ol style="list-style-type: none"> 1. Monthly GCACH Leadership Council Meeting attendance 2. Q3 LHIN Leadership Meeting participation 3. Quarterly meeting with Community and Tribal Engagement Specialist 4. Submit meeting minutes, advertising efforts, rosters and attendance 5. Evidence in distributing the semi-annual Sentinel Network survey. 	\$5,000
Completion date January 15, 2023	
<ol style="list-style-type: none"> 1. Monthly GCACH Leadership Council Meeting attendance 2. Q4 LHIN Leadership Meeting participation 3. Submit meeting minutes, advertising efforts, rosters and attendance 4. Present LHIN report during Leadership Council (October) 5. Quarterly meeting with Community and Tribal Engagement Specialist 6. The 2022 Actual vs Budget Report to GCACH no later than January 31, 2023. Sustainability strategy. 	\$10,000

Payment shall be made to the LHIN through the Washington Financial Executor (WAFE) Portal upon satisfactory completion of the items listed in this Milestone Reporting Schedule.

EXHIBIT “C”

NON-ALLOWABLE EXPENDITURES

The following list of non-allowable expenditures is subject to change. LHINS are not permitted to duplicate or supplant other federal or state funds with LHIN funds. Several sources were reviewed to develop this list of non-allowable expenditures, including current state and federal funding guidance and other program guidance.

- Alcoholic Beverages
- Debt restructuring and bad debt
- Defense and prosecution of criminal and civil proceedings, and claims
- Donations and contributions
- Entertainment
- Capital expenditures for general purpose equipment, building and land, except for:
 - Costs for ordinary and normal rearrangement or alteration of facilities
- Fines and penalties
- Fund raising and investment management costs
- Foods or services for personal use
- Idle facilities and idle capacity
- Interest expense
- Lobbying
- Memberships and subscription costs
- Patent costs

All costs must be considered reasonable.

Reasonable Costs

A cost is reasonable if, in its nature and amount, it does not exceed that which would be incurred by a prudent person under the circumstances prevailing at the time the decision was made to incur the cost. In determining reasonableness of a given cost, consideration must be given to:

- a.) Whether the cost is of a type generally recognized as ordinary and necessary for the operation of the entity or the proper and efficient performance of the award.
- b.) The restraints or requirements imposed by such factors as: sound business practices; arm's-length bargaining; Federal, state and other laws and regulations; and terms and conditions of the award.

EXHIBIT “D”
LHIN BUDGET TEMPLATE

Planned Use of Funding	Planned Budget
TOTAL:	\$

Actual Use of Funding	Actual Cost
TOTAL:	\$



MEMO

Date: March 18, 2022

Proposal ID: 2022 03-28 DCH-2

To: BOCC

From: Nancy Wenzel, Administrative Director

Intent: Gain Approval to Submit Letter of Interest/Intent to apply for grant applications

Topic: Letter of Interest/Intent for Grant Applications

Summary

Many times, a funding source requires a Letter of Interest/Intent (LOI) prior to submitting a grant application. Grantors use this information in several different ways, but two popular reasons are: 1) to gauge interest and how many agencies may be applying; and 2) Grantors will invite selected agencies to officially apply based on their LOI. The date range for an LOI can be very short, such as seven (7) days or we may find the grant offer with a minimal turn around for submitting an LOI.

I am requesting the Board of County Commissioners (BOCC) authorize Department of Community Health (DCH) to submit LOI's prior to BOCC approval. DCH will continue to submit a grant proposal to BOCC for approval prior to officially applying for any grants. We will also email the Clerk of the Board information about any LOI we submit.

By allowing DCH permission to apply for LOIs without BOCC approval we can streamline and avoid adding rush items to the BOCC agenda. DCH is working on producing a full policy manual on financial management, grant management and procurement and will adopt this into our policies if approved. We will also be submitting our policies for BOCC review when complete.

Cost

No cost but a streamline time saving measure which does affect the bottom line.

Funding

N/A

Alternatives Considered

Continue as is and include the LOI in the official grant approval process which includes rush agenda items.

Acquisition Method

N/A

Security

N/A

Access

N/A

Risk

N/A

Benefits

Anytime we can streamline a process and get the same or better result is a benefit.

Conclusion/Recommendation

Recommend the BOCC allow DCH to submit a LOI prior to BOCC grant approval process. DCH will notify the Clerk of the Board of any LOI submitted. DCH will continue to receive BOCC approval prior to submitting for any official grant application for funding.

Submitted By			Disposition
Nancy Wenzel, DCH			____ Approved
Name	Department	Date	____ Approved with modifications
			____ Needs follow up information
Name	Department	Date	____ Denied

			BOCC Chairman
			Date

Additional Requirements to Proposal

___ Modification

___ Follow Up

BOARD OF COUNTY COMMISSIONERS
WALLA WALLA COUNTY, WASHINGTON

IN THE MATTER OF SIGNING
RATE AGREEMENT WITH
WASHINGTON STATE
DEPARTMENT OF HEALTH FOR
DEPARTMENT OF COMMUNITY
HEALTH'S INDIRECT CHARGE TO
GRANTS

RESOLUTION NO. **22**

WHEREAS, Walla Walla County receives Federal Grant Dollars; and

WHEREAS, according to the United States Office of Management & Budget, 2 CFR Part 200, Uniform Administration Requirements, Cost Principles and Audit Requirements for Federal Awards (Uniform Guidance), Walla Walla County needs to adopt a Central Services Simplified Indirect Cost Allocation Plan; and

WHEREAS, the County Auditor has determined the Indirect Cost Rate to be 13.56%, based on the fair and equitable distribution base of direct salaries & wages of each department/fund; and

WHEREAS, the County Auditor has certified the Indirect Cost Rate of 13.06%; a reduction from the actual calculation to allow for a margin of error; and

WHEREAS, the attached documentation shows the calculations of the Indirect Cost Plan for Walla Walla County as per the requirements for 2 CFR Part 200, Uniform Administration Requirements, Cost Principles and Audit Requirements for Federal Awards (Uniform Guidance); and

WHEREAS, that the Board of County Commissioners adopted the Indirect Cost Rate for Walla Walla County at 13.06%, based on the fair and equitable distribution base of direct salaries & wages, for federal grant reimbursement as certified by the County Auditor, effective January 1, 2022; now therefore

BE IT HEREBY RESOLVED that the Board of County Commissioners sign the Rate Agreement with Washington State Department of Health for Department of Community Health to use rate on subgrants, contracts and other agreements of Federal programs administered by the Washington State Department of Health and other State Agencies.

Passed this 28th day of March, 2022 by Board members as follows: Present or Participating via other means, and by the following vote: Aye Nay Abstained Absent.

Attest:

Diane L. Harris, Clerk of the Board

Todd L. Kimball, Chairman, District 2

Jennifer R. Mayberry, Commissioner, District 1

Gregory A. Tompkins, Commissioner, District 3

Constituting the Board of County Commissioners
of Walla Walla County, Washington



STATE OF WASHINGTON
DEPARTMENT OF HEALTH
Olympia, Washington 98504

March 2, 2022

Walla Walla County Department of Community Health
314 W. Main
Walla Walla, WA 99362
Attn: Nancy Wenzel, Administrative Director

Dear Director Wenzel,

The original Indirect Cost Rate Agreement is enclosed. This agreement reflects an understanding reached between your organization and the Washington State Department of Health concerning the rate that may be used to support your claim for indirect costs on grants and contracts with Federal funds.

Please have the original signed by a duly authorized representative of your organization and return a signed copy to me via e-mail at subrecipientindirect@doh.wa.gov and retain the original for your files.

Please note the duration given for this rate approval is 1/1/2022 through 12/31/2022.

The proposal for your plan starting 1/1/2023 , will be due no later than 7/1/2022.

Sincerely,

A handwritten signature in cursive script that reads "Toni Smith".

Toni Smith
Director, Office of Accounting and Grants
Washington State Department of Health

Enclosures

RATE AGREEMENT

LOCAL AGENCIES

LOCAL AGENCY: Walla Walla County Department of Community Health DATE: March 2, 2022
314 W. Main
Walla Walla, WA 99362

The indirect cost rates approved in this agreement are for use on subgrants, contracts and other agreements of Federal programs administered by the Washington State Department of Health, and other State Agencies, subject to the conditions contained in Section III.

Section I: RATES

Indirect Cost Rates

Type	Effective Period		Rate	Location	Applicable To
	From	To			
Predetermined	1/1/2022	12/31/2022	13.06%	All	All

BASE:
Salaries & Wages

SECTION II: SPECIAL REMARKS

TREATMENT OF FRINGE BENEFITS:

The fringe benefits are specifically identified to each employee and are charged individually as direct costs. The directly claimed fringe benefits are listed below.

TREATMENT OF PAID ABSENCES

Vacation, holiday, sick leave pay and other paid absences are included in salaries and wages and are claimed on grants, contracts and other agreements as part of the normal cost for salaries and wages. Separate claims are not made for the cost of these paid absences.

DEFINITION OF EQUIPMENT

Equipment means tangible personal property (including information technology systems) having a useful life of more than one year and a per-unit acquisition cost which equals or exceeds \$5,000.

The following fringe benefits are treated as direct costs:

SOCIAL SECURITY, HEALTH INSURANCE, MEDICAL AID PLUS INDUSTRIAL INSURANCE, AND RETIREMENT.

NEXT PROPOSAL DUE DATE

A proposal for your plan starting 1/1/2023 , will be due no later than 7/1/2022.

SECTION III: GENERAL

A. LIMITATIONS:

The rates in this Agreement are subject to any statutory or administrative limitations and apply to a given subgrant, contract or other agreement only to the extent that funds are available. Acceptance of the rate is subject to the following conditions: (1) Only costs incurred by the agency or allocated to the agency by an approved cost allocation plan were included in its indirect cost pool as finally accepted; such costs are legal obligations of the agency and are allowable under the governing cost principles; (2) The same costs that have been treated as indirect costs have not been claimed as direct costs; (3) Similar types of costs have been accorded consistent accounting treatment; and (4) The information provided by the agency which was used to establish the rates is not later found to be materially incomplete or inaccurate.

B. ACCOUNTING CHANGES:

If a fixed or predetermined rate is in this Agreement, it is based on the accounting system purported by the agency to be in effect during the Agreement period. Changes to the method of accounting for costs that affect the amount of reimbursement resulting from the use of this Agreement require prior approval of the authorized representative of the cognizant agency. Such changes include, but are not limited to, changes in the charging of a particular type of cost from indirect to direct. Failure to obtain approval may result in cost disallowances.

C. FIXED RATES:

If a fixed rate is in this Agreement, it is based on an estimate of the costs for the period covered by the rate. When the actual costs for this period are determined, an adjustment will be made to a rate of a future year(s) to compensate for the difference between the costs used to establish the fixed rate and actual costs.

D. USE BY OTHER AGENCIES:

The rates in this Agreement were approved in accordance with the authority in Title 2 of the Code of Federal Regulations, Part 200 (2 CFR 200), and should be applied to grants, contracts and other agreements covered by 2 CFR 200, subject to any limitations in A above. The agency may provide copies of this Agreement to other State Agencies to give them early notification of this Agreement.

E. OTHER:

If any Federal contract, grant or other agreement is reimbursing indirect costs by a means other than the approved rate(s) in this Agreement, the agency should (1) credit such costs to the affected programs and (2) apply the approved rate(s) to the appropriate base to identify the proper amount of indirect costs allocable to the programs.

BY THE ORGANIZATION

WALLA WALLA COUNTY DEPARTMENT OF
COMMUNITY HEALTH

(ORGANIZATION)

(Signature)

(Name [Please print])

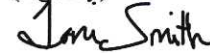
(Title – Telephone Number)

(Date)

BY THE COGNIZANT AGENCY
ON BEHALF OF THE FEDERAL GOVERNMENT

WASHINGTON STATE DEPT OF HEALTH

(Agency)



(Signature)

Toni Smith

(Name [Please print])

Director, Office of Accounting and Grants
(360) 236-4535

(Title – Telephone Number)

March 2, 2022

(Date)

10:45 COUNTY COMMISSIONERS

- a) Presentation by Walla Walla County Fairgrounds re Economic Development Sales Tax Fund application for \$200,000 grant for Fairgrounds Arena Expansion (Viewing) Project from Walla Walla County's portion of the 9/10ths economic development sales tax collections
- b) **Action Agenda Items:**
 - 1) Proposal 2022 03-28 EconDev – County - Approval of Walla Walla County expending funds from Economic Development Sales Tax Funds for Fairgrounds Arena Expansion (Viewing) Project
 - 2) Proposal 2022 03-28 EconDev – Port – Approval of Port of Walla Walla expending funds from Economic Development Sales Tax Funds for Fairgrounds Arena Expansion (Viewing) Project
 - 3) Proposal 03-28 Comm Approval of Agreement between Walla Walla County and P1FCU for Naming Rights of Walla Walla County Fairgrounds Grandstand Complex and approval to sign said agreement
 - 4) Discussion/possible direction re Boundary Line Adjustment for County Fairgrounds property
- c) Miscellaneous or unfinished business to come before the Board

12:00 RECESS



MEMO

Date: 3-22-2022

Proposal ID. 2022 03-28 EconDev – County

To: BOCC

From: Diane Harris, Clerk of the Board

Intent – Approval of grant to Walla Walla County Fairgrounds using Walla Walla County's portion of 9/10ths (Economic Development Sales Tax) funds

Topic – Approval of Walla Walla County providing grant funds to Walla Walla County Fairgrounds for the Fairgrounds Arena Expansion (Viewing) Project. These funds will come from the County's portion of the Economic Development Sales Tax Funds.

Summary

The Walla Walla County Fairgrounds presented their application for funding during the March 28, 2022 regularly scheduled Walla Walla County Board of Commissioners' meeting. During this meeting the Commissioners approved the grant to Walla Walla County Fairgrounds from the Walla Walla County portion of the Economic Development Sales Tax Funds in the amount of \$200,000 for Walla Walla County Fairgrounds Arena Expansion (Viewing) Project.

Walla Walla County – 9/10ths funds - \$200,000 grant

Cost

\$200,000 grant

Funding

9/10ths Funds – Walla Walla County

Alternatives Considered

N/A

Acquisition Method

N/A

Security

N/A

Access

Risk

Benefits

Conclusion/Recommendation

Approval of grant in the amount of \$200,000 from the Walla Walla County portion of the 9/10th Economic Development Funds for Walla Walla County – Fairgrounds Arena Expansion (viewing) Project.

Submitted By

Disposition

Diane Harris, Commissioners 3/22/2022

___ Approved

Name Department Date

___ Approved with modifications

___ Needs follow up information

Signature

___ Denied

BOCC Chairman

Date

Additional Requirements to Proposal

___ Modification

___ Follow Up

Walla Walla County

Economic Development Sales Tax Fund

SECTION I.

APPLICATION FOR FUNDING

Applicant:	Walla Walla County Fairgrounds		
Project Title:	Walla Walla County Fairgrounds Arena Expansion (Rodeo Viewing Platforms) Project		
Contact:	Greg Lybeck		
Title:	General Manager – Walla Walla Fair		
Telephone:	509/527-3247 / 509/520-3247		
Fax:	509/527-3259		
E-Mail:	glybeck@co.walla-walla.wa.us		
Mailing Address:	P.O. Box G		
City:	Walla Walla	Zip Code:	99362
Total Project Financing			
Total Project Cost: (Estimated Cost)		\$ 1,250,000 - \$1,450,000	
Amount secured to date: (See Question #8)		\$ 950,000 + \$200,000 Loan if necessary	
The total amount requested from the Economic Development Sales Tax Fund: Loan & Grant combined		\$ 200,000	
Loan Information			
Amount of loan request: (May not need loan, if bids come within available funds)		\$ 0	
Loan term requested (Maximum term is 10 years):		YRS	Rate
<i>A loan is a general obligation or revenue obligation of the jurisdiction receiving the loan. With the acceptance of a loan, the jurisdiction agrees to obligate its full faith, credit, and revenue to repay the loan, regardless of the project which prompted the application for funding. The maximum loan amount is \$200,000. Please review Attachment A - Principle Guidelines for the Economic Development Sales Tax Fund – Line item #4.</i>			
Grant Information			
Amount of Grant request: <i>(Please review Attachment A - Principle Guidelines for the Economic Development Sales Tax Fund – Line item #4)</i>		\$ 200,000	
Amount of Local Public Match: <i>(Please review Attachment A - Principle Guidelines for the Economic Development Sales Tax Fund – Line item #5)</i>		\$ 100,000 Fairgrounds Available \$750,000 Private Requested	

Declaration: I hereby certify that the information given in this application is true and correct to the best of my knowledge and belief and that I have reviewed Attachment A - Principle Guidelines for the Economic Development Sales Tax Fund.

Signature of Responsible Official: _____ **Date:** 03/22/2022

SECTION II. IDENTIFICATION OF PUBLIC FACILITY PROJECT AND COSTS

1. **Describe the entire public facilities project, including the parts that you are not asking to fund.**
(The term "public facilities" means bridges, roads, domestic and industrial water facilities, sanitary sewer facilities, earth stabilization, storm sewer facilities, railroads, electrical facilities, natural gas facilities, research, testing, training, and incubation facilities in innovation partnership zones designated under RCW 43.330.270, buildings, structures, telecommunications infrastructure, transportation infrastructure, or commercial infrastructure, and port facilities in the state of Washington.
 - Within the Walla Walla County Fairgrounds grandstand/arena complex:
 - Construction of viewing platforms elevated to a height above the rodeo arena bucking chutes and timed event chutes
 - Creation of 50+ "boxes" on the platforms; each box capable of accommodating 14-16 people
 - Elimination/destruction of existing outdated and unsafe bleacher seating

2. **Summarize efforts taken to date regarding the project in terms of specific steps and studies and dates of action.**
 - Liquification study
 - Conceptual drawings
 - Engineering is completed

3. **Does this project qualify as economic development and does it create or retain family wage jobs?**
(Please review Attachment A - Principle Guidelines for the Economic Development Sales Tax Fund.)

The Washington Agricultural Fairs Economic and Social Impact and Reach study dated November 12, 2021 identifies the financial impact of the agricultural nature of fairs and fair facilities. The Walla Walla Valley has a deep and significant agricultural sector that will not only contribute but benefit from the investments made in the Walla Walla County Fairgrounds. The Rodeo Viewing Platform Project will allow for multiple events to utilize the venue in the future, thus creating the economic impact that can be identified with in the study and realized within the Walla Walla Valley region.

4. **List the number of projected jobs to be retained and/or created by the firm as a result of the public infrastructure project. Jobs must be expressed in Full-Time Equivalents (FTEs). Management positions should be indicated as an annual salary. * Retained jobs are defined as jobs that would otherwise be lost in Walla Walla County.**

Job Description	Number of Jobs Created (in FTEs)	Number of Jobs Retained* (in FTEs)	Hourly Wage and/or Annual Wage
			\$
			\$
			\$
			\$
			\$
			\$

Projected annual gross payroll for all job classifications? _____

How many of these positions are part-time or seasonal work? _____

5. **Is this project listed in the Walla Walla County Comprehensive Plan (Chapter 11 Economic Development Element- Appendix G)?** No ☐ Yes ☒

6. **Does your organization have an active interest and involvement in economic development?**

Please explain?

Yes. Although an economic impact study for the Walla Walla Fair has not been done since 2004, a 2019 study done for the Washington State Fairs Association noted that Washington state fairs/fairgrounds contributed:

- \$397 million in business revenue to the state economy
- 3,200 jobs statewide
- \$152 million in labor income (including benefits)
- Approximately \$10 million in state sales, business and occupation, and other taxes statewide

These numbers only represent the actual annual fairs – but do not include events held throughout the year that typically create additional tourism dollars for the Walla Walla area.

7. **Will this project upgrade existing public infrastructure or build new public infrastructure?**

Please explain?

The Rodeo Viewing Platforms project will both upgrade the existing facility while also building a new structure. Arena viewing platforms are becoming increasingly popular and are proven income generators. This project will greatly enhance the usability and appeal of the grandstand complex and fairgrounds overall.

8. List each funding source for the public project and amount. Identify whether the funding source has been secured or is being requested.

Funding Source	Status	Amount
Private Contribution	Requested	\$ 750,000
0.09ths EDSTF – County Grant	Will Request	\$ 200,000
0.09ths EDSTF – Port Grant	Awarded	\$ 200,000
0.09ths EDSTF – Port Loan (May Not Need, depending on bids)	Awarded (If needed)	\$ 200,000
Fairgrounds Funds	Available	\$ 100,000
Total Project Cost		\$ 1,250,000 (Estimated)

9. Estimated schedule for public project completion. Indicate the month and year when the activities listed have been, or will be, completed.

Activities	Estimated Completion Date (Month/Year)
Preliminary Engineering Report	March/2022
All Required Permits Obtained	March/2022
Design Engineering	March/2022
Land/Right-of-Way Acquisition	N/A
Final Bid Documents	March/2022
Award Construction Contract	April/2022
Begin Construction	May/2022
Complete Construction	August/2022
Construction Project Operational	August/2022

10. What other quantifiable outcomes can this project measure in addition to the number of jobs created and retained?

Private sector capital investment \$ _____

Increase in local property tax revenue: \$ -0- (Publicly Owned)

Increase in local sales tax revenue: \$ _____

Other: \$ _____

11. Will the public facility project be maintained by the applicant? Indicate the projected annual operating cost of the proposed public facility project and revenue source for maintenance?
Please explain.

- Yes. The facility is owned by the County of Walla Walla and maintained by the Walla Walla County Fairgrounds
- The projected annual operating cost is difficult to quantify at this time; however, this will be a concrete and steel structure with minimal maintenance required
- Revenue source: Walla Walla County Fairgrounds O&M

Application Submission Process

1. **PDF Application Form:** Download and save the "EDSTF Application Form". Open the "EDSTF Form" file in your PDF reader software application. Complete the application. At the end of the application is a "Submit By Email" button. Please review your completed application before clicking on the "Submit By Email" button.
2. **Print PDF Application Form:** Print the "EDSTF Form" and complete the application. Scan the completed application form into one (1) PDF file and email the PDF file as a file attachment to pr@portwallawalla.com.

ATTACHMENT A
Principle Guidelines
Economic Development Sales Tax Fund (EDSTF)

**Some provisions within these principle guidelines are requirements under RCW
82.14.370 - Sales and use tax for public facilities in rural counties.**

1. Public infrastructure projects must be listed in the Walla Walla County Comprehensive Plan (Chapter 11 Economic Development Element – Appendix G). Public infrastructure project listed in the approved County Comprehensive Plan does not guarantee the public infrastructure project will receive funding.
2. At the beginning of each fiscal year, the Port will notify the jurisdictions of the available funding in the EDSTF and will transmit the application form and these principle guidelines.
3. The Port Commission will maintain discipline in using the EDSTF for strategic economic development opportunities. Public infrastructure projects that create, retain and/or expand family wage jobs (defined as \$25,000 per year plus a benefits package), encourage private sector capital investment, and new taxes are the primary goal of the EDSTF.
4. Cap any one jurisdiction from receiving more than a \$200,000 grant and a \$200,000 loan in any one fiscal year. Exceptions will be made for extraordinary job creating opportunities, private sector capital investments, and new taxes. Exceptions will also be made if a jurisdiction has projects that would allow the funding to be distributed countywide. For example, a jurisdiction may have a qualifying project in Burbank and during that same fiscal year, they may have a qualifying project in Waitsburg. In order to help disburse the EDSTF countywide, both qualifying applications would be considered.
5. Applications require a 50% local public match to the amount of the EDSTF request. 10% local public match will be required for the City of Prescott and City of Waitsburg due to their size and access to local public matching dollars. Local public match is defined as publicly-appropriated local funds. Funds appropriated from the state, federal, other funding sources, and in-kind match do not qualify as a local public match. Private sector funds directly allocated to the public infrastructure project will be considered as a local public match.

Example: If the EDSTF request is \$200,000, the applicant is required to secure \$100,000 in the local public match. In the case for the City of Prescott and City of Waitsburg, if the EDSTF request is \$200,000, the applicant is required to secure \$20,000 in the local public match.
6. Each public infrastructure project approved for EDSTF will need to enter into a performance contract and/or inter-local agreement guaranteeing performance.
7. Public infrastructure projects that can substantiate the creation of new direct family wage jobs (defined as \$25,000 per year plus a benefits package), private sector capital investment, and new taxes will have the best chance in securing an EDSTF grant and/or loan.

8. Public infrastructure projects that cannot identify the creation of new direct family wage jobs (defined as \$25,000 per year plus a benefits package), private sector capital investment, and new taxes are encouraged to apply for an EDSTF loan. If the applicant is requesting an EDSTF grant, and an EDSTF grant is awarded, the applicant will be restricted in applying for an EDSTF grant for 5 years from the date of award. However, during this 5-year restricted period, the applicant has a public infrastructure project that can demonstrate the creation of new direct family wage jobs (defined as \$25,000 per year plus a benefits package), private sector capital investment, and new taxes, their application would be considered for funding.
9. Public infrastructure-related projects that can substantiate the retention of existing family wage jobs (defined as \$25,000 per year plus a benefits package) are encouraged to apply for EDSTF grant and/or loan. To substantiate job retention, the applicant must fully demonstrate that a specific business would have a reduction in its labor force without the public infrastructure improvement.
10. Projects approved for funding must start drawing down the appropriated funds for the proposed public infrastructure project within 1 year from the date the application is approved. All appropriated funds must be fully expended within 2 years from the date the application is approved. If the applicant cannot meet said deadlines, the application must resubmit their application for consideration. All existing approved public infrastructure projects will have priority funding over the new resubmitted application.

Approved by the Port Commission on the 25th day of September 2014

Concurrence by the Walla Walla County Commissioners on the 20th day of October 2014



MEMO

Date: 3-22-2022

Proposal ID. 2022 03-28 EconDev – Port

To: BOCC

From: Diane Harris, Clerk of the Board

Intent – Approval of Port of Walla Walla expending funds

Topic – Approval of Port of Walla Walla expending funds from the Port's portion of the Economic Development Sales Tax Funds for Walla Walla County – Fairgrounds Arena Expansion (Viewing) Project

Summary

The Port of Walla Walla during their regularly scheduled meeting on February 24, 2022 approved a \$200,000 grant and ability to access a \$200,000 loan to Walla Walla County application for Fairgrounds Arena Expansion (viewing) Project. This request is for the above funds from the Port of Walla Walla's portion of the Economic Development Sales Tax Fund.

Pursuant to the current interlocal between the Port and County of Walla Walla regarding the Economic Development Sales Tax funds the County must approve the Port of Walla Walla expending these funds.

Port of Walla Walla – 9/10ths funds - \$200,000 grant and ability to access \$200,000 loan

Cost

\$200,000 grant and ability to access \$200,000 loan

Funding

9/10ths Funds – Port of Walla Walla

Alternatives Considered

N/A

Acquisition Method

N/A

Security

N/A

Access

Risk

Benefits

Conclusion/Recommendation

Approval of the Port of Walla Walla expending \$200,000 grant and ability to access \$200,000 loan out of their portion of the 9/10ths Economic Development Funds for Walla Walla County – Fairgrounds Arena Expansion (viewing) Project.

Submitted By

Disposition

Diane Harris, Commissioners 3/22/2022

☐ Approved

Name Department Date

☐ Approved with modifications

☐ Needs follow up information

Signature

☐ Denied

BOCC Chairman

Date

Additional Requirements to Proposal

☐ Modification

☐ Follow Up



SENT VIA EMAIL ON 03-22-2022

March 22, 2022

Todd Kimball, Commissioner District #2 (2022 Chair)
Greg Tompkins, Commissioner District #3
Jenny Mayberry, Commissioner District #1
Walla Walla County
P.O. Box 1506
Walla Walla, WA 99362

**RE: Economic Development Sales Tax Fund Grant – Walla Walla County – Fairgrounds
Arena Expansion (Viewing) Project**

Dear Commissioners:

On February 24, 2022, the Port of Walla Walla Commissioners approved a \$200,000 Economic Development Sales Tax Fund (EDSTF) grant and the ability to access a \$200,000 Economic Development Sales Tax Fund (EDSTF) loan to the Walla Walla County – Fairgrounds Arena Expansion (Viewing) Project. Attached is the staff report and EDSTF application for your review.

Consistent with our Interlocal Economic Development Agreement dated May 31, 2005, the Port is submitting this EDSTF application for Walla Walla County Board of Commissioner's consideration and concurrence.

The Port hereby certifies that this application complies with RCW 82.14.370 and the funds will be allocated from the Port's 2/3rd share of EDSTF account.

If you have any questions or need any additional information, please do not hesitate to call or email me.

Sincerely,

Patrick H. Reay
Executive Director

Enc. Walla Walla County – Fairgrounds Arena Expansion (Viewing) Project

cc: Port Commissioners

Port of Walla Walla **Staff Report**

TO: Port of Walla Walla Commission

FROM: Patrick H. Reay, Executive Director

SUBJECT: Economic Development Sales Tax Fund (EDSTF) Grant and Loan Application
Walla Walla County Fairgrounds - Arena Expansion (Viewing Platforms) Project

DATE: Thursday, February 24, 2022

PROJECT LOCATION: Walla Walla County Fairgrounds – Arena Expansion (Viewing Platforms) Project

JURISDICTION: Port of Walla Walla

PURPOSE: Action Item

STAFF RECOMMENDED ACTION

Port staff recommends approval of an Economic Development Sales Tax Fund (EDSTF) grant for \$200,000 and the ability to access a \$200,000 loan to the Walla Walla County Fairgrounds for the Arena Expansion (Viewing Platforms) Project with the following condition:

1. Private funding to be available/secured before grant funds disbursed.
2. Other public/private project funds estimated at \$850,000 is secured and expended to request disbursement of this Economic Development Sales Tax Fund loan from the Port. (Loan Funds would only be requested if necessary due to project costs, project scope adjustments or private commitments distribution will be over time.)

PROPOSED MOTION

I move that we approve an Economic Development Sales Tax Fund grant for \$200,000 (or amount to be determined by Port Commission) and the ability to access a \$200,000 loan to the Walla Walla County Fairgrounds for the Arena Expansion (Viewing Platforms) Project with the funding condition identified in the Staff Recommended Action of this staff report and to authorize the Executive Director to submit said application to the Walla Walla County Commissioners for their concurrence.

BACKGROUND

Port of Walla Walla in partnership with the Walla Walla County Board of Commissioners manages the Economic Development Sales Tax Fund for Walla Walla County. The Port and County have two (2) separate fund accounts which each jurisdiction manages separately. Currently, the account fund balance of the Port's managed fund is approximately \$2.95 million. Enclosed as Attachment 1 is the EDSTF Report with a summary of current projects and remaining fund balance. The Port Commission can award and distribute funds for projects that are listed in the approved Port of Walla Walla Economic Development Plan or projects listed within the Walla Walla County Comprehensive Plan in Appendix G.

The Walla Walla County Fairgrounds Improvement Projects are listed in both the Port's 2020 Economic Development Plan and Walla Walla County Comprehensive Plan in Appendix G.

DISCUSSION/ANALYSIS

The Walla Walla Fairgrounds is requesting grant and loan funds to replace and expand the arena facility to attract additional events and provide private sponsorship funds to support one of the oldest fairs in the state of Washington. This project was originally conceived prior to the 150th Fair and Frontier Days event in 2016. Due to challenges assembling the funding necessary to complete the proposed project in 2016, the Fair Board, Fair staff and the County Commissioners have continued to assemble the funding necessary to complete the project. The project design is currently underway, and the project is estimated to go out to bid this spring with construction to follow. The anticipated completion date will be prior to the 156th Walla Walla Fair and Frontier Days event this Labor Day weekend.

The proposed project has an enormous economic impact on the community and the region. With the completion of the project, this venue will be able to increase the utilization of the new modernized venue and attract many out-of-town visitors to the valley. This will have an economic impact that will support the existing tourism and agricultural related industries by focusing on out-of-town visitors, scheduling additional events and supporting the agricultural industries that are involved with the annual fair and exhibition. See Attachment 3: Washington Agricultural Fairs Economic Impact and Social Impact and Reach Study dated November 12, 2021.

Enclosed as Attachments 2, 3 and 4 are the Walla Walla County Fairgrounds – Arena Expansion (Viewing Platforms) Project for an Economic Development Sales Tax Fund (EDSTF) grant and loan application.

LEGAL REVIEW

No legal review of the grant application.

FISCAL IMPACT

If the grant requested is approved, then the funds available from the Port's Economic Development Sales Tax Funds will be reduced by \$200,000. If a loan is utilized in conjunction with the grant, then the EDSTF would be reduced by an additional \$200,000. Enclosed as Attachment 1 is the EDSTF Report with a summary of current projects and remaining fund balance, if the grant and loan are approved by the Port Commissioners. If both grant and loan is approved, then a reduction of \$400,000 would result in a Port EDSTF balance more than \$2.5M.

ALTERNATIVE(S)

1. Do not fund the Walla Walla County Fairgrounds – Arena Expansion (Viewing Platforms) Project with an Economic Development Sales Tax Fund grant request.
2. Fund the Walla Walla County Fairgrounds – Arena Expansion (Viewing Platforms) Project with an Economic Development Sales Tax Fund grant only and not consider the loan in addition to the grant.
3. Fund the Walla Walla County Fairgrounds – Arena Expansion (Viewing Platforms) Project with an Economic Development Sales Tax Fund loan only, rather than the requested grant.
4. Fund the request at a different funding levels and combination of grants/loans.

ATTACHMENTS

Attachment 1	EDSTF Financial Summary Report
Attachment 2	Walla Walla Fairgrounds EDSTF application
Attachment 3	<u>Washington Agricultural Fairs Economic Impact and Social Impact and Reach Study dated November 12, 2021</u>
Attachment 4	Arena Expansion Project Conceptual Drawings
Attachment 5	Principle Guidelines for EDSTF

Walla Walla County

Economic Development Sales Tax Fund

SECTION I.

APPLICATION FOR FUNDING

Applicant:	Walla Walla County Fairgrounds				
Project Title:	Walla Walla County Fairgrounds Arena Expansion (Viewing Platforms)				
Contact:	Greg Lybeck				
Title:	General Manager – Walla Walla Fair				
Telephone:	509/527-3247 / 509/520-3247				
Fax:	509/527-3259				
E-Mail:	glybeck@co.walla-walla.wa.us				
Mailing Address:	P.O. Box G				
City:	Walla Walla	Zip Code:	99362		
Total Project Financing					
Total Project Cost: (Estimated Cost)		\$ 1,250,000 - \$1,450,000			
Amount secured to date: (See Question #8)		\$ 850,000			
The total amount requested from the Economic Development Sales Tax Fund: Loan & Grant combined		\$ 400,000			
Loan Information					
Amount of loan request: (May not need loan, if bids come within available funds)		\$ 200,000			
Loan term requested (Maximum term is 10 years):		10	YRS	0.5%	Rate
<i>A loan is a general obligation or revenue obligation of the jurisdiction receiving the loan. With the acceptance of a loan, the jurisdiction agrees to obligate its full faith, credit, and revenue to repay the loan, regardless of the project which prompted the application for funding. The maximum loan amount is \$200,000. Please review Attachment A - Principle Guidelines for the Economic Development Sales Tax Fund – Line item #4.</i>					
Grant Information					
Amount of Grant request: <i>(Please review Attachment A - Principle Guidelines for the Economic Development Sales Tax Fund – Line item #4)</i>		\$ 200,000			
Amount of Local Public Match: <i>(Please review Attachment A - Principle Guidelines for the Economic Development Sales Tax Fund – Line item #5)</i>		\$ 100,000 Fairgrounds Available \$750,000 Private Requested			

Declaration: I hereby certify that the information given in this application is true and correct to the best of my knowledge and belief and that I have reviewed Attachment A - Principle Guidelines for the Economic Development Sales Tax Fund.

Signature of Responsible Official: _____ **Date:** 02/18/2022

SECTION II. IDENTIFICATION OF PUBLIC FACILITY PROJECT AND COSTS

1. **Describe the entire public facilities project, including the parts that you are not asking to fund.**
(The term "public facilities" means bridges, roads, domestic and industrial water facilities, sanitary sewer facilities, earth stabilization, storm sewer facilities, railroads, electrical facilities, natural gas facilities, research, testing, training, and incubation facilities in innovation partnership zones designated under RCW 43.330.270, buildings, structures, telecommunications infrastructure, transportation infrastructure, or commercial infrastructure, and port facilities in the state of Washington.
 - Within the Walla Walla County Fairgrounds grandstand/arena complex:
 - Construction of viewing platforms elevated to a height above the rodeo arena bucking chutes and timed event chutes
 - Creation of 50+ "boxes" on the platforms; each box capable of accommodating 14-16 people each
 - Elimination/destruction of existing outdated and unsafe bleacher seating

2. **Summarize efforts taken to date regarding the project in terms of specific steps and studies and dates of action.**
 - Liquification study
 - Conceptual drawings
 - Engineering is underway

3. **Does this project qualify as economic development and does it create or retain family wage jobs?**
(Please review Attachment A - Principle Guidelines for the Economic Development Sales Tax Fund.)

The Washington Agricultural Fairs Economic and Social Impact and Reach study dated November 12, 2021 identifies the financial impact of the agricultural nature of fairs and fair facilities. The Walla Walla Valley has a deep and significant agricultural sector that will not only contribute but benefit from the investments made in the Walla Walla County Fairgrounds. The Arena Expansion Project will allow for multiple events to utilize the venue in the future, thus creating the economic impact that can be identified with in the study and realized within the Walla Walla Valley region.

4. **List the number of projected jobs to be retained and/or created by the firm as a result of the public infrastructure project. Jobs must be expressed in Full-Time Equivalents (FTEs). Management positions should be indicated as an annual salary. * Retained jobs are defined as jobs that would otherwise be lost in Walla Walla County.**

Job Description	Number of Jobs Created (in FTEs)	Number of Jobs Retained* (in FTEs)	Hourly Wage and/or Annual Wage
			\$
			\$
			\$
			\$
			\$
			\$

Projected annual gross payroll for all job classifications? _____

How many of these positions are part-time or seasonal work? _____

5. **Is this project listed in the Walla Walla County Comprehensive Plan (Chapter 11 Economic Development Element- Appendix G)?** No ☐ Yes ☒

6. **Does your organization have an active interest and involvement in economic development? Please explain?**

Yes. Although an economic impact study for the Walla Walla Fair has not been done since 2004, a 2019 study done for the Washington State Fairs Association noted that Washington state fairs/fairgrounds contributed:

- \$397 million in business revenue to the state economy
- 3,200 jobs statewide
- \$152 million in labor income (including benefits)
- Approximately \$10 million in state sales, business and occupation, and other taxes statewide

These numbers only represent the actual annual fairs – but do not include events held throughout the year that typically create additional tourism dollars for the Walla Walla area.

7. **Will this project upgrade existing public infrastructure or build new public infrastructure? Please explain?**

The Grandstand Arena Viewing Platforms project will both upgrade the existing facility while also building a new structure. Arena viewing platforms are becoming increasingly popular and are proven income generators. This project will greatly enhance the usability and appeal of the grandstand complex and fairgrounds overall.

8. List each funding source for the public project and amount. Identify whether the funding source has been secured or is being requested.

Funding Source	Status	Amount
Private Contribution	Requested	\$ 750,000
0.09ths EDSTF – County Grant	Will Request	\$ 200,000
0.09ths EDSTF – Port Grant	Requested	\$ 200,000
0.09ths EDSTF – Port Loan (May Not Need, depending on bids)	Requested	\$ 200,000
Fairgrounds Funds	Available	\$ 100,000
Total Project Cost		\$ 1,250,000 (Estimated)

9. Estimated schedule for public project completion. Indicate the month and year when the activities listed have been, or will be, completed.

Activities	Estimated Completion Date (Month/Year)
Preliminary Engineering Report	March/2022
All Required Permits Obtained	March/2022
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Construction Project Operational	August/2022

10. What other quantifiable outcomes can this project measure in addition to the number of jobs created and retained?

Private sector capital investment \$ _____

Increase in local property tax revenue: \$ -0- (Publicly Owned)

Increase in local sales tax revenue: \$ _____

Other: \$ _____

11. Will the public facility project be maintained by the applicant? Indicate the projected annual operating cost of the proposed public facility project and revenue source for maintenance? Please explain.

- Yes. The facility is owned by the County of Walla Walla and maintained by the Walla Walla County Fairgrounds
- The projected annual operating cost is difficult to quantify at this time; however, this will be a concrete and steel structure with minimal maintenance required
- Revenue source: Walla Walla County Fairgrounds O&M

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Principle Guidelines
Economic Development Sales Tax Fund (EDSTF)

**Some provisions within these principle guidelines are requirements under RCW
82.14.370 - Sales and use tax for public facilities in rural counties.**

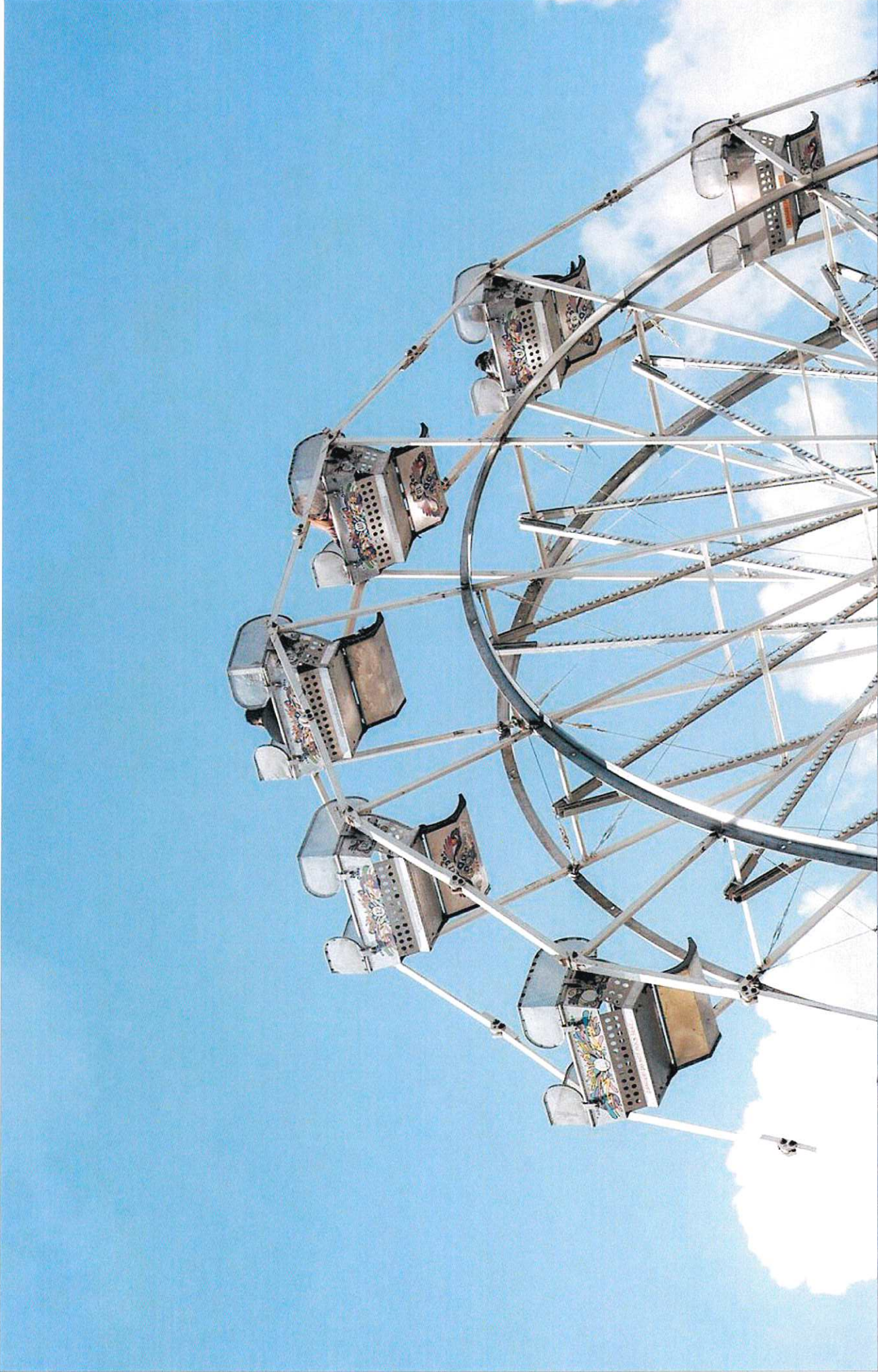
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Approved by the Port Commission on the 25th day of September 2014

Concurrence by the Walla Walla County Commissioners on the 20th day of October 2014



WASHINGTON AGRICULTURAL FAIRS

ECONOMIC AND SOCIAL IMPACT AND REACH | November 12, 2021

Prepared by:



Community Attributes Inc. tells data-rich stories about communities that are important to decision makers.

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Prepared for:



Washington
State Department of
Agriculture

EXECUTIVE SUMMARY

About Washington Agricultural Fairs

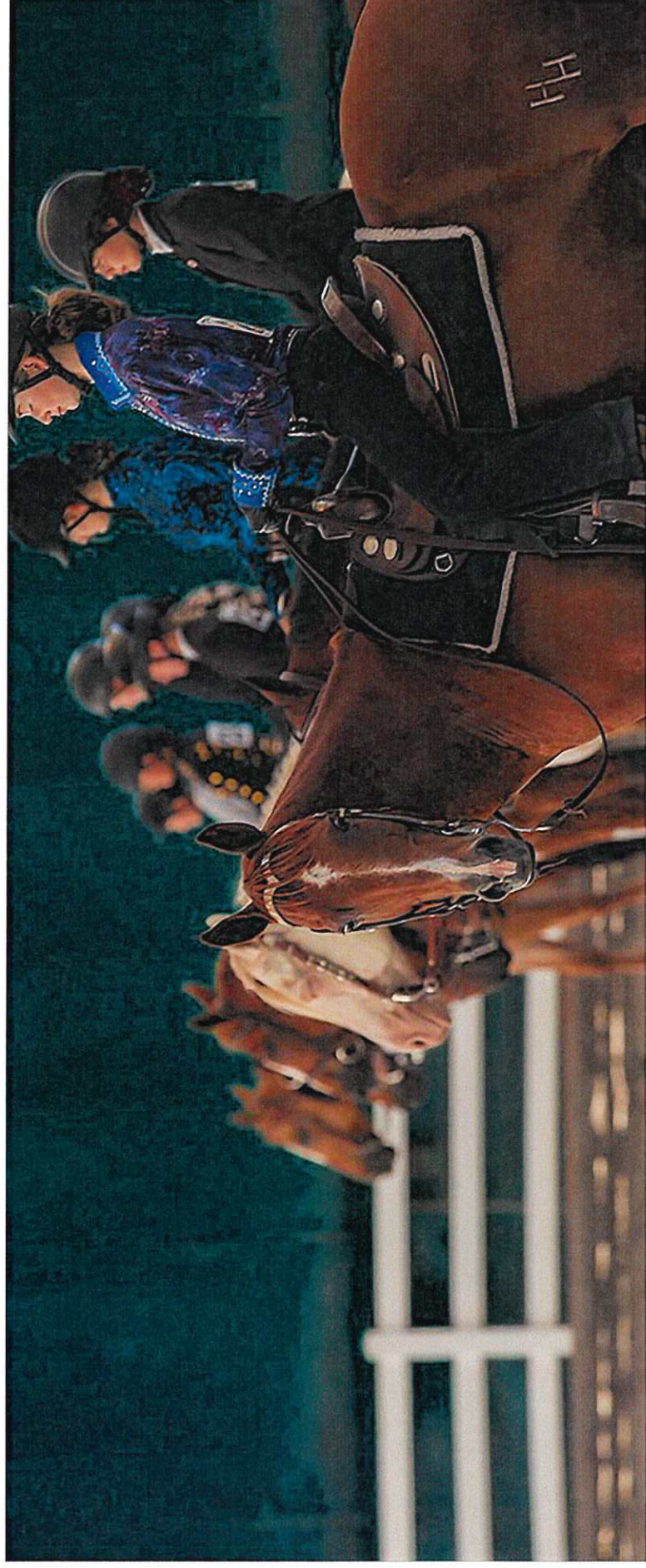
Fairs have evolved over time from religious or merchant gatherings into an industry that brings thousands together to enjoy entertainment, exchange goods and services, learn and connect with agriculture, and develop innovative ideas and technology.

The 69 agricultural fairs in Washington state are both social events that bring communities together and foster friendships, and agricultural competitions that showcase rural ideas of farm life, hard work, and self-

sufficiency. Washington state has 38 area and county fairs, 19 community fairs, and 12 youth shows¹. Half of these are in eight counties – Pierce, Yakima, Snohomish, Stevens, Cowlitz, Whitman, Grant, and Spokane.

Washington's agricultural fairs provide industrial, manufacturing, and agricultural exhibits, demonstrations, and competitions with a special emphasis placed on education and youth development programs. The range of entertainment during Washington's fairs is

diverse, with activities for all ages. Outside of fair season, fairgrounds are an important community resource, with hundreds of events held on fairgrounds throughout the year which represent an additional revenue stream for at least one third of all agricultural fairs in Washington. At times, fairgrounds are also used for public service activities, as evacuation centers during natural disasters, temporary emergency homeless shelters, or vaccination sites.



This study found that in 2019²:

- More than **3.3 million** people attended Washington's agricultural fairs to view the latest trends in farming equipment, exhibit livestock and produce, enjoy the thrills of amusements, rides, music, and vendors.
- **68,000 exhibitors** from across Washington and out-of-state participated in Washington's fairs and shared their skills with others, connected with the public, and advertised for their businesses.
- **5,600 volunteers** gave more than **136,000 hours** of time to the community³, representing an estimated value of **\$4.5 million**⁴.

Social, Educational and Cultural Impacts

Through the activities and opportunities offered, Washington's agricultural fairs bring people together, particularly youth, and build social capital, provide education, and support a thriving agricultural community statewide. To better understand these non-monetary benefits, interviews were conducted with key stakeholders such as fair boards members, fair participants, local businesses, and organizations impacted by the fairs. This study discusses several major community benefits and give examples of how they are facilitated by the state's fairs.

- **Providing education.** Fairs promote education through a variety of methods. Agriculture, horticulture, and tourism

are a key component to all agricultural fairs. However, education is not limited to agriculture. Youth and open exhibits and programs such as 4-H and FFA provide the opportunity for fair participants to learn new skills by exposure to many different topics in science, history, technology and more. Some fairs now offer STEM (science, technology, engineering, and math) activities, exhibits, and programming for kids.

- **Fostering community involvement and volunteerism.** Fairs encourage community support and unity through their reliance on volunteers, as opportunities for community organizations to gather, and their role as a community gathering space. They allow residents to give back and provide a social outlet to connect with old friends and make new ones.

- **Connecting to agriculture and local producers.** Fairs are crucial for creating connections to the agricultural industry, and for providing engagement opportunities for the agricultural community. Youth participants return as producers, adult mentors, volunteers on fair boards, or as judges in youth programs. Fairs are also the best opportunity for agricultural producers to interact directly with consumers. This is a huge opportunity to shift the public's perspective of where food comes from and encourage them to support food production at the source.

Economic and Fiscal Impacts

Fairs have a significant role in local economies across Washington state. They help generate jobs, create community buildings, and bring visitors to the area. There are numerous benefits to organizers, vendors and exhibitors, service providers, and visitors. The economic benefit does not stop with just those directly involved in the fairs, secondary benefits are created as fair revenue circulates within the local economy.

This study revealed that the combined activities at agricultural fairs statewide in 2019 contributed:

- An estimated **\$397 million** in business revenue to the state economy.
- Around **3,200 jobs** statewide.
- Around **\$152 million** in labor income (including benefits) in Washington state.
- An estimated **\$10 million** in state sales, business and occupation, and other taxes statewide.

The total economic contribution represents direct economic impacts from Washington agricultural fairs operations, food and commercial vendors, carnival operators and non-local visitors, as well as spending supported through business-to-business transactions (indirect impacts) and household income expenditures (induced impacts).

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INTRODUCTION

Background and Purpose

Washington state has a rich agricultural heritage and fairs are a big part of that heritage with great entertainment and learning opportunities that benefit the entire family. There are 69 youth, community, county, and area fairs in Washington state showcasing arts, crafts, food, science, technology, home arts, animals, history, and more.

Fairs provide an enormous return on investment in economic, social, cultural, educational, and other terms. Fairs draw people and their dollars from outside the region, supporting jobs and economic activity at a local and regional level. Fairs are an educational opportunity for youth through livestock, 4-H programs, and more. These programs also celebrate, support, and promote Washington's vibrant agricultural sector, providing farmers an opportunity to connect their activities with the community. Children and people of all ages enter artwork, baked goods, photography, and other homemade products at fairs in pursuit of coveted blue ribbons. Many non-profit and charity-based organizations raise substantial portions of their annual budgets through fundraising booths and activities at fairs. Fairgrounds are even used as staging sites and rescue locations during forest fires, floods, and other emergencies.

Economic changes, including changes to agricultural production and consumer behavior when it comes to spending of discretionary time and money, and demographic changes, have created challenges for community institutions such as fairs. Local and statewide decision makers are increasingly interested in economic impact assessments to communicate to legislators and others the importance of fairs and their wide-reaching impacts. This report aims to: 1) quantify the economic contributions of Washington's many fairs to the regional and state economy; 2) assess and tell the story of the broader social, cultural, and educational impacts of the fairs in local and regional communities; 3) develop a baseline for assessing economic impact of fairs overtime and a methodology that is reproducible for future years; 4) provide an important tool that fairs can use to influence how local and statewide decision makers make budget allocations.

Methods

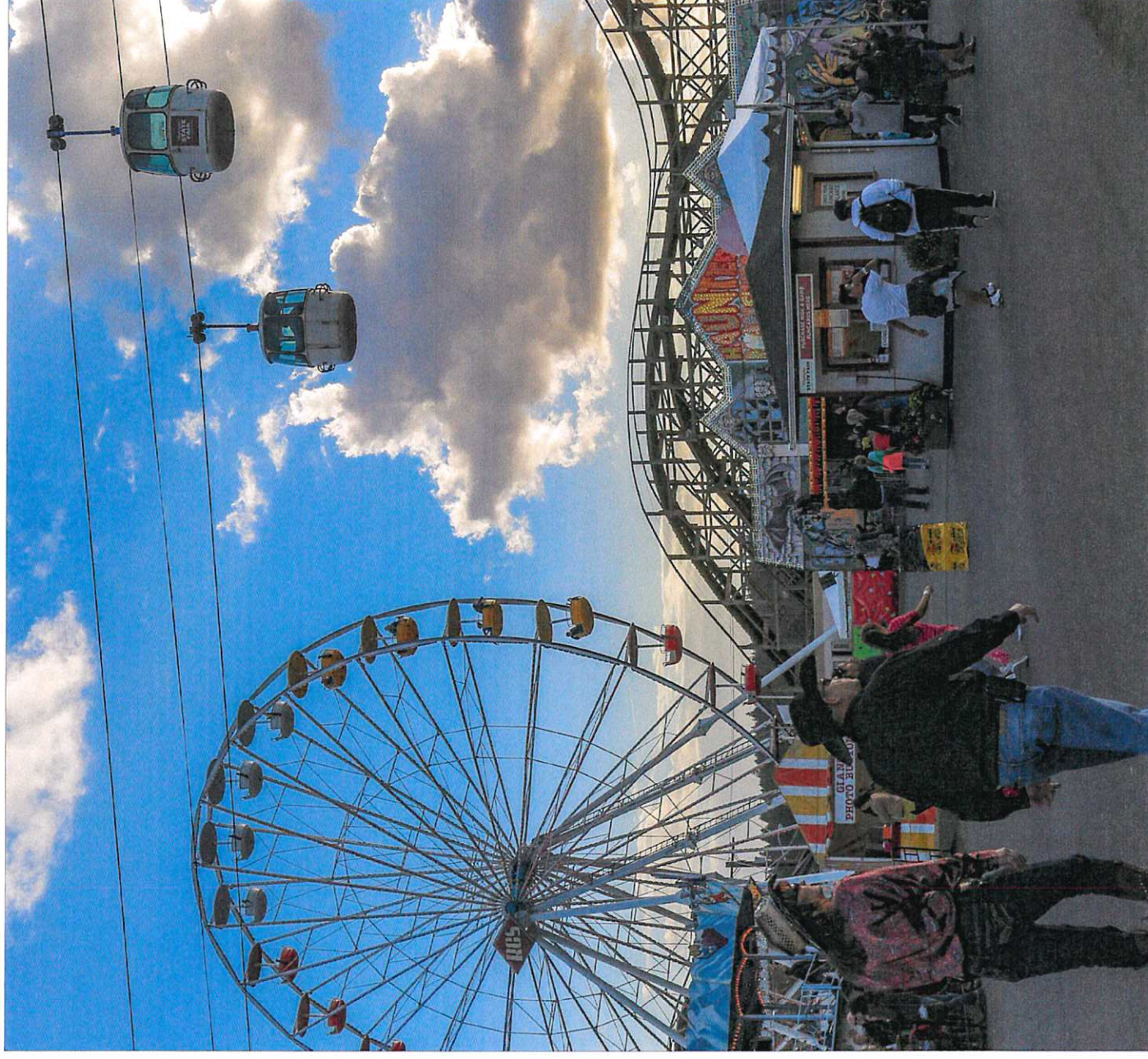
This analysis began with a comprehensive data gathering effort, including a webinar with fair organizations to provide guidance on data collection and extensive individual outreach.

Estimated direct impacts among fair-based operations draw on multiple sources, including data from Washington State Department of Agriculture (WSDA) funding applications, additional data available from fair organizers on employment, revenues, wages and event attendees, any existing economic impact studies, employment and wage records from the Washington State Employment Security Department, gross business income from the Washington State Department of Revenue, existing tourism industry research and other sources. Given the impacts of the COVID-19 pandemic on fairs in 2020, the most recent data available for this study that is representative of a normal year of operations was 2019. Statewide and regional economic impacts were computed through use of the Washington State Input-Output Model.

Organization of Report

The remainder of this report is organized as follows:

- **About Washington agricultural fairs.** An overview of the network of agricultural fairs in Washington state, including a brief history, the different types of fairs, activities, attendance, exhibits, and volunteer activity.
- **Social, educational, and cultural impact and reach of Washington agricultural fairs.** A discussion of the social, educational, and cultural reach and impact of agricultural fairs in Washington on communities throughout the state.
- **Direct impacts of Washington agricultural fairs.** An assessment of the jobs, income and business revenues generated by activity at the fairs, including among vendors, fair organizations operations and visitor spending.
- **Economic and fiscal impacts of Washington agricultural fairs.** Estimated regional and statewide economic and fiscal benefits from agricultural fairs in Washington, including additional jobs, labor income, revenues, and taxes supported through business-to-business transactions (indirect) and household income expenditures (induced).



ABOUT WASHINGTON AGRICULTURAL FAIRS

This section provides an overview of the network of agricultural fairs in Washington state, including a brief history, the different types of fairs and their geographic distribution, fair and fairgrounds activities, and attendance.

Brief History of Washington Agricultural Fairs

The Revised Code of Washington (RCW 15.76.110) defines an agricultural fair as an event “intended to promote agriculture and support rural economic development by including a balanced variety of exhibits of livestock and agricultural products, as well as related arts and manufactures; including products of the farm home and educational contests, displays, and demonstrations designed to train youth and to promote the welfare of farm people and rural living.”

Modern day agricultural fairs evolved from religious or merchant gatherings dating back to the Roman empire.⁵ These events typically included a combination of games, competitions, food, and other festivities. As fairs took hold in the United States in the 19th century, they began to focus more on agriculture, competition, and education.⁶ The tradition of trade continues today through innovation, auctions, and sales, and combining education about animal and food production with the marketplace. Likewise, fairs’ religious roots continue in the spirit of community engagement and participation of local churches and other service and community organizations.

The early days of American fairs were focused on agriculture, animal husbandry, and commerce and trade, and this framework still provides the backbone of many of today’s fairs.⁷ Periodic gatherings brought merchants and farmers from afar to trade and sell goods, and activities and entertainment helped draw in crowds. By the early 19th century, agricultural societies and county or local governments began to organize and facilitate fairs.⁸ By the end of the century, many fairs included competitions, exhibits, and communal celebrations.⁹ Around this same time, both 4-H and Future Farmers of America (FFA) were founded to advance practical and hands on agricultural learning for the nation’s youth and to solidify the formal education and innovation to secure the future of agriculture, industry, and manufacturing in rural communities.^{10,11} By the turn of the century, American fairs were cemented as communal gathering places that solidify the connection between agriculture, education, and commerce.

Types of Fairs

The Washington State Department of Agriculture (WSDA) manages the Fairs Program which provides almost \$2 million every year in financial assistance to agricultural fairs and youth shows throughout Washington state. There are 67 participating fairs in the program from several categories defined as follows by the Revised Code of Washington (RCW 15.76.120):

- **Area fairs.** These fairs serve an area larger than one county and are not under county commissioner jurisdiction. Area fairs have both open and junior participation and an extensive diversification of classes, displays, and exhibits. Approximately 13% of the fairs in Washington state are area fairs.
- **County fairs.** Serve single counties but county commissioners of two or more counties can sponsor a county fair together. County fairs have both open and junior participation, but a smaller diversification of classes, displays, and exhibits than area fairs. Approximately 42%, the most of all fairs, are county fairs.
- **Community fairs.** These fairs serve areas smaller than a county and have either or both open or junior classes, displays, or exhibits. More than one community fair can be organized in a county. About 28% of fairs are community fairs.
- **Youth shows and fairs.** Serve three or more counties and are approved under the authority of Washington State University or the Office of the Superintendent of Public Instruction. The purpose of youth fairs is to educate and train youth in rural areas in matters of rural living. There are 17 youth shows and fairs in Washington, about 17% of all fairs.

Outside of the WSDA Fairs Program, the Washington State Fair and the Columbia Basin Junior Livestock Show do not receive funding from WSDA. For the Washington State Fair, this includes the 20-day September fair, and the four-day Spring Fair in Puyallup in April.¹² This study presents data collected from the 67 fairs participating in WSDA's Fairs Program and the Washington State Fair. Only attendance data was available for the Columbia Basin Junior Livestock Show and is presented in this study.

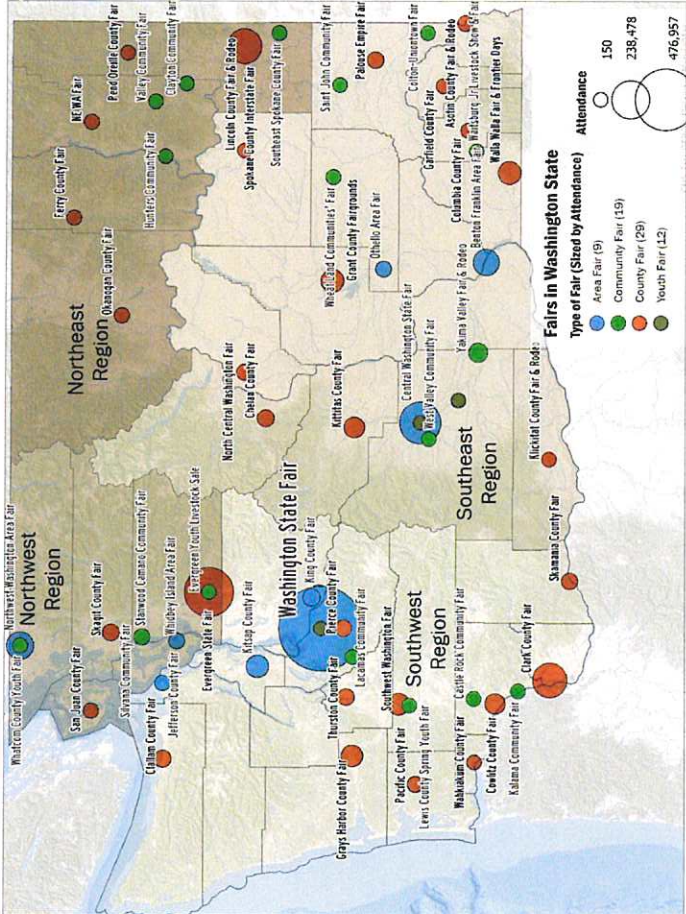
Exhibit 1 shows the geographic distribution of agricultural fairs throughout Washington state. Half of the total number of agricultural fairs in Washington state are in eight counties – Pierce, Yakima, Snohomish, Stevens, Cowlitz, Whitman, Grant, and Spokane. Of all counties in Washington state, Pierce County has the most fairs, with the Washington State Fair, one county fair, one community fair, and five youth fairs (some of these youth fairs take place within the Washington State Fair). It is followed by Yakima and Snohomish counties with five fairs each.

For the purposes of this study, Washington state is divided into four regions: Southeast, Southwest, Northwest, and Northeast.

In **Exhibit 2**, the Washington State Fair is categorized as an area fair, and the Columbia Basin Junior Livestock Show is included as a community fair, based on Washington code classifications. Of the 69 agricultural fairs in Washington state, 36% are in the Southeast Region, and another 33% in the Southwest Region of the state. There are no area fairs in the Northeast Region.

Outside of the WSDA Fairs Program, the Washington State Fair and the Columbia Basin Junior Livestock Show do not receive funding from WSDA. For the Washington State Fair, this includes the 20-day September fair, and the four-day Spring Fair in Puyallup in April.¹² This study presents data collected from the 67 fairs participating in WSDA's Fairs Program and the Washington State Fair. Only attendance data was available for the Columbia Basin Junior Livestock Show and is presented in this study.

Exhibit 1. Washington Agricultural Fairs Location



Source: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Washington State Fairs Association, 2015; Community Attributes Inc., 2021.

Exhibit 2. Washington Agricultural Fairs by Region and Type of Fair

Region	Area	County	Community	Youth	Total
Southeast	3	11	7	4	25
Southwest	4	10	4	5	23
Northwest	2	3	4	2	11
Northeast	-	5	4	1	10
Total	9	29	19	12	69

Source: Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

Note: The Southeast Region includes Adams, Asotin, Benton, Chelan, Columbia, Douglas, Franklin, Garfield, Grant, Kittitas, Klickitat, Lincoln, Walla Walla, Whitman, and Yakima counties. The Southwest Region includes Clallam, Jefferson, Grays Harbor, Lewis, Pacific, Wahkiakum, Cowlitz, Clark, Skamania, King, Pierce, Kitsap, Mason, and Thurston counties. The Northeast Region includes Okanogan, Ferry, Stevens, Pend Oreille, and Spokane counties. The Northwest Region includes Island, San Juan, Skagit, Snohomish, and Whatcom counties.

Fair and Fairground Activities

Agricultural fairs throughout Washington state provide industrial, manufacturing, and agricultural exhibits, demonstrations, and competitions with a special emphasis placed on education and youth development programs. The range of entertainment during Washington's fairs is diverse, with activities for all ages

including horse racing, chariot racing, circus and high wire acts, carnival rides, firework displays, concerts, animal shows, petting farms and others. Food has also long been an attraction at fairs, with some well-known flagship offerings, such as the Washington State Fair's Fisher Scones which have been a fair staple for more than 100 years.

A summary of fairs layout, events and activities is provided below, informed by data collected from Washington's agricultural fairs.

Midway. Fairgrounds are often anchored by a midway thoroughfare running through the center of the fair. Carnivals, games, vendors, and other attractions run alongside the midway and it helps with wayfinding within the fair and guides visitors from event to arena to food court.

Convention Centers. During the fair, a convention center houses a variety of large-scale events or exhibits. Outside of the fair, events like festivals and trade shows may be held at fairground convention centers. Other year-round activities include conventions, private or community events, concerts, and weddings.

Livestock Shows and Exhibits. All fairs include youth livestock shows and exhibits and three-quarters of fairs include an open class exhibit competition for adults. Live animal and livestock sale events are housed in pavilions, halls, or barns. Exhibits and events are typically divided by type of animal and housed accordingly. Buildings are managed by volunteers and keep to their own schedules of activities.

Grandstands. Grandstands are large open-air venues in fairgrounds that may be used for rodeos, car or truck shows, concert series, or other events. According to information provided by fairs, 44% of Washington fairs feature a rodeo – 7% include a kids or pee wee rodeo – and 26% host a demolition derby or monster truck show. Roughly 57% feature live music or concert series. These performances may be held in the grandstands or at smaller stages and venues throughout the grounds.

Carnival. About 41% of all fairs feature a carnival which includes rides and games. Carnival events are distinguished from other entertainment and games at fairs because they are put on by carnival providers who travel from fair to fair. Fairs without a paid carnival provider still host a variety of games, competitions, and entertainment.

Vendors and Booths. Fairs include local and travelling food vendors, which may be clustered together or dispersed throughout the fair or along the Midway. Political groups, community organizations, and private businesses may also host informational booths. Many community organizations and non-profits host meals, events, or other activities. For example, 19

local non-profit organizations fundraise at the Central Washington State Fair in Yakima. One, the Yakima Valley Dairywomen, raises money for two scholarships and programs to educate the public about the dairy industry.¹³

Parade. While most 4-H and FFA programs include parades of champions, 34% of all fairs include a community parade. These parades are held off-site, include floats and community organizations, and Royalty or Grand Marshals.

Miscellaneous events and activities. At least seven fairs (about 10%) host a church or worship service on Sunday mornings. A small number of fairs schedule a dedicated Latino Day or have a designated stage for Latino performers and events. At least three fairs have designated STEM spaces for kids.

Fairgrounds Activities and Uses

Outside of fair season, fairgrounds are an important community resource, as a place for industry expositions, community and cultural events, meetings, symposiums, private events such as weddings and quinceañera parties, and a host of other activities that serve local cultural needs. Hundreds of events are held on fairgrounds throughout the year during the non-fair time and represent an additional revenue stream for at least one third of agricultural fairs in Washington.

Fairgrounds are also used for public service activities. Many counties across the state operationalized fairground parking lots and convention centers as temporary or semi-

permanent COVID-19 vaccination sites. The layout that moves thousands of visitors into and out of the fair and sheer size of many fairground campuses made them efficient drive-thru mass vaccination sites and medical professionals were able to pool vaccine resources at centrally located landmark sites.

The Lewis County Fairgrounds were transformed into a temporary emergency homeless shelter in response to COVID-19 in April of 2020.¹⁴ During the 2020 Evans Canyon Fire in Yakima County, the State Fair Park opened its campgrounds, RV park, and stables to residents and animals fleeing the fire.¹⁵ In times of other emergencies, fairgrounds may be designated as evacuation sites for people and animals. The Evergreen State Fairgrounds offers shelter for large animals during times of severe flooding.¹⁶

Fairs Attendance

Fairs have a long tradition in Washington state and attract large numbers of visitors each year from across the state. People go to fairs to view the latest trends in farming equipment, exhibit livestock and produce, enjoy the thrills of amusements, rides, music, and vendors offering sweet and rich treats. Particularly in rural communities, a fairground is the central activity site, and the fair event serves as the annual gathering for families and friends to spend a few days together having fun.

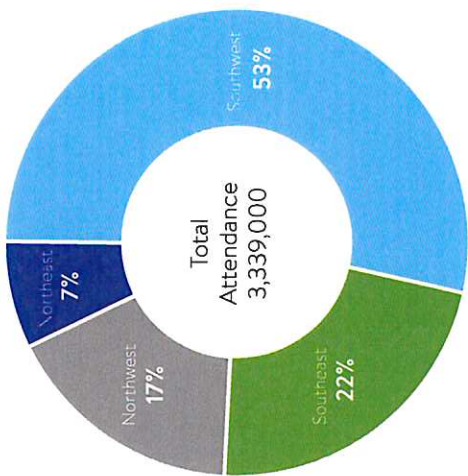
In total, more than 3.3 million people attended Washington’s agricultural fairs in 2019. County fairs attracted nearly 1.5 million people, while more than 1.1 million attended the Washington State Fair. Community fairs and youth shows received about 60,000 attendees, just under 2% of total agricultural fairs attendance. (Exhibit 3)

The 23 fairs located in the Southwest Region accounted for about 53% of statewide fair attendance. Among these are the Washington State Fair and the Clark County Fair, which together account for 1.3 million of the 1.8 million (74%) attendees in the Southwest Region. The 25 fairs in the Southeast Region saw the next highest 2019 attendance with

747,000 attendees. Central Washington State Fair and Benton Franklin Fair and Rodeo are the largest fairs in this region in terms of attendance and together represent more than half of the Southeast Region’s total fair attendees.

The Northwest Region’s 11 fairs received 563,000 attendees in 2019, with the majority attending Evergreen State Fair and Northwest Washington Fair. The 10 fairs comprising the Northeast Region received roughly 246,000 attendees, of which 207,000 attended Spokane County Interstate Fair. (Exhibit 4)

Exhibit 4. Washington Agricultural Fairs Attendance by Region, 2019



Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Washington State Fairs Association, 2015; Community Attributes Inc., 2021.

Exhibit 3. Washington Agricultural Fairs Attendance by Type of Fair, 2019

Type of Fair	Attendance, 2019
County	1,477,000
WSF	1,116,000
Area	686,000
Community	53,000
Youth	7,000
Total	3,339,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Washington State Fairs Association, 2015; Community Attributes Inc., 2021.
Note: 2015 attendance data published by the Washington State Fairs Association was utilized for 11 of the 69 WA fairs where 2019 data was unavailable.

Exhibit 5 shows all agricultural fairs in Washington state with more than 100,000 attendees in 2019. These fairs received 72% of total Washington agricultural fairs attendees in 2019.

Exhibits and Exhibitors

People attending fairs can see a variety of displays – animals, plants, arts, home crafts and more. These exhibits are brought to the fair and shown by people who have worked on them all year to learn new skills or improve existing skills. At fairs, exhibitors can share what they learned with others, connect with the public, and advertise for their business.

In 2019, 68,000 exhibitors from all across Washington and out-of-state participated in Washington's fairs (**Exhibit 6**). County fairs accounted for the largest proportion of exhibitors, averaging more than 1,400 exhibitors per fair. Community fairs and youth shows each averaged about 300 exhibitors per event.

About 70% of exhibitors were youth participants. Exhibits serve as a showcase of the talents of youth in the community by providing a means of education, exhibit, and competition of the various livestock and non-livestock projects the youth are involved in. The fairs provide space for 4-H and FFA youth and others to participate in agricultural shows. Youth fairs had the highest participation from 4-H and FFA youth in 2019. County and area fairs

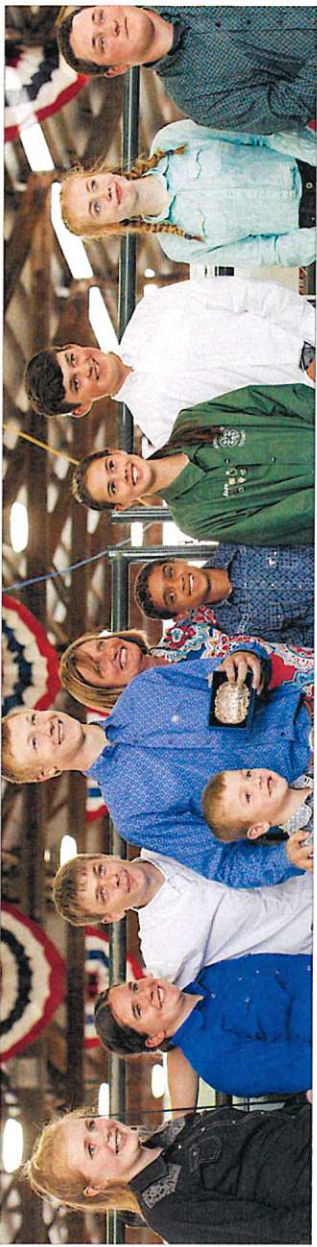


Exhibit 5. Washington Largest Agricultural Fairs by Attendance, 2019

Fair	Region	Type of Fair	Attendance, 2019
Washington State Fair	Southwest	Area	1,116,000
Evergreen State Fair	Northwest	County	356,000
Central Washington State Fair	Southeast	Area	278,000
Clark County Fair	Southwest	County	208,000
Spokane County Interstate Fair	Northeast	County	207,000
Northwest Washington Fair	Northwest	Area	134,000
Benton Franklin Fair and Rodeo	Southeast	Area	119,000
Others	-		921,000
Total			3,339,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Washington State Fairs Association, 2015; Community Attributes Inc., 2021.

Note: 2015 attendance data published by the Washington State Fairs Association was utilized for 10 of the 69 WA fairs where 2019 data was unavailable.

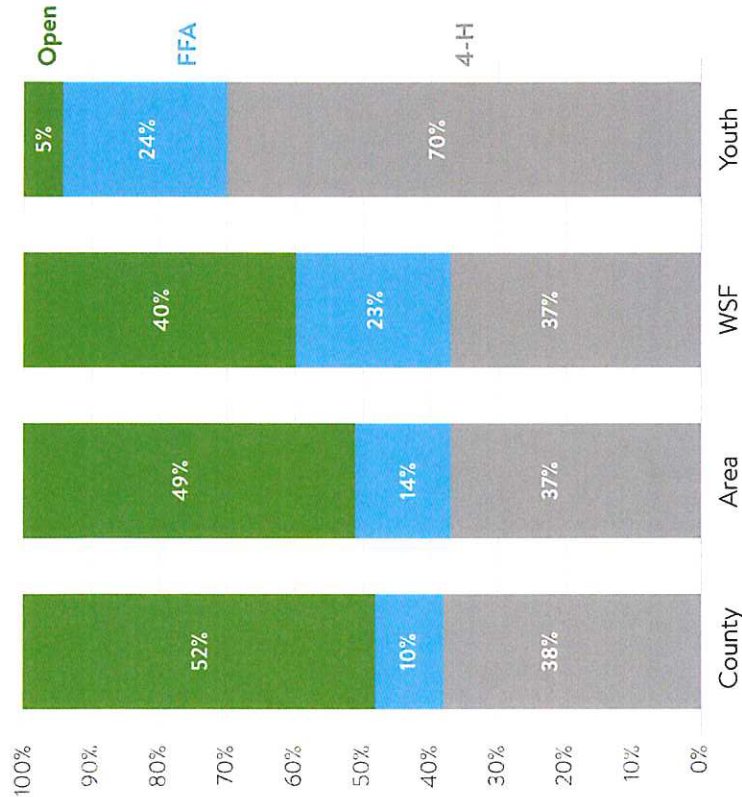
Exhibit 6. Washington Agricultural Fairs Exhibitors by Type of Fair, 2019

Type of Fair	Youth	Adult	Total
County	26,900	13,900	40,900
Area	7,300	3,700	10,900
Community	5,400	1,000	6,400
WSF	4,200	1,900	6,100
Youth	3,700	-	3,700
Total	47,500	20,500	68,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

Note: The breakdown by youth and adult was not available for the Washington State Fair and was estimated based on the average shares of youth and adult for all county, area, and community fairs. Totals in the table may not sum due to rounding.

Exhibit 7. Washington Agricultural Fairs Youth Exhibitors by Type of Fair, 2019



Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

Note: The breakdown by type of youth exhibitor was not available for community fairs. Fairs also offer opportunities for youth and adults that do not participate in 4-H or FFA to share their arts, home crafts and skills. Entries that are not 4-H are called Open Class.

Exhibit 8. Washington Agricultural Fairs Exhibits by Type of Fair, 2019

Type of Fair	Live	Still Life	Total
County	64,100	108,100	172,200
Area	17,000	27,400	44,400
Community	7,800	15,900	23,700
WSF	2,700	13,700	16,400
Youth	3,800	7,000	10,800
Total	95,400	172,100	267,500

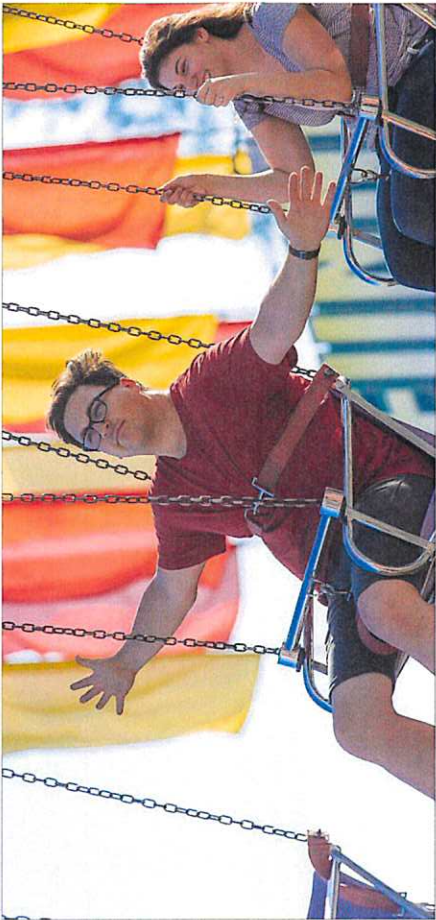
Source: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021

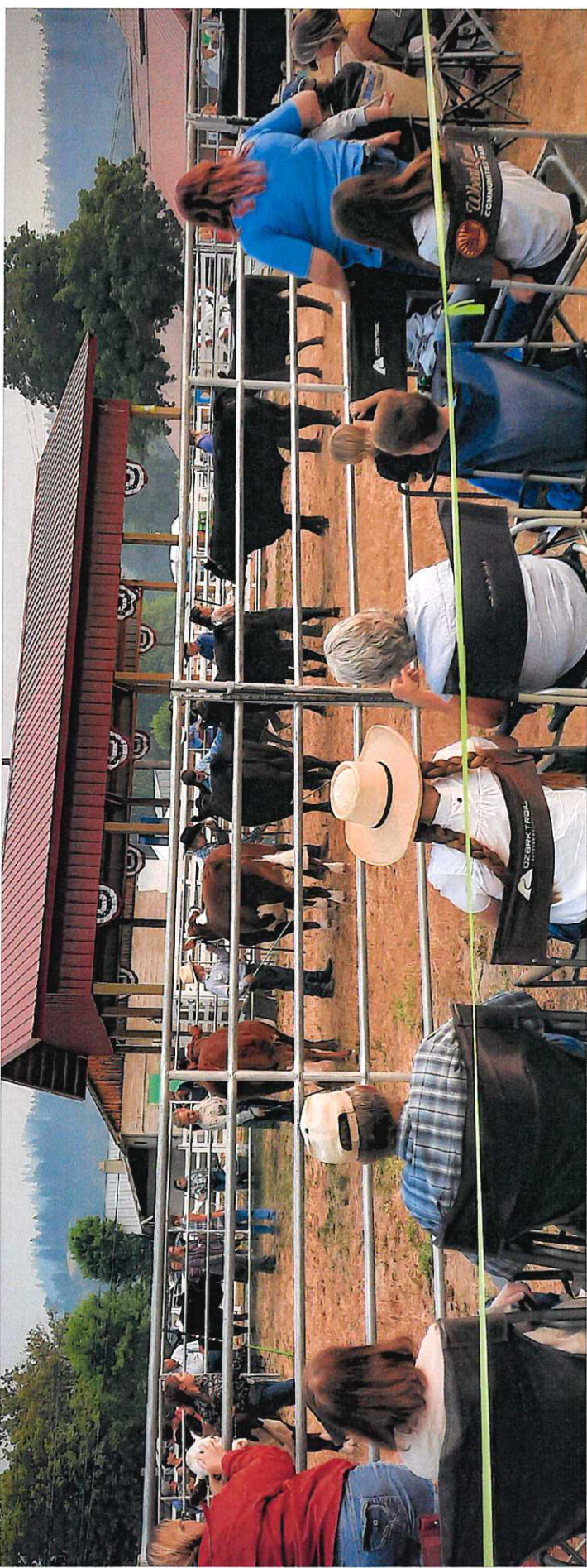
had similar proportions of 4-H and FFA exhibitors of total 2019 exhibitors. (Exhibit 7)

More than 260,000 exhibits were presented in 2019 at Washington’s agricultural fairs. Nearly 36% of these were animal exhibits, while the remaining 64% were still life exhibits (Exhibit 8). County and area fairs had the highest share of live exhibits, at 37% of total, compared to only 16% for the Washington State Fair. County and area fairs averaged more than 5,800 exhibits per fair, while community fairs and youth shows averaged about 1,300 and 900 exhibits, respectively.

Volunteers

Volunteers are a vital part of what makes Washington’s agricultural fairs an exciting and educational experience for visitors. There are a variety of jobs that require the help of volunteers such as greeting guests, assisting with fair events, and grounds maintenance. All volunteers are ambassadors of the fairs and provide customer service to exhibitors, vendors, and patrons. Roughly 35% of agricultural fairs in Washington state rely only on volunteers to put on their annual events. The other fairs also depend on help from volunteers, in addition to their regular and seasonal staff, to make the fairs a success for everyone. In 2019, 5,600 volunteers gave more than 136,000 hours of time to the community¹⁷, representing an estimated value of \$4.5 million based on the value of volunteer time in Washington state in 2019.¹⁸





SOCIAL, EDUCATIONAL, AND CULTURAL IMPACTS OF WASHINGTON AGRICULTURAL FAIRS

This section examines the various social, educational, and cultural impacts of fairs through an analysis of youth activities, community organizations, educational opportunities, and other activities. This data was collected for each fair through outreach to fair management, additional research, and interviews with stakeholders. Many organizations and entities participate in hosting fairs across the state. Vignettes describe these organizations and activities from the perspective of volunteers and members.

This study found that agricultural fairs provide the following non-monetary benefits to the local community, discussed in more detail below, including examples of how they are facilitated by the fairs:

- Providing education through a variety of methods.
- Fostering community involvement and volunteerism.
- Connecting to agriculture and local producers.
- Other social impacts such as bringing communities together, maintaining tradition and identity for local communities.

Providing Education

The Washington State Fairs Association calls its fairs “Washington’s largest classroom” and utilizes the same education standards and goals as the nation’s public school system.¹⁹ The tradition of education and empowering youth runs to the earliest days of American fairs, and it remains one of the most unifying aspects of modern Washington fairs.

Fairs promote education through a variety of methods. Agriculture, horticulture, and tourism are a key component to all agricultural fairs. There are lessons to be learned about everything from how livestock is raised to the production of hay and grain, vegetables, fruits and nuts to perfecting baked and canned goods.

Education is not limited to agriculture. Youth and open exhibits and programs provide the

opportunity for fair participants to learn new skills by exposure to many different topics in science, history, technology and more.

Youth participating in 4-H and other agricultural shows also learn the value of hard work, and important soft skills such as leadership, organization, and teamwork. Furthermore, programming like 4-H and FFA can be strong preventative programs that give local youth a positive outlet to build healthy relationships with peers and adults. One interviewed stakeholder highlighted that throughout their time working with their county’s 4-H program, not one participant has been in juvenile detention.

Washington State University Cooperative Extension

The Cooperative Extension program is a partnership between the U.S. Department of

Agriculture, land-grant universities, and county governments. As Washington’s only land-grant university, Washington State University operates and manages Extension through a series of youth, community and economic development, agriculture and production, and food and nutrition programs. Most notably, Extension manages and facilitates the 4-H Youth Development program. It is considered the “front door” to the University and is the primary mechanism through which the partnerships that comprise Extension act in local communities.²⁰ Extension works with local agents to help “farmers grow crops, homeowners plan and maintain their home, and youth learn skills to become tomorrow’s leaders.”²¹ In turn, researchers at the University level use these interactions and engagement to inform future research needs, solve problems, and evaluate their teaching programs.²²



LEWIS COUNTY YOUTH SPRING FAIR EDUCATIONAL OPPORTUNITIES

The Lewis County Youth Spring Fair takes place the first weekend of May each year. This is a well-anticipated set of dates by youth and adults alike throughout the community. The fair is open to any and all youth entrants, with no participation in 4-H or FFA required to show your animal or still life exhibit. Additionally, the Youth Fair sets no geographical boundaries on those who can enter, and welcomes participants from all over the state, and in some cases from out of state.

Throughout the weekend long event, there are constant opportunities for learning. The root of these opportunities is derived through the nature of the show. Any child who is eager to learn about an animal can join. Owning an animal is not a necessary pre-requisite for this. Children are able to borrow animals from family or friends for the weekend show in order to gain a better understanding of how to properly care for their animal. Ashley Hamilton, a third-generation fair attendee and rabbit superintendent shared that in one case, a young participant entered with a stuffed

animal because they were so eager to learn and be a part of the fair.

Learning opportunities for the participants do not stop at gaining mastery over their species. Valuable leadership skills are gained by older participants, who are utilized by superintendents to help teach the younger and newer participants. Additionally, presentation and social skills are obtained throughout the event by answering questions from fairgoers as they walk through animal barns soaking in the full experience of the Lewis County Youth Spring Fair. The cat and dog barns receive an abundance of fairgoers with questions, curious as to how they can better care for their own cat or dog. This provides the youth participants with an opportunity to not only speak publicly, but confidently to a new and unfamiliar audience.

One activity that helps build upon these skills is a judging contest. In this activity the youth participants are the judges and are asked to choose an item that will be most useful to them for an assigned task. For example, four pencils with varying degrees of sharpness and

erasers will be set in front of the children. They will then be asked to choose the pencil that would serve them best in a long exam. With this choice, they must explain their reasoning clearly, helping the contestants with their verbal reasoning skills and public speaking. Ashley likes to conduct this contest with her participants because she feels that it gives them a great advantage later in life.

Beyond the educational aspects of the fair comes the social opportunities. The Chehalis community boasts some very strong sports programs but also possesses many home-schooled students. While sports are an extracurricular option for the home-schooled population, Ashley feels that being a “fair kid” comes with a great sense of community and comradery and provides a more open opportunity to socialize for home-schooled students. Growing up showing rabbits, Ashley looks back fondly at the relationships she fostered during the fair and remembers looking forward to fair events every year because it was an opportunity to see friends she otherwise might not have seen throughout the year.

4-H Program

WSU Extension’s most tangible contribution to the state’s fairs is through its administration of the 4-H Youth Development program, whose mission is to “[develop] young people to become productive citizens who are engaged in positive change, meeting the needs of a diverse and changing society.”²³ The 4-H

program offers youth the opportunity to build skills in partnership with caring adults through hands-on projects in areas like health, science, agriculture, and civic engagement,²⁴ with the ultimate goal to “develop the next generation of workforce-ready professionals in a variety of career pathways.”²⁵



KITTITAS COUNTY FAIR 4-H PROGRAM

Community and belonging. These words, their ideals, and their wide-ranging impacts can be felt in every aspect of the Kittitas County Fair 4-H Program.

It starts at the organizational level. A plethora of community organizations, partners, and stakeholders come together to run the fair. Most stakeholders wear a variety of hats – volunteering for multiple organizations, events, and programs throughout the fair. Putting on the Kittitas County Fair is a process so seamless, with partners so dedicated, that the public views it as one entity, rather than as a series of events. There is a strong sense of volunteerism that starts at the very top.

This tangible sense of community and belonging continues at the program level. After nearly 100 years of 4-H in Kittitas County, the program has cemented a special combination of education and youth-adult partnerships. 4-H, at its root, teaches kids about leadership, agrarian values, and

tradition – how to raise animals, market their efforts, and speak in front of and engage with the public. At its heart, it is about building relationships – with peers and adult mentors.

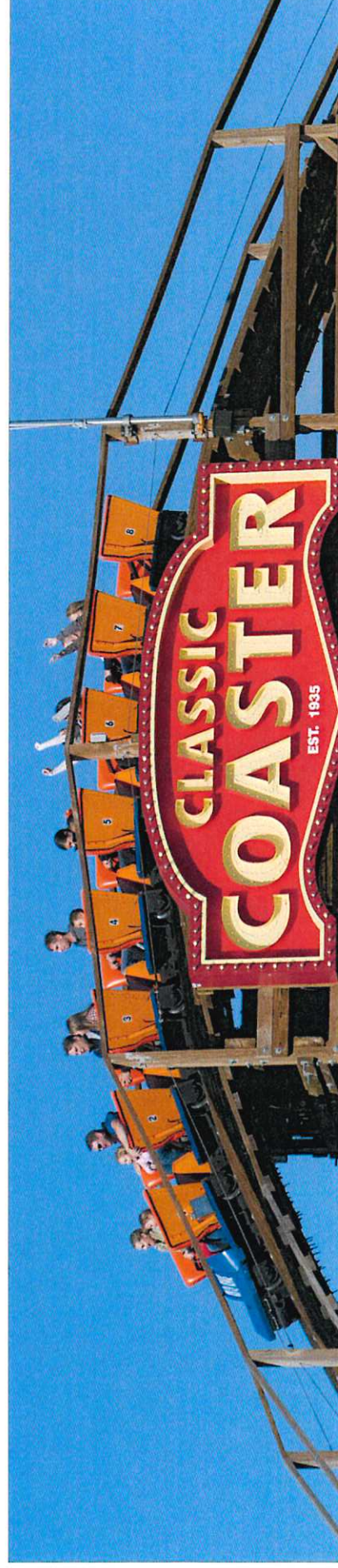
The youth-adult partnerships model what participating in the community can look like. More than 80% of surveyed 4-H participants in 2019 said they feel that 4-H is a place where adults care about them. 90% of kids said they like helping people in their community and 95% responded that 4-H inspired them to volunteer in their community. These relationships create a cycle of community involvement. Kids who participate in 4-H and feel the effects of these relationships become adults who come back to the fair to mentor the next generation of 4-H youth or join any number of organizations.

4-H also fosters an understanding and appreciation of agrarian traditions and evolving food systems. Climate change, buy

local campaigns, and education around food sovereignty are pushing producers to look for new methods of producing foods. It's critical that consumers understand where their food comes from and the pressures producers face to bring food to their table.

"I always joke that local is the new organic," said Brittany Pearson, the Kittitas County 4-H Program Manager. "Seeing locally raised products and seeing that we have local producers shifts people's mindsets of where food comes from and encourages them to buy local."

As participants in the Kittitas County 4-H Program, local youth learn this through practical experience. They set goals. They learn from their mistakes. They plan for the future. And at some point down the road, they pay it forward by helping the next generation do the same.



WASHINGTON STATE 4-H FAIR YOUTH IMPACTS

The Washington State 4-H Fair takes place late in the summer during the Washington State Fair. Each year, the 4-H Fair acts as a showcase for participants to present the hard work they expended throughout the year on a project of their choosing. Jennifer Leach, who has been with the fair since 1988, feels this year-end event is very important aspect of the 4-H Youth Development program.

While 4-H is often associated with exhibitors showing animals, the program goes far beyond that. Jennifer stressed that 4-H is ultimately a prevention program. By engaging youth and providing a safe and fun environment to socialize and learn, 4-H helps develop resilient and successful kids. The Washington State 4-H Fair especially

embodies this environment. The 4-H fair provides an opportunity for participants to bond with a positive adult role model, their program leader, while learning a plethora of useful skills for the present and future. Additionally, it represents a place where participants can socialize with their peers and meet others from all over the state of Washington who share similar interests.

The fair also provides an opportunity for 4-H participants to be recognized for their work. The fair is near the end of the 4-H calendar year and works as a culminating event that allows participants to receive positive feedback for a job well done. Additionally, constructive feedback is given while each

exhibit is judged, providing a learning opportunity to improve in the future. Feeling a “sense of achievement” is crucial aspect of the event and the youth development impact it naturally carries.

By creating fun activities that also help teach participants, 4-H helps bond children to school. Jennifer noted, a satisfaction derived from learning and being rewarded for hard work helps aide her goal of prevention when working with her 4-H programs. Jennifer has focused her work with the Washington State Extension and 4-H youth development to communities impacted by poverty and has dedicated her life to helping foster strong resilient kids through their 4-H involvement.



The Waitsburg Junior Livestock Show is a one-day preview show for students before they participate in two other local fairs – the Walla Walla County Fair and the Columbia County Fair. Collectively, these three fairs are so important to the community and youth that it is school board policy to start the school year after the Walla Walla County Fair to encourage participation without missing school.

“They love the fair,” said Nicole Abel, agriculture educator and FFA advisor, “It’s the highlight of the year for most of these kids. It’s a chance to hang out with friends and family in a positive setting.”

Through the livestock show, local youth learn how to take care of animals, run a business, and manage their finances. They

also learn how to be contributing members of their community, that their community is there for them, and how to engage with the public and older generations.

“The older generation is looking to them to be the next generation in charge,” said Abel. “We show that older generation that they’re responsible.”

The fairs bring the community together.

Programs or events with kids draw the biggest crowds and local businesses support the kids’ year-round efforts at the livestock sale.

“There’s a working relationship between businesses and customers and you see those during the sale,” said Abel. “You also see the family members coming out to support their kids and family friends.”

Youth participants also learn how to advocate for the agricultural industry.

“People become so detached from their food source, it’s a really good way to bring everyone back around and see what goes into our food supply,” said Abel.

Abel likes to listen to people as they walk through the barns. There’s an excitement and curiosity about the animals, and it’s an opportunity for the kids to educate the public about their own work and the industry that they’re a part of. For many of the kids, agriculture is the way of life that they understand. But at the fair, they interact with people who don’t have the same experience. Both the youth and the public come away from the fair having learned something and built a connection.



National FFA Organization

The National FFA Organization (FFA) is an intracurricular student organization that prepares members for premier leadership, personal growth, and career success through agricultural education.²⁶ FFA is one prong of the three-component model for agricultural education developed in partnership by nine organizations, led by the U.S. Department of Education.²⁷ The other two prongs are contextual learning through classroom or laboratory instruction and work-based

learning through supervised agricultural experience (SAE) programs; FFA fulfills the component of engagement through student leadership organizations.²⁸ FFA programs include service engagement, dealer programs which allows businesses to mentor and sponsor their local FFA chapter, and a robust education and advocacy campaign that takes members to lobby their members of Congress in Washington, D.C.

The Northeast Washington Fair, running out of Colville, Washington every August, boasts the second-in-the-state performing arts program held at the fair. For the first two days of the fair, kids audition on Spencer Stage, centrally located along the main thorough way of the fairgrounds. Judges give out blue ribbons to kids who will advance to the championships, but they also give advice or encouragement. They coach kids on how to work the stage. They rally around kids who get stage fright or forget the words.

Further into the fair, spread out beneath half of the grandstand, is Kid City. Kid City boasts a grocery store, barber shop, medical clinic, library, bank, post office, restaurant, school, court room, church, community garden, and more, all built at kid level. There are pedal police cars and fire trucks. Last year, Kid City focused on energy. There was a working dam with a wheel kids could spin to control the flow of water and a solar panel that powered lights. At every building and exhibit, posters teach kids about life skills.

A treasure hunt of trivia takes kids to every pavilion and building on the fair grounds. In the horse stalls, kids learn how to measure horses in hands and convert that to feet. While they may be motivated by the promise of a free ice cream cone if they finish the treasure hunt, they happily boast about their newly gleaned knowledge when they return.

The crux of what makes it all work is the combination of fun and educational activities. A light comes on in a kid's eye when they walk

off Spencer Stage, or they light up fixtures using solar power, or pedal a fire truck out of a scaled model of a fire house. They learn commitment and perseverance, cooperation and confidence. They're values they can put into action in a way that is unique to the Northeast Washington Fair.

And the kids take these values with them after the fair ends. After the performing arts championship, winners and losers muse about what they will perform next year. Adults who participated years ago volunteer to judge and build the confidence in a new generation. One student proudly boasted she wanted to become a music teacher because of her experience in the talent show.

Sandy Everson, the founder and organizer of the performing arts program and Kid City, describes the impact of these events as, "the connection of people to people." Watching people do something they're passionate about – whether it's line dancing, building an exhibit, or teaching someone how to spin – inspires those people to consider sharing what they're passionate about with others too.

The fair is instrumental in building relationships throughout the community that last year-round, to the point that when the fair was cancelled in 2020 as a result of the pandemic, local businesses opened their doors in August to display decorated Christmas trees made by children throughout the region. It's a win-win for kids and the community.

STEM Programming

Some fairs now offer STEM (science, technology, engineering, and math) activities, exhibits, and programming for kids. The Central Washington State Fair has a dedicated STEM building that is organized in partnership with local schools and groups.²⁹ Activities include Straw Rockets, Engineering Challenges, Giant Games, the opportunity to work with a 3-D printer, and a shadow wall.

Playing STEM-related games and competing in challenges help kids with STEM-related studies in school. But the goal is larger than that.

"Right now in Washington State in the next 5 years there's going to be 740,000 new jobs is what they tell us and the great majority of those jobs are going to require some STEM capabilities," said Mark Cheney, a member of the STEM network and facilitator of the STEM building.

Fostering Community Involvement and Volunteerism

Fairs encourage community support and unity through their reliance on volunteers, as opportunities for community organizations to gather, and their role as a community gathering space. They allow residents to give back and provide a social outlet to connect with old friends and make new ones.

Volunteers are essential to planning, organizing, and running fairs across the state. Volunteer opportunities do not require membership in an organization, but community

and social groups have a strong presence at their local fairs. Fair boards, the governing and organizing local body for fairs, are typically comprised of volunteers. Non-profits, trade associations, and other entities provide services for fairs as a contractor, a vendor, sponsors, and other forms of involvement.

Groups like Rotary International or a local Grange provide services at the fair and in turn use the fairs as a fundraising opportunity. Money raised at the fair funds community programming and events throughout the year, some of which may even be held at the fairgrounds. Community organizations

also put funds raised through fair activities into scholarships for local youth to study agriculture-related fields.

This section outlines some of the many community organizations that help organize fairs, activities, and provide essential services.

NORTHWEST WASHINGTON FAIR

“The fair is a circle of funds going into the fair but then going right back into the community.”

Debbie Vander Veen, a founding board member of the Northwest Washington Area Fair Foundation, described the cycle of fundraising money between local non-profit organizations and the fair. Organizations like the Lions Club and Kiwanis charge visitors to park or run a food booth. The fair offers a unique atmosphere for members of these organizations to interact with new people, take on leadership roles, and for the organization itself to promote its values and mission to thousands of people. The money these groups raise is immediately put into scholarships, sponsoring leadership opportunities for youth, or investing in community projects.

But it also speaks to the life cycle of volunteers and participants at the fair. Youth spend the year raising animals or making exhibits to show at the fair. They teach younger youth and explain their work to adults and visitors, developing leadership skills. They may receive a scholarship from a local non-profit or the Fair Foundation to study an agriculture-related field. When they become

adults, they find ways to give back to their community.

“We’re finding more and more that those youth that were involved are now leading in board positions or leadership positions in fair boards or non-profits,” said Vander Veen. “The fair trains the future leaders of our communities. That’s a really fun thing to see.”

The Northwest Washington Fair has five core values that it applies to every event and activity at the fair: community, youth, agriculture, entertainment, education. The impact of this ethos is tangible in how it brings the community together.

“It bonds everyone together,” said Vander Veen. “It helps citizens see the needs of other people. And it helps people find their self-purpose – people see a place for them in their community and that they’re wanted. And they’re asked back and it ends up becoming a tradition.”

Traditions like the quilt and sewing department. People come to learn about new techniques and share their old traditions with the new generation. They go home and they try new things with fabrics, design, and

techniques. Then they show what they worked on all year at next year’s fair.

“The fair is the best teaching place that we have for the public to come and learn,” Vander Veen continued. “People there are open and teaching and talking to them. It’s a perfect place to learn, expand a hobby, and then go share it with those who didn’t come to the fair.”

Traditions like the birth process for cows and calves. Vander Veen volunteers there and explains the delivery and post-delivery processes to visitors. She explains what a calf and cow will do throughout the process and why. The guests then watch the cow and calf do just that.

“We know what their needs are,” Vander Veen said. “We stress the care and responsibility we take to care for the animals. The guests are so impressed.”

And the cycle begins again. Visitors share with friends and family the things they learned about, conversations they had, and animals they saw. They try the new sewing technique and pattern they saw. And next year, they return to the fair to do it all over again.



Washington State Grange

The Grange is a fraternal non-profit organization rooted in agriculture and dedicated to improving Washingtonians' quality of life through the spirit of community service and legislative action.³⁰ Grange chapters host a variety of community events and provide services ranging from grants and scholarships to best practices. Grange chapters that participate in their local fairs do so as vendors – particularly food – that fundraise for Grange activities throughout the year and scholarships. Grange chapters also have a strong presence as exhibitors. Grange exhibitors won top honors in categories like overall display, arrangement, and posters at the 2019 Washington State Fair.³¹ The Junior Fairs Program provides opportunities and assistance to youth to participate in a variety of divisions at their local fairs, including Clark County Fair and Grays Harbor County Fair.³² Grange members also volunteer in a variety of roles, not limited to Grange food or activity booths, giving “hours and hours before, during, and after the fair to represent the Grange to the public and to raise money for various endeavors.”³³

Washington Cattlemen's Association

The National Cattlemen's Beef Association is the marketing organization and trade association for America's cattle farmers and ranchers.³⁴ The Washington Cattlemen's Association (WCA) provides assistance and advocates on issues ranging from environmental issues, animal health, food safety, water rights, and disaster/drought relief.³⁵ At fairs across the state, the WCA rallies members to support youth livestock sales and hosts alumni events to engage former youth participants in livestock showing.³⁶ In some counties, WCA chapters stepped in to host livestock sales for local youth in the midst of fair cancellations due to the pandemic.

Rotary International

Rotary International is a community development and service non-profit organization with chapters across the world.³⁷ Washington chapters are usually involved in their local fairs through fundraising and volunteerism. Many provide a staple of fair food (elephant ears) and fundraise through managing parking at the fair.³⁸ Yakima-based Rotary clubs lead Operation Harvest, the

area's largest annual food drive. In 2020, Rotary volunteers collected food at the Fair Food Fest, the COVID-related alternative event to the Central Washington State Fair.³⁹ In an homage to its first community project of finding a suitable location for the Kittitas County Fair and Ellensburg Rodeo, the Ellensburg Noon Rotary Club recently installed pavers in a main pedestrian thoroughfare.⁴⁰

Fair Superintendents

Superintendents are volunteers who are nominated and elected to serve and run youth and open class division activities.⁴¹ They manage exhibit entries and the barn space, select judges, and act as emcee during the calling of classes. Stakeholders indicate that many superintendents were youth participants who want to continue giving back to the fair. As the Southwest Washington Fair Board puts it: “You are the backbone of the fair. Your commitment to your departments helps the Fair to fulfill our aims and purposes of showcasing Southwest Washington and its agricultural and industrial heritage and displaying the accomplishments of our youth and members and our regional community.”⁴²

Community Contributions

VOLUNTEER OR YOUTH MEALS

Approximately 30% of the fairs across the state include a community meal hosted by the Fair Board or community organizations for volunteers, youth participants, or other groups at the fair. For example, the Pacific County Fair hosts a Cowboy Breakfast every day for participants in the youth market sale.

SCHOLARSHIP OPPORTUNITIES

The Washington State Fair Foundation awards more than \$120,000 annually to students living in Washington.⁴³ The 12 different scholarship programs offered the State Fair's Blue Ribbon Scholarship Program award money to students based off where they grow up, areas of study, and general merit. The Northwest Washington Fair Foundation fundraises for scholarships, free gate admission for disadvantaged groups, and for a future educational center and museum.⁴⁴

Organizations like the Washington Cattlemen's Association and the Washington State Grange also offer scholarships to students who are studying agricultural-related fields in the state of Washington.

Connecting to Agriculture and Local Producers

Hearkening back to the earliest days of American fairs, tradition is a central tenet of many. One stakeholder defined this tradition as the "agrarian values of rural communities."



A consistent theme from stakeholders is that fairs are creating the future of the agricultural industry, fairs, and community engagement. Youth participants return as producers, adult mentors, volunteers on fair boards, or as judges in youth programs.

Fairs are also the best opportunity for agricultural producers to interact directly with consumers. This is a huge opportunity to shift the public's perspective of where food comes from and encourage them to support food production at the source.

This section outlines consistent themes and examples from stakeholder interviews that show the importance of fairs in maintaining the connection from local producers to both the public and their peers.

Interviewed stakeholders describe their local fairs as essential opportunities for local agricultural producers to advocate for the agricultural industry. Fairs are a unique opportunity for the general public to see agricultural processes in action and communicate directly with the producers to ask questions and learn about the work and care that goes into growing food or raising animals. Furthermore, fairs mobilize youth as the industry's spokespeople, which gets youth active in the industry and engaged with the community. This relationship building is crucial in fostering a better understanding of the industry which, beyond educating the public, also plays an important role in local, state, and federal policies.

“Well in the end it plays a role with policies and politics,” Nicole Abel, of the Waitsburg Junior Livestock Show, described the importance of this relationship. “When you understand the process from the ground level, it helps you make laws and policies that are realistic. And it also holds everyone else accountable. Ag needs to be accountable for their practices. It goes both ways. As someone not from the area, it helps them understand, historically, what the community values. In Waitsburg, wheat and dry land farming is our number one farming practice and commodities. Come harvest, that takes priority. When you’re busy trying to get to your job in town, you need to slow down and take a step back and realize what’s going on around you.”

The agricultural industry has been in flux for decades. Small family-run farms have diminished and much of the work done by these local businesses has gone to larger farms. The fair reminds people of the importance of these small, family-run operations and the amount of innovation and science that goes into their efforts while instilling these values and knowledge in the young generations that are the future of the industry and local farms. Many stakeholders believe that an educated public will lead to a smarter consumer – one who understands the importance of buying and supporting local producers. “It’s extremely important, like a ten out of ten [for consumers to understand where their food products come from],” said Debbie Vander Veen, agricultural producer and long-time volunteer at the Northwest Washington Fair. “They need to know where their products come from so they feel more secure in purchasing those products.”

I like to know where my food is coming from, where it’s been, how it was processed, the ingredients, and care taken to make it. It’s very important for them to know.”

Fairs are also crucial for educating the public about how the industry is changing and reacting to the impacts of climate change and to the concept of food sovereignty. The methods of producing food are changing as a result of climate change, consolidation, and innovation, and fairs provide the best opportunity for producers to communicate these changes to the industry directly to the consumer. More than one stakeholder described the new perspective or interest on a visitor’s face as they explain a certain process or the science behind raising animals or producing a crop. This type of interaction is almost entirely unique to local fairs.

Other Social Impacts

Fairs provide a range of communal activities and shared experiences for the community that also market the fair to a broader audience. These include additional social events like parades or ambassador programs that market the fair to the broader public and allow participants to showcase themselves and their experiences at the fair. Other events like open class exhibits allow adults to build and showcase new skill and share information and build connections with a variety of community members.

Ambassador programs like Rodeo Royalty or Grand Marshals mobilizes residents with close ties to agriculture and the fair as ambassadors

of the fair. Winning the title of Rodeo Queen or Grand Marshal also recognizes both the contributions of the titleholder to the fair and their community as well as the importance of their role in the agricultural industry to the local community and greater region.

This section outlines some of the events that are either related to or hosted by fairs, and the impact on participants and the community.

Community Parade

Thirty-four percent of fairs include an off-site parade through a downtown space featuring community organizations, locally made floats, and youth participants. A fair parade connects the fairground activities, events, and visitors – usually held on the outskirts of town or in unincorporated land – to the downtown commercial core.

Open Class Exhibits

The open class exhibit divisions provide adults and youth not affiliated with 4-H or FFA the opportunity to showcase their skills, hard work, and interests in front of friends, family, and their community. All are welcome to enter an exhibit, and prizes are awarded to the top entries. Exhibits include a range of divisions. The Home arts division includes culinary and textile exhibits like baking, preserved foods, sewing, quilting, knitting and more. There is a focus on art and craftsmanship with divisions like hobbies and crafts, fine arts, and photography. Agriculture and horticulture exhibits showcase elaborately designed and built displays of local produce. These exhibits are a physical representation of the time and work put in by youth, farmers, ranchers, and other producers.

Fair Court, Rodeo Royalty, Grand Marshal, and Ambassadors Programs

Local youth compete for an opportunity for young men and women to be spokespersons for the fair and rodeo, the western way of life, and their community.⁴⁵ The program provides scholarships to its participants and teaches teamwork, organizational, public speaking, community service, and relationship building skills. Forty-five percent of fairs in Washington include a Fair Royalty, Fair Ambassador, or Rodeo Queen program.

Makenzie Zessin was crowned the 2021 Walla Walla Fair and Frontier Days Queen.⁴⁶ Makenzie attends Washington State University

and is majoring in Animal Sciences and is in the Honors College. An accompanying scholarship will help her pursue a veterinary degree.

Lexy Hibbs was the 2020 and 2021 Queen of the Benton Franklin Fair. She traveled throughout the Pacific Northwest, Nevada, and Colorado promoting the fair and rodeo.⁴⁷ Lexy, like many of the 2020 Queens or Ambassadors, held her title over the course of the COVID-19 pandemic when the 2020 fair was cancelled.

Fair Grand Marshals are community members who are chosen to be the leader of Washington fair parades. Marshals are

sometimes individuals, pairs, or even couples who typically have a long connection to the fair and community. The Whidbey Island Fair chose Gary Gabelein, a long time fair volunteer, one-time youth participant, and fair float driver.⁴⁸ The Benton Franklin Fair chose to honor frontline healthcare workers as the 2021 Grand Marshal.⁴⁹

Cowboy Church

At least 10% of fairs host a nondenominational church service, often called Cowboy Church, on Sundays.

NORTHWEST WASHINGTON FAIR

Seeing picnic tables full of reuniting visitors under the large fir trees is a common site at the Northwest Washington Area Fair. The fair, which is held annually in Lynden, Washington, caters to a large region rather than a single county or community. Ron Polinder, a former board member of the fair feels this is just one of the many unique qualities of the fair. With the fairgrounds located just 10 minutes from the Canadian border, Canadian farmers are often among the visitors that come to enjoy a day at the fair.

Perhaps the most unique aspect of the Northwest Washington Fair is the large display of draft horses. Draft horses are large horses bred for hard tasks and farm labor such as plowing. The fair has around

eight six-horse hitchers which is hard to see anywhere else in the country. Additionally, the fair sponsors a plowing match each spring, providing another opportunity for the draft horses to be exhibited.

Accompanying the draft horse exhibits is a focus on agricultural learning. Ron noted the Fair's board always agreed on the importance of agricultural learning opportunities being presented at the fair and feels that the local FFA and 4-H chapters contributed greatly in providing these opportunities. The fair is currently working on a "Farming for Life" exhibit which aims to teach adults and children about the nature of agriculture in the region, which Ron continues to have a part in. This includes profiling local industries such as dairy, raspberry, blackberry,

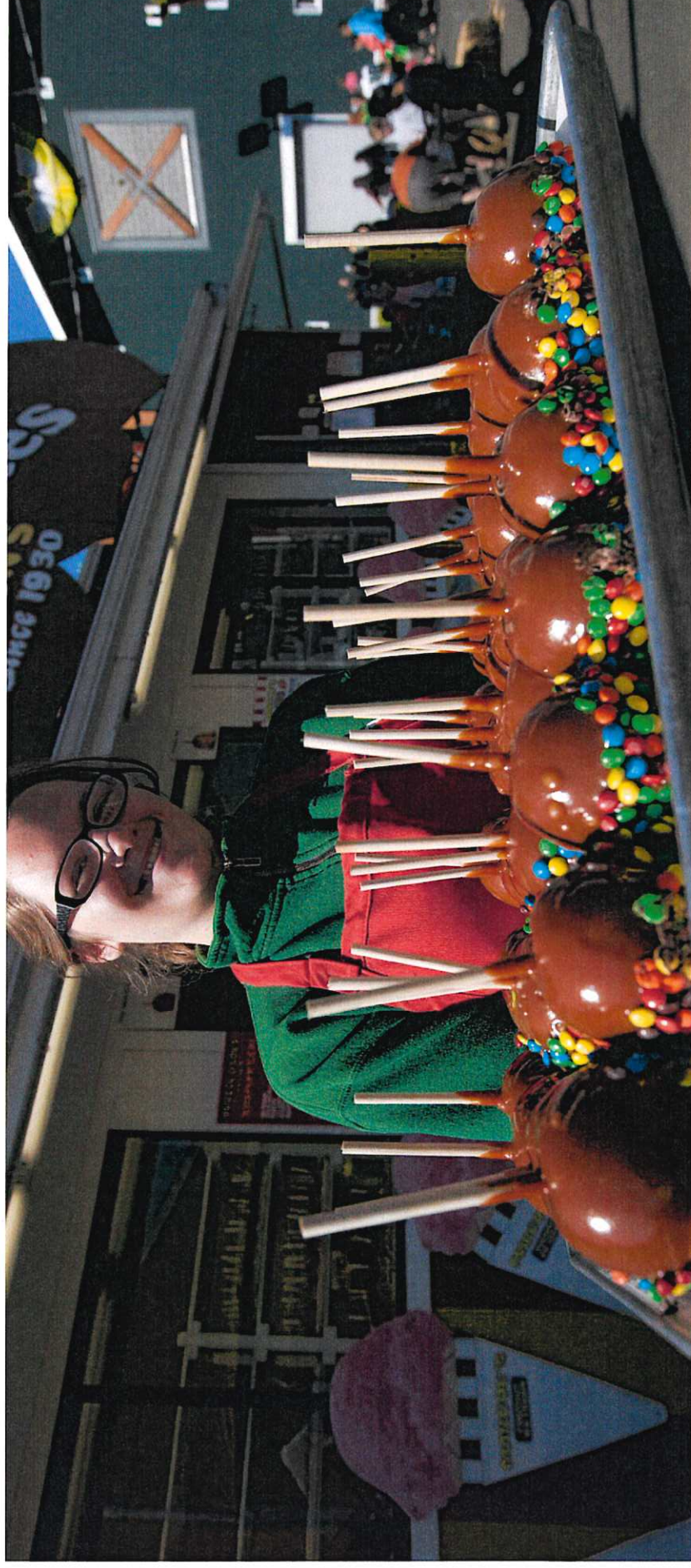
blueberry, and potato to name a few. Should the Fair be able to raise enough funds, they would like to have school children come from nearby cities to view the exhibit and learn where their food comes from, thus extending the reach of the exhibit outside of only being seen during the week of the fair.

While Ron feels the landscape of Lynden is changing, with notably fewer small dairy farms from when he grew up, he feels agricultural education has never been more important to show community members the importance of where their food comes from and how productive even the smallest piece of land can be when treated properly. Each year for a week in Lynden, the Northwest Washington Area Fair strives to provide this agricultural education.

DIRECT IMPACTS OF WASHINGTON AGRICULTURAL FAIRS

Fairs have a significant role in local and regional economies across the state. Fairs can help generate jobs and bring visitors to an area. They are a source of revenue not only for the fair organizations that run them, but also for local businesses and communities, as well as for vendors and exhibitors that sell goods and promote their business at their local fairgrounds. Statewide agricultural fairs generate direct economic impacts from several distinct sources:

- **Fairs Operations.** Operating revenues and resulting expenditures of the fair organizations' operations.
- **Vendors and Concessions.** Revenues of food and commercial vendors and carnival operators at the fair.
- **Visitor Spending.** Spending of visitors outside the fair gates. Visitors traveling to the fair spend money in the area on lodging, transportation, food and drinks, shopping, and other recreational activities.

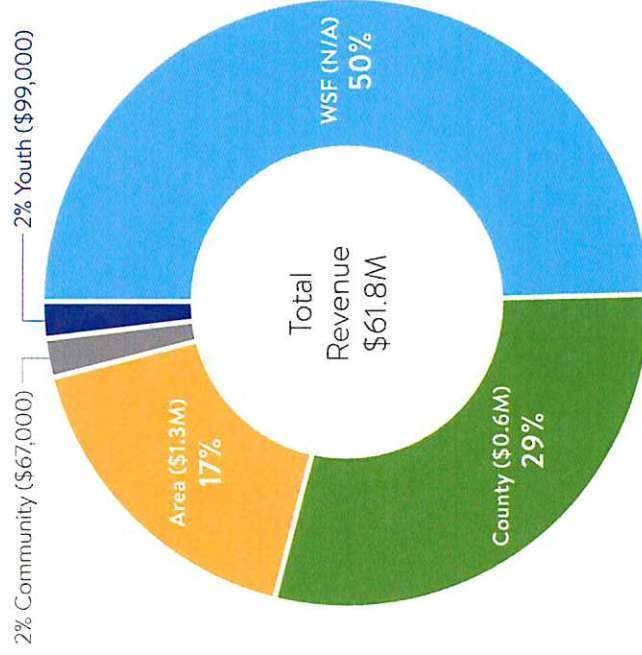


Fairs Operations

Fairs generate revenues, jobs, and wages through their operations. This section of the report summarizes the direct effects of fairs in traditional financial measurements which are significant.

Agricultural fairs in Washington state earned nearly \$62 million in revenue from operating the fairs in 2019. The Washington State Fair recorded the most revenues, having generated more than \$30 million or 50% of total revenues during their two annual events (September and April Fairs). County and area fairs generated the next highest revenues with about \$18.1 million (29%) and \$10.6 million (17%), respectively. The remaining 4% represents community and youth fairs, which together account for \$2.4 million. Outside of the Washington State Fair, area fairs have the highest average

Exhibit 9. Washington Agricultural Fairs Revenue Share and Average Revenue by Type of Fair, 2019



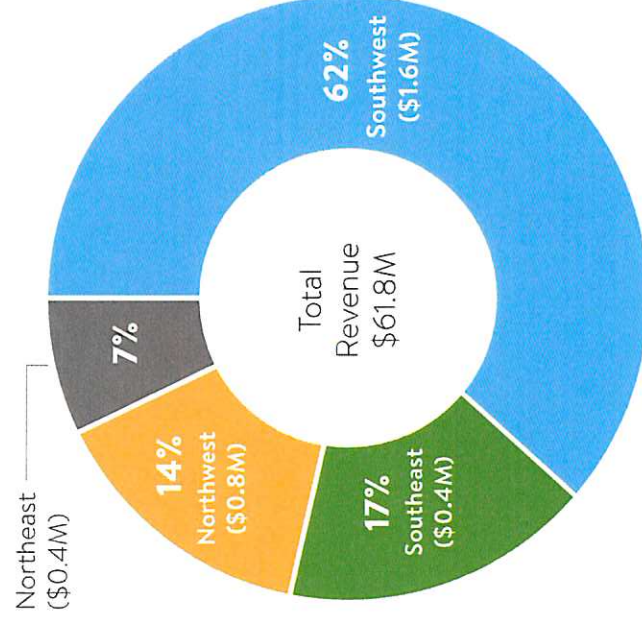
Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

revenue at \$1.3 million, followed by county fairs with an average of roughly \$624,000 for the 29 county fairs. **(Exhibit 9)**

The Southwest Region contributed nearly \$38 million (62%) to the total revenues in 2019. The Washington State Fair falls within the Southwest Region which is driving the regions large proportion of revenues and high average. When the Washington State Fair is excluded, the Southwest Region's average revenue is roughly \$350,000 and the Southeast Region accounts for the most revenues, followed by the Northwest Region. **(Exhibit 10)**

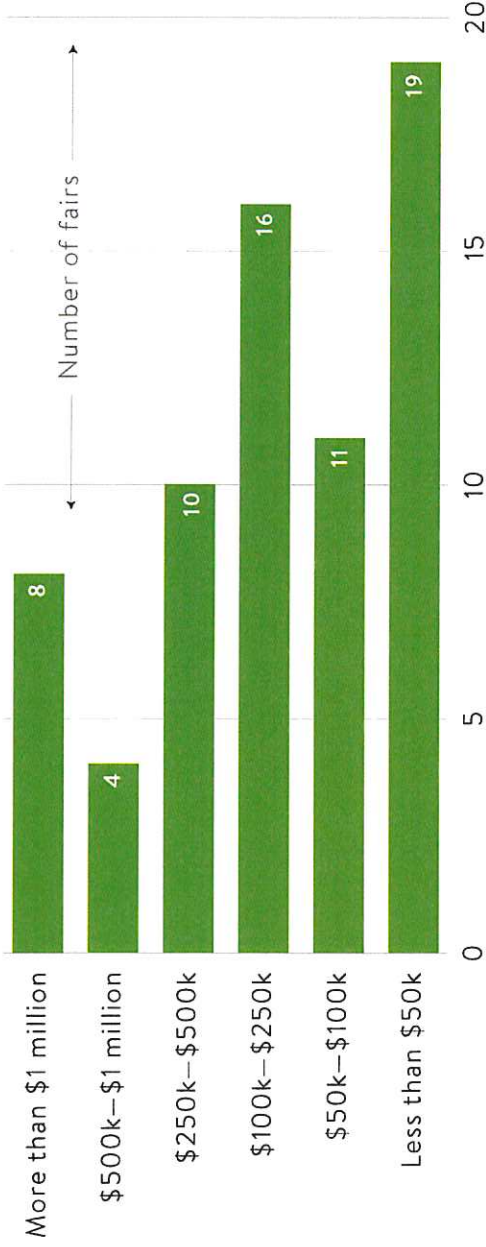
More than a quarter (28%) of all 68 agricultural fairs⁵⁰ in Washington state analyzed for this study earned revenues below \$50,000 in 2019.

Exhibit 10. Washington Agricultural Fairs Revenue Share and Average Revenue by Region, 2019



Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

Exhibit 11. Washington Agricultural Fairs by Revenue Size Category, 2019

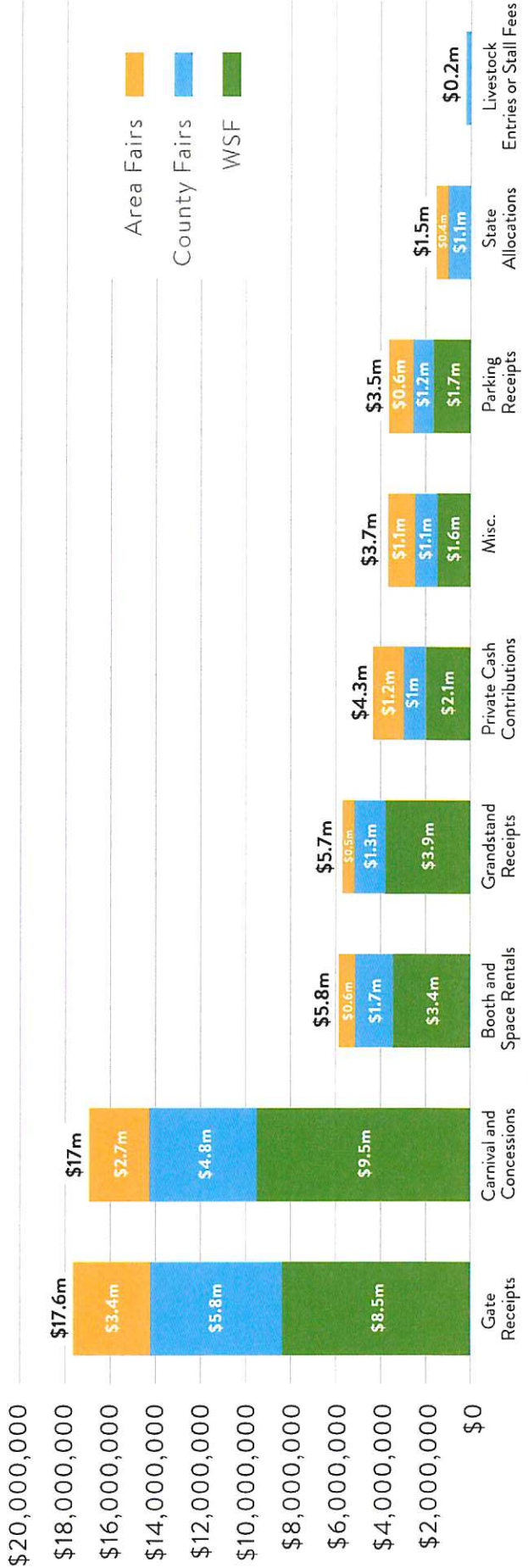


These were all community and youth fairs. Another 54% or 37 fairs earned revenues between \$50,000 and \$500,000. Less than one fifth of fairs had revenues higher than \$500,000, most of them area, county, the Washington State Fair, and one youth fair. **(Exhibit 11)**

Fair revenues include income from a variety of sources. Gate receipts and revenues derived from carnival and concession sales comprised a large portion of state, county, and area fairs' revenues⁵¹. These two revenue categories accounted for two thirds of total revenue for these three types of fairs in 2019. For area and county fairs, gate receipts and carnival and concession revenues account for 57% and 59% respectively of total revenues. **(Exhibit 12).**

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

Exhibit 12. Washington Agricultural Fairs Revenue by Source (County, Area, and WSF), 2019



Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.
Note: Revenues by source were not available for community fairs and youth shows and are not included in this exhibit.

Agricultural fairs in Washington state directly generated 410 full-time equivalent (FTE) jobs and paid \$13.9 million in wages and benefits in 2019. Washington State Fair provided 39% of total jobs and paid 50% of total labor income, followed by county fairs with 34% of jobs and labor income (**Exhibit 13**).

Similar to the revenue figures, fairs located in the Southwest Region generated the most jobs (200) and wages (\$8.5 million), followed by the Southeast Region. Fairs that were held in the Southeast Region directly supported 90 jobs and more than \$2 million in labor income (**Exhibit 14**).

Exhibit 13. Washington Agricultural Fairs Revenue, Employment (FTEs), and Labor Income by Type of Fair, 2019

Type of Fair	Business Revenue	Jobs	Labor Income
WSF	\$30,614,000	160	\$6,987,000
County	\$18,105,000	140	\$4,716,000
Area	\$10,658,000	100	\$2,051,000
Youth	\$1,185,000	10	\$125,000
Community	\$1,210,000	1	\$34,000
Total	\$61,772,000	410	\$13,914,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

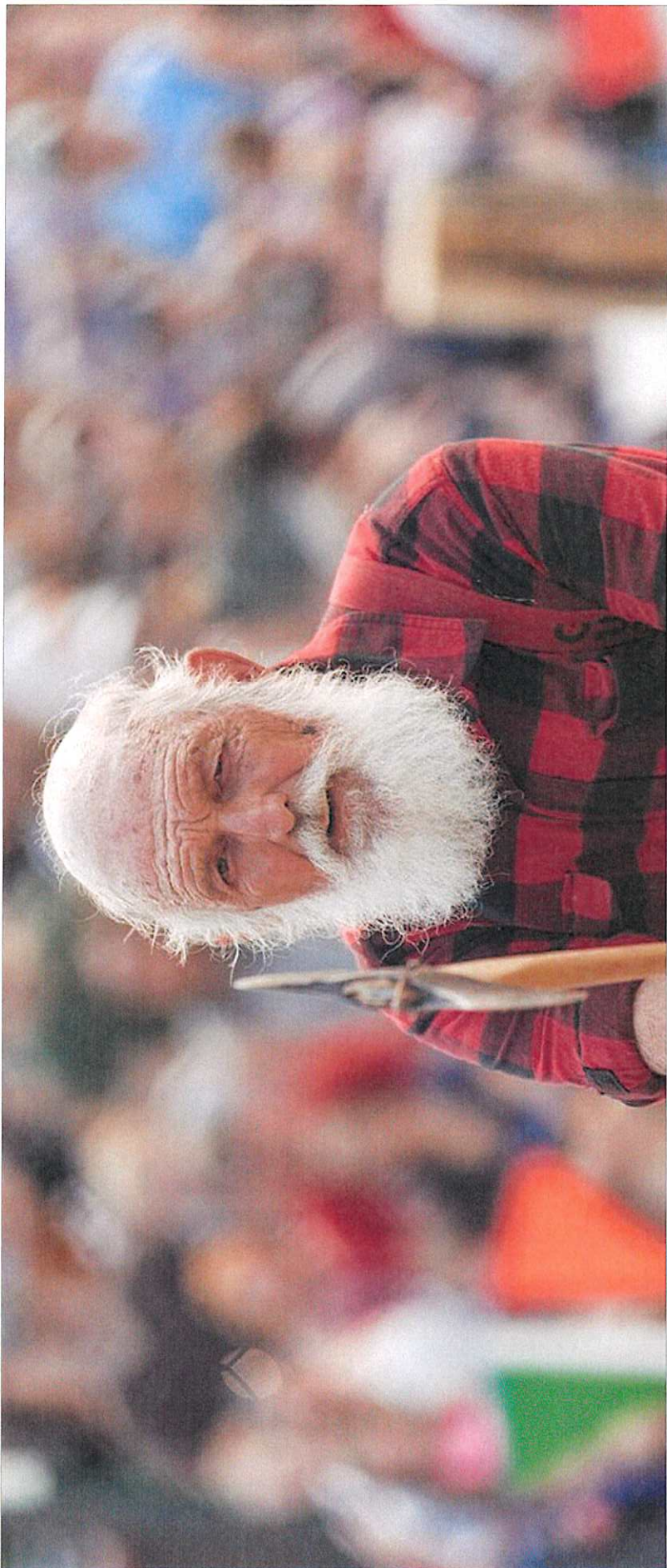
Note: Totals in the table may not sum up due to rounding.

Exhibit 14. Washington Agricultural Fairs Revenue, Employment (FTEs), and Labor Income by Region, 2019

Region	Business Revenue	Jobs	Labor Income
Southwest	\$38,218,000	200	\$8,488,000
Southeast	\$10,308,000	90	\$2,082,000
Northwest	\$8,912,000	80	\$2,355,000
Northeast	\$4,335,000	40	\$989,000
Total	\$61,772,000	410	\$13,914,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

Note: Totals in the table may not sum up due to rounding.



Vendors and Concessions

Fair vendors earned \$82.8 million in net revenue (excluding the fair's share of vendor revenue) from selling their goods and products at agricultural fairs throughout Washington in 2019. The total net revenue includes revenues generated by food and beverage, commercial, and carnival vendors. Vendor activities at Washington's fairs directly supported 930 jobs and more than \$44 million in wages and benefits across Washington state (**Exhibit 15**).

No vendor revenues, employment, or wages are reported for youth shows given the nature of the events. In many cases the events are held as part of a local fair, for which vendor impacts would have already been captured. In other cases, youth shows reported not having any vendors at their event and thus no revenues, employment, or labor income would be supported.

Exhibit 15. Washington Agricultural Fairs Net Vendor Revenues, Employment (FTEs), and Labor Income by Type of Fair, 2019

Type of Fair	Business Revenue	Jobs	Labor Income
County	\$35,850,000	430	\$22,425,000
WSF	\$30,616,000	310	\$12,018,000
Area	\$15,339,000	180	\$9,025,000
Community	\$1,038,000	20	\$691,000
Total	\$82,843,000	930	\$44,160,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

Note: Business revenues are the sum of net food revenues (gross less share retained by fair), net carnival vendor revenues (gross less share retained by fair), and gross commercial vendor revenues. The share of gross food revenues and carnival vendors is captured in fair operations revenues and is therefore excluded to avoid double-counting. Fairs typically do not retain a share of commercial vendor revenue. Totals in the table may not sum up due to rounding.

Exhibit 16 presents total supported vendor revenues, jobs, and wages by region. The 23 fairs located in the Southwest Region of Washington, again being driven by the Washington State Fair, accounted for the highest proportion of estimated vendor revenues (\$45.1 million), jobs (570), and labor income (\$30.6 million). The Southeast Region's fairs supported the next highest levels with \$17.2 million in revenues, an estimated 160 jobs and roughly \$6.1 million in labor income.

Visitor Spending

Fairs are a great tourism opportunity, attracting visitors to an area who will stay for a day or more while they attend the fair and add new money into the economy. When people go to fairs, they support local businesses, such as hotels, restaurants, and retail stores, and have a significant effect on the local economy.

Exhibit 16. Washington Agricultural Fairs Net Vendor Revenues, Employment (FTEs), and Labor Income by Type of Region, 2019

Region	Business Revenue	Jobs	Labor Income
Southwest	\$45,111,000	570	\$30,638,000
Southeast	\$17,167,000	160	\$6,099,000
Northwest	\$15,080,000	150	\$5,471,000
Northeast	\$5,486,000	60	\$1,952,000
Total	\$82,843,000	930	\$44,160,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

Note: Business revenues are the sum of net food revenues (gross less share retained by fair), net carnival vendor revenues (gross less share retained by fair), and gross commercial vendor revenues. The share of gross food revenues and carnival vendors is captured in fair operations revenues and is therefore excluded to avoid double-counting. Fairs typically do not retain a share of commercial vendor revenue. Totals in the table may not sum up due to rounding.

Visitor impacts were computed by estimating the total number of non-local visitors that attended each fair in 2019. Local visitor spending is not included in the economic impact because it is assumed that the spending would have happened regardless of the fair. Non-local visitors are fair attendees whose place of residence is outside the county where the fair they are attending is located. Out-of-county attendance estimates were informed by data provided by individual fairs in addition to previous studies.

It was estimated that in 2019, more than 1.2 million non-local visitors attended Washington state's fairs. Based on research by Dean Runyan Associates on travel impacts by county and data provided by the fairs, the average day trip non-local visitor to the fair spent an estimated \$34 per day outside of the fair, while an overnight visitor spent approximately \$98 during their stay in 2019.



Exhibit 17 presents direct visitor spending impacts by type of fair. Nearly \$75 million in estimated business revenues were generated as a result of out-of-county visitors attending Washington’s fairs. These revenues helped support an estimated 690 jobs and more than \$24 million in labor income in 2019. Visitors attending the Washington State Fair are estimated to have generated nearly \$44 million in business revenues (59% of total revenues) which supported about 400 jobs

(58%) and more than \$14 million in labor income (59%). Visitor impacts generated by Washington’s county and area fairs represented about 38% of total business revenues, supported jobs, and supported labor income. Community fair and youth show visitors were responsible for generating the remaining 3% to 4% of business revenues (\$2.2 million), supported jobs (30), and supported wages (\$712,000).

Visitor impacts by region are presented in **Exhibit 18**. The 47 fairs located in the southern regions of Washington accounted for 87% of revenues, supported jobs, and supported labor income generated by visitor spending. The 21 fairs located in the northern regions accounted for the remaining 13% of revenues (\$10 million), jobs (90), and labor income (\$3.2 million).

Exhibit 17. Washington Agricultural Fairs Visitor Impacts by Type of Fair, 2019

Type of Fair	Business Revenue	Jobs	Labor Income
WSF	\$43,770,000	400	\$14,144,000
County	\$21,236,000	190	\$6,869,000
Area	\$7,421,000	70	\$2,406,000
Community	\$1,735,000	20	\$556,000
Youth	\$485,000	10	\$156,000
Total	\$74,647,000	690	\$24,132,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Dean Runyan Associates, 2017; Community Attributes Inc., 2021.

Exhibit 18. Washington Agricultural Fairs Visitor Impacts by Region, 2019

Region	Business Revenue	Jobs	Labor Income
Southwest	\$52,766,000	500	\$17,052,000
Southeast	\$11,842,000	100	\$3,900,000
Northwest	\$6,982,000	60	\$2,197,000
Northeast	\$3,057,000	30	\$983,000
Total	\$74,647,000	690	\$24,132,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Dean Runyan Associates, 2017; Community Attributes Inc., 2021.

Total Direct Impacts

Exhibit 19 and **Exhibit 20** present total direct impacts for Washington's agricultural fairs in 2019. In 2019, an estimated \$219 million in business revenues were generated statewide as a result of Washington's fairs. With these revenues, it is estimated that about 2,000 jobs and more than \$82 million in labor income were supported by the fairs. County and area fairs contributed about 50% of supported revenues, 60% of supported jobs, and 58% of supported labor income. Community fairs and youth shows were responsible for about 2% to 3% of all supported revenues, jobs, and labor income in 2019 (Exhibit 19).

Exhibit 20 presents direct estimates by region. The 23 fairs located in the Southwest Region again led the way in revenues (\$136 million), jobs (1,300), and labor income (\$56 million) generated. The fairs held in the northern regions were responsible for supporting nearly \$44 million in business revenues, 300 jobs, and \$14 million in labor income.

Direct impacts by category are presented in **Exhibit 21**. Vendor operations at Washington state's fairs supported the most revenues, jobs, and labor income. In total, vendor operations supported nearly \$83 million (38%) in business revenues, approximately 900 jobs (45%), and more than \$44 million in labor income (54%). Visitor spending supported nearly \$75 million (34%) in business revenues, while fair operations supported about \$61 million (28%). Visitor spending also supported about 700 jobs across the state and \$24 million in labor income; and fair operations supported 400 jobs and nearly \$14 million in labor income.

Exhibit 19. Washington Agricultural Fairs Direct Impact by Type of Fair, 2019

Type of Fair	Business Revenue	Jobs	Labor Income
WSF	\$105,000,000	850	\$33,149,000
County	\$73,556,000	800	\$32,748,000
Area	\$35,044,000	400	\$14,745,000
Community	\$3,983,000	30	\$1,281,000
Youth	\$1,670,000	10	\$281,000
Total	\$219,263,000	2,000	\$82,204,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

Exhibit 20. Washington Agricultural Fairs Direct Impact by Region, 2019

Region	Business Revenue	Jobs	Labor Income
Southwest	\$136,095,000	1,300	\$56,178,000
Southeast	\$39,316,000	400	\$12,081,000
Northwest	\$30,974,000	200	\$10,023,000
Northeast	\$12,878,000	100	\$3,924,000
Total	\$219,263,000	2,000	\$82,204,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021.

Exhibit 21. Washington Agricultural Fairs Direct Impacts by Category, 2019

Source of Impact	Business Revenue	Jobs	Labor Income
Fair Operations	\$61,772,000	400	\$13,913,000
Vendor Operations	\$82,844,000	900	\$44,160,000
Visitor Spending	\$74,647,000	700	\$24,131,000
Total	\$219,263,000	2,000	\$82,204,000

Sources: Washington agricultural fairs, 2021; Washington State Department of Agriculture, 2021; Community Attributes Inc., 2021



ECONOMIC AND FISCAL IMPACTS OF WASHINGTON AGRICULTURAL FAIRS

The total economic impact of Washington agricultural fairs represents the sum of direct, indirect, and induced effects:

- **Direct Impacts** are the economic benefits resulting from spending and operations of Washington's fairs, vendor and exhibitor activity at the fairs, and the spending of visitors who attend the fairs.
- **Indirect Impacts** capture the economic benefits in each fair's supply chain as a

result of procurement of goods and services for organizing fairs and the supply chain benefits of vendors, visitors and 4-H exhibitors.

- **Induced Impacts** are generated by employees of the fairs, vendors and business activities supported by visitor spending as well as by businesses in the supply chain spending their earnings, for example, on household goods and services.

The tables below summarize the total economic impacts in terms of jobs, total compensation, and business revenues within Washington state. Aggregate economic impacts across the state totaled more than \$390 million in business revenues in 2019. Statewide, Washington's agricultural fairs supported 3,200 jobs and more than \$150 million in labor income (including benefits) in Washington state.

Exhibit 22 presents total economic impacts by type of fair. County and area fairs supported a total of \$206 million in business revenues, 1,800 jobs, and \$85 million in labor income statewide. This slightly outpaced the Washington State Fair which supported more than \$180 million in business revenues, 1,500 jobs, and nearly \$64 million in labor income. In total, the 30 community fairs and youth shows analyzed in this study supported nearly \$10 million in business revenues, 60 jobs, and more than \$3 million in labor income throughout the state.

The southern regions of Washington state accounted for about 80% of total business revenues, jobs, and labor income supported by fairs. This amounted to more than \$320 million in business revenues. Accompanying this were 2,600 supported jobs and more than \$125 million in supported labor income. The northern regions supported about \$76 million in business revenues, 500 jobs, and \$27 million in labor income (**Exhibit 23**).

Exhibit 22. Total Economic Impacts of Washington Agricultural Fairs by Type of Fair, Washington, 2019

Type of Fair	Business Revenues (millions 2019\$)	Jobs	Labor Income (millions 2019\$)
WSF	\$180.9	1,500	\$63.7
County	\$140.0	1,100	\$58.4
Area	\$66.3	700	\$26.6
Community	\$6.9	50	\$2.4
Youth	\$2.7	10	\$0.7
Total	\$396.8	3,200	\$151.8

Source: Washington State Employment Security Department, 2018; Washington State Department of Revenue, 2018; Washington State Office of Financial Management, 2018; Community Attributes Inc., 2018.

Note: Totals in the table may not sum up due to rounding.

Vendors and concessionaires supported the largest proportion of Washington agricultural fairs' total economic impacts. Vendors and concessionaires supported approximately 42% of total business revenues, 44% of supported jobs, and 50% of supported labor income. Visitor spending supported the next highest proportions, supporting between 31% to 34% of total economic impacts. Fair operations supported the remaining 28% (\$110 million) of business revenues, 22% (700) of jobs, and 20% (\$30 million) of labor income (**Exhibit 24**).

Exhibit 25 presents the statewide impacts broken out by direct, indirect, and induced effects. The indirect impacts of Washington's fairs, which are generated through supply chains and business-to-business interactions, supported nearly \$63 million in business revenues in 2019. Accompanying these business revenues were 300 supported jobs, and more than \$20 million in supported labor income.

Exhibit 23. Total Economic Impacts of Washington Agricultural Fairs by Region, 2019

Region	Business Revenues (millions 2019\$)	Jobs	Labor Income (millions 2019\$)
Southwest	\$253.0	2,000	\$101.9
Southeast	\$67.7	600	\$23.3
Northwest	\$54.0	400	\$19.1
Northeast	\$22.1	100	\$7.6
Total	\$396.8	3,200	\$151.8

Sources: Washington State Employment Security Department, 2018; Washington State Department of Revenue, 2018; Washington State Office of Financial Management, 2018; Community Attributes Inc., 2018.

Note: Totals in the table may not sum up due to rounding.

The induced impacts, which are generated through consumer spending of wages earned as a result of Washington's fairs, supported nearly \$150 million in additional business revenues, about 900 jobs, and roughly \$49 million in labor income.

The economic impacts of Washington's agricultural fairs support the generation of state taxes. Fair and vendor operations and visitor activities all help generate tax revenues statewide. Tax impacts include business and occupation taxes, sales taxes, use taxes, and various other state taxes. The direct, indirect, and induced economic activities related to Washington's agricultural fairs generated an estimated \$10 million in taxes (**Exhibit 26**). About \$7.9 million, or 79%, is represented by sales and use taxes. Vendor and concessionaire activities at Washington's agricultural fairs generated the largest proportion of taxes, generating more than \$4 million in total taxes.

Exhibit 24. Total Economic Impacts of Washington Agricultural Fairs by Source, Washington, 2019

Source of Impact	Business Revenues (millions 2019\$)	Jobs	Labor Income (millions 2019\$)
Fair Operations	\$109.8	700	\$30.3
Vendors and Concessions	\$165.6	1,400	\$76.4
Visitor Spending	\$121.4	1,100	\$45.2
Total	\$396.8	3,200	\$151.8

Source: Washington State Employment Security Department, 2018; Washington State Department of Revenue, 2018; Washington State Office of Financial Management, 2018; Community Attributes Inc., 2018.

Note: Totals in the table may not sum up due to rounding.

Exhibit 25. Total Economic Impacts of Washington Agricultural Fairs, Washington, 2019

	Business Revenues (millions 2019\$)	Jobs	Labor Income (millions 2019\$)
Direct	\$185.3	2,000	\$82.2
Indirect	\$62.8	300	\$20.4
Induced	\$148.6	900	\$49.2
Total	\$396.8	3,200	\$151.8

Source: Washington State Employment Security Department, 2018; Washington State Department of Revenue, 2018; Washington State Office of Financial Management, 2018; Community Attributes Inc., 2018.

Note: The direct business revenues differ from those presented above in Exhibit 19 due to a gross margins adjustment made to retail sectors within the Input Output model.

Exhibit 26. Total Fiscal Impacts of Washington Agricultural Fairs, 2019 (millions 2019\$)

	Direct	Secondary	Total
B&O	\$0.8	\$0.8	\$1.6
Sales & Use Taxes	\$5.9	\$2.0	\$7.9
Other	\$0.1	\$0.3	\$0.4
Total	\$6.8	\$3.2	\$10.0

Source: Washington State Employment Security Department, 2018; Washington State Department of Revenue, 2018; Washington State Office of Financial Management, 2018; Community Attributes Inc., 2018.

Note: Totals in the table may not sum up due to rounding.

SUMMARY AND CONCLUSIONS

This study has multiple components: an overview of the network of fairs in Washington state, including a brief history, the different types, activities, and attendance; an analysis of direct impacts of fairs operations, vendors activity at the fair and visitor spending; an analysis of the total economic impact of the state’s agricultural fairs on Washington’s economy; and an assessment of the social, educational, and cultural reach of fairs in Washington state.

This report indicates that Washington’s fairs are important contributors to Washington’s economy. The combined activities at agricultural fairs in 2019 contributed an estimated \$397 million in business revenue to the state economy, supporting 3,200 jobs and roughly \$152 million in labor income statewide. Beyond their monetary economic impact, agricultural fairs make significant social, educational, and cultural contributions to the state. Fairs provide education in agriculture, horticulture, science, history, technology and more, foster community involvement and volunteerism, create connections to agriculture and local producers and have many other beneficial social impacts.

The economic impact assessment in this study provides important metrics that can be used to help local and statewide decision makers learn more about the effects fairs have on their local community, and the regional and statewide economy. This is increasingly important as community institutions like fairs have been facing challenges due to economic changes, including how agricultural goods are produced and how and where people spend their discretionary time and money, and demographic changes.

FOOTNOTES

1. This includes the Washington State Fair and the Columbia Basin Junior Livestock Show which do not receive funding from WSDA. However, based on Washington code classifications, the Washington State Fair would be categorized as an area fair and the Columbia Basin Junior Livestock Show would be a community fair.
2. This study analyzed data collected from 68 of Washington's 69 fairs. The Columbia Basin Junior Livestock Show was not included due to lack of available data.
3. The number of volunteers and volunteer hours is based on data received from 40 of the 68 fairs.
4. Value of volunteer time in Washington state is estimated at \$33.02 per hour by Independent Sector, in partnership with the Do Good Institute at the University of Maryland. The value is measured based on hourly earnings released by the U.S. Bureau of Labor Statistics (BLS).
5. "American Traditions: A Short History of Agricultural Fairs," Arcadia Publishing, n.d.
6. "American Traditions, Arcadia Publishing.
7. "History of Fairs: American Fairs & Exhibitions," International Association of Fairs & Exhibitions (IAFE), n.d.
8. "History of Fairs," IAFE.
9. Ibid.
10. "4-H History," 4-H, n.d.
11. "FFA History," Future Farmers of America, n.d.
12. References to the "Washington State Fair" in this study represent data aggregated for both the April and September fairs.
13. "State Fair Park 2019 Annual Report," State Fair Fair Association, n.d.
14. "Salvation Army to open emergency homeless shelter at fairgrounds in Lewis County," The Olympian, April 2020.
15. "Fairgrounds, hotels a temporary home for those fleeing Evans Canyon Fire," Yakima Herald, September 2020.
16. "Evergreen State Fairgrounds offering shelter for large animals during flooding," Q13 Fox Seattle, February 2020.
17. The number of volunteers and volunteer hours is based on data received from 40 of the 69 fairs.
18. Value of volunteer time in Washington state is estimated at \$33.02 per hour by Independent Sector, in partnership with the Do Good Institute at the University of Maryland. The value is measured based on hourly earnings released by the U.S. Bureau of Labor Statistics (BLS).
19. "Washington State Fairs Association Mission and Vision," Washington State Fairs Association, wastatefairs.com, accessed September 2021.
20. WSU Extension, Washington State University, n.d.
21. "Cooperative Extension System," U.S. Department of Agriculture, n.d.
22. "Cooperative Extension, U.S.D.A., n.d.
23. "4-H Youth Development Program," WSU Extension, n.d.
24. "4-H is a Community for all Kids," 4-H Youth Development Program, n.d.
25. "National 4-H Council 2019 Annual Report," 4-H. 2019.
26. "About FFA," National FFA Organization, n.d.
27. "Agricultural Education: The Three-Component Model," FFA, n.d.
28. Ibid.
29. "STEM building at the Central Washington State Fair educating kids with fun activities," KIMA TV, September 2018.
30. "The People's Voice of Washington," Washington State Grange, n.d.
31. "Washington State Grange News," Washington State Grange, October 2019.
32. Ibid.
33. Ibid.

34. "About," National Cattlemen's Beef Association, n.d.
 35. "Let Your Voice Be Heard," Washington Cattlemen's Association, n.d.
 36. "Cattlemen invite community to 2021 Fat Stock Sale," Stevens County Cattlemen, August 2021.
 37. "Who We Are," Rotary International, n.d.
 38. "Parking at the Washington State Fair," Passport Rotary, n.d.
 39. "Fair Food Fest to give Rotary's Operation Harvest a head start," Yakima Herald-Republic, September 2020.
 40. "Noon Rotary Club takes on fairgrounds project," Daily Record, July 2020.
 41. "Duties of the 4-H Clark County Fair Superintendent," WSU Extension, n.d.
 42. "Open Class Superintendents," Southwest Washington Fair, n.d.
 43. "Scholarship Programs," Washington State Fair Foundation, n.d.
 44. "Fair Foundation," Northwest Washington Fair, n.d.
 45. "2021 Garfield County Fair & Rodeo Royalty," Garfield County Fair, n.d.
 46. "Queen Makenzie Zessin," Walla Walla Fairgrounds, n.d.
 47. "2020 and 2021 Queen Lexy Hibbs,"
- Benton Franklin Fair, n.d.
 48. "Longtime fair volunteer, community member chosen as this year's grand marshal," South Whidbey Record, July 2021.
 49. "Grand Marshal 1978-2021," Benton Franklin Fair, n.d.
 50. The Columbia Basin Junior Livestock Show was not included due to lack of available data.
 51. Data on revenues by source was not available for community fairs and youth shows.



MEMO

Date: March 17, 2022

Proposal ID. 2022 03-28 Fair

To: BOCC

From: Greg Lybeck, Fairgrounds Manager

Intent – Approval to Execute Agreement between Walla Walla County and P1FCU for Walla Walla County Fairgrounds Grandstand Complex Naming Rights.

Topic – Request Approval from the BOCC of an Agreement between Walla Walla County and P1FCU for Naming Rights of the Walla Walla County Fairgrounds Grandstand Complex.

Summary – For over ten years, the Fair Board has worked on a project to construct arena viewing platforms to increase the appeal and usability of the fairgrounds grandstand complex. Through the support of Potlatch #1 Federal Credit Union (P1FCU), this project has now become a reality.

Cost \$ - Negotiated

Funding – P1FCU

Alternatives Considered – Have been seeking a sponsor for over six years

Acquisition Method – Negotiation and Agreement

Security - NA

Access - NA

Risk – There is no risk.

Benefits – Increased usability and appeal to outside promoter of the fairgrounds grandstand complex.

Conclusion Recommendation - It is my recommendation that the Board of County Commissioners approve the Agreement between Walla Walla County and P1FCU for Walla Walla County Fairgrounds Grandstand Complex Naming Rights and request the Chair of the Board sign the agreement.

Submitted By

Greg Lybeck Fairgrounds 3.17.2022

Name Department Date

Signature

Disposition

___ Approved

___ Approved with modifications

___ Needs follow up information

___ Denied

BOCC Chairman

Date

Additional Requirements to Proposal

___ Modification

___ Follow Up

The Walla Walla County Fairgrounds Grandstand Complex Naming Rights Agreement

THIS AGREEMENT is made and entered into by and between WALLA WALLA COUNTY, a political subdivision, with the office of the Board of County Commissioners located at 314 West Main Street, Walla Walla, Washington (hereinafter "COUNTY"), and Potlatch No. 1 Financial Credit Union, also known as P1FCU, a Federally Insured State Chartered Credit Union, with its principal offices located at 1025 Warner Ave., Lewiston, Idaho, (hereinafter "ADVERTISER").

WHEREAS, the Walla Walla County Fairgrounds Grandstand Complex serves as a venue for recreation, entertainment, sporting, and a multitude of other events; and

WHEREAS, Advertiser is a promoter for the "Potlatch No. 1 Financial Credit Union" and "P1FCU" brand-name; and

WHEREAS, Advertiser wishes to place its brand name on the Walla Walla County Fairgrounds Grandstand Complex.

WHEREAS, the County is planning to build an Arena Viewing Platform with box seating sections.

NOW THEREFORE, for and in consideration of the mutual benefits and covenants contained herein, the parties agree as follows:

1. PARTIES

The parties to this Agreement are the County and Advertiser.

2. GRANDSTAND COMPLEX

The Walla Walla County Fairgrounds Grandstand Complex is shown on the attached Exhibit A.

3. GENERAL PROVISIONS

This Agreement has an effective date of March 28, 2022, or soon thereafter as it may be exercised by authorized representatives of each party, whichever occurs first. The term of this Agreement shall continue through 15 years, until March 28, 2037, unless terminated sooner as set forth herein. The Parties may negotiate to renew this Agreement for one 15-year extension. Advertiser shall have the right to negotiate the extension of this Agreement prior to the County negotiating with any other Advertiser for naming rights to the Grandstand Complex. The Parties agree to attempt to negotiate the extension no later than October 1, 2036. If an Agreement cannot be reached, the County may seek other Advertisers for Naming Rights.

During the term of this agreement and renewal term, the County shall not grant any other person, corporation, public entity, partnership, or other entity any naming rights for the

Grandstand Complex as outlined in this Agreement. All rights, benefits and duties described herein shall terminate at the end of this Agreement, unless otherwise stated.

4. ADVERTISING RIGHTS, LICENSE AND BENEFITS

Advertiser acknowledges that the Walla Walla County Fairgrounds Grandstand Complex is owned and operated by Walla Walla County; that Walla Walla County has full rights to operate, manage and schedule all of the events held at the Walla Walla County Fairgrounds Grandstand Complex and that Walla Walla County controls all rights and licenses to any advertising associated with the Fairgrounds Grandstand Complex. Advertiser agrees to purchase naming rights at the Walla Walla County Fairgrounds Grandstand Complex and Arena Viewing Platforms for seven hundred fifty thousand dollars (\$750,000), and the County agrees, for the term of this Agreement, to provide license thereto, along with additional benefits, as described below:

4.1 The Walla Walla County Fairgrounds Grandstand Complex naming rights:

a) Advertiser reserves all naming rights to the fairgrounds Grandstand Complex described in Exhibit A. Advertiser will have the exclusive right to name the Walla Walla Fairgrounds Grandstand Complex and Arena Viewing Platforms. At this time, subject to Advertiser's branding change, the name shall be "P1FCU Arena."

b) Installation of new signs: Advertiser will, at its sole cost, prepare all signage and supply signage to the County. County will place a 30'x30' sign on the west side of the grandstand, with Advertiser's branding. Upon construction of the viewing platform and boxes, County shall place signage on the platform, with Advertiser's branding. Two 3'x12' signs will be placed on the east fascia of the Grandstands, one 3'x12' sign will be placed at Gate 9, and an appropriately sized sign will be placed at Gate 10. Individual signage on each Arena Viewing Platform will not be covered over by other sponsor signs during any event. New announcer's booth to be constructed will have exclusive signage as "P1FCU Arena." In the event County constructs a new 80' x 80' area platform over the top of the current stock pens to house vendors, food booths, and bands during the Fair, this platform will be made a part of this Naming Rights Agreement. County and Advertiser will work together in a commercially reasonable manner to develop the design of the signage and recognition items contemplated in this Agreement. The designs will be subject to the mutual approval of County and Advertiser. Approval of signage designs and specifications shall not be unreasonably withheld, delayed, or denied by either party.

c) All Walla Walla County Fairgrounds advertising, including social media, electronic billboard, and media advertising for events at the Fairgrounds Grandstand Complex will utilize Advertiser's branding. Upon execution of this agreement, the County will send an e-mail to all subscribed Fair and Fairgrounds followers announcing the P1FCU Grandstand Complex and Arena Viewing Platforms sponsorship. In the future, e-mails regarding events held at the Grandstand that are distributed by the County will include the "P1FCU Arena" branding.

d) The County may still grant advertising space within the Grandstand Complex to other advertisers not in direct competition with the Advertiser's brand, but advertising space for direct competitors shall not be permitted anywhere in the Fairgrounds Grandstand Complex and

Arena Viewing Platforms without approval of the Advertiser. Notwithstanding the foregoing, chute, fence banner, VIP, and flag sponsors that are financial institutions will be allowed to advertise their sponsorship. If a competitor wishes to rent a viewing box from the County for an event and hang a banner indicating its use of the box, Advertiser will not unreasonably withhold permission. No banner can cover the P1FCU signage located on each viewing box.

e) Tickets to all grandstand events during the annual Fair and all other grandstand events will be imprinted with Advertiser's brand of "P1FCU Arena."

f) Announcers for all grandstand events held during the annual Fair will utilize the P1FCU brand for the Grandstand Complex.

g) Advertiser will have the right to place video ads on the Arena screen during all grandstand events held during the annual Fair when a screen is in use.

h) Placement of Advertiser's signage on Stagecoach trailer and Fair Royalty trailers. If County replaces or acquires additional trailers used to promote the annual Fair, placement of P1FCU advertising will be limited to no more than three (3) trailers.

i) Events held at the venue other than during the annual Fair will be advertised as being "presented in the P1FCU Arena."

j) Advertiser will have the ability to send out notifications during the rodeo and other Fair-time arena events to crowd participants through a mobile application (Skor-it or similar). Nothing in this agreement shall require crowd participants to download any application.

k) In the event the Walla Walla Fairgrounds, Arena and Grandstands are demolished, destroyed, or cease to be used by or owned by the County or is substantially renovated, the County shall work with the Advertiser, to determine another appropriate form of recognition for the support provided by this Agreement.

4.2 Limitation on rights and license:

a) All forms of advertising as permitted by this Agreement, including construction, materials, layout, content, and color shall be subject to the reasonable approval by the fairgrounds manager prior to posting. Advertiser will abide by all County rules, ordinances, and policies regarding signage at the fairgrounds.

b) County reserves the right to remove any advertising or signage that has become hazardous, worn, disfigured, or otherwise is unsuitable for display. Upon such removal, Advertiser shall have the right, at its sole expense, to replace the removed advertisement or signage subject to the provisions of this Agreement.

4.3 Other benefits

a) Advertiser will be entitled to a 20'x10' display space in the Grandstand Complex during the annual fair at no cost.

b) Once the new box sections are constructed, Advertiser will be entitled to two viewing boxes during the annual fair, with 15 tickets per box (including event and gate admission) for each night for all events held at the Arena that utilize the viewing boxes during the annual Fair, other than Concert events. If Advertiser requests, County will attempt to secure up to 30 grandstand tickets to Concert events.

c) Advertiser will receive four fair VIP parking credentials for each Fair.

d) Advertiser's agents may hand out branded items, (Swag), subject to the approval of Walla Walla County, at the entrances to the Grandstand Complex to patrons during the Fair. No other financial institution may hand out branded items during the Fair at the Grandstand Complex.

e) Advertiser will receive 12 tickets to any non-Fair event at the Grandstands (such as monster truck shows). County will assist with up to four parking spots. If the non-Fair event is utilizing the viewing boxes for spectators, Advertiser will be entitled to the use of one viewing box.

f) Advertiser will be entitled to schedule either the Fairgrounds Pavilion Building, the Community Center building, or the 1866 VIP Club House for a maximum of one corporate event per year at no charge. Advertiser's use is non-preferential, and Advertiser's event will be scheduled only as permitted by other events, County needs, or reservations. Advertiser will not be charged rent for such usage, but Advertiser must abide by all standard County facility rental requirements, which may change from time to time.

5. ADVERTISING PLACEMENT, MAINTENANCE, REPAIRS AND REPLACEMENT

a) The Advertiser shall, at its sole expense, remove all posted signs or advertising upon the termination of this Agreement unless allowed to remain after obtaining prior approval from the County. If Advertiser fails to remove all posted signs or advertising within thirty (30) days of termination, County may remove all advertising at Advertiser's sole expense.

b) The Advertiser shall, at its sole expense, maintain the posted signs or advertising, and shall be responsible, at its sole expense, for all repairs or replacement required by vandalism, theft, general wear and tear, or any other reason, excluding the direct fault of County or its employees.

d) In the event the Advertiser wishes to change the layout, content, and or colors of the posted signs or logos, it may do so at its sole expense.

e) The Advertiser will undertake no construction on the subject premises without the prior consent of the fairgrounds manager. Such approval will not be unreasonably withheld.

6. NAMING RIGHTS FEES

a) Advertiser shall pay naming rights fee to the County at the sum of Seven Hundred Fifty Thousand dollars (\$750,000) in consideration of this Agreement no later than April 1, 2022.

b) In the event the fee is not paid by the required due date, the County shall have the right to immediately terminate this Agreement with 30 days-notice.

7. ASSIGNMENT

Advertiser shall not assign, sell, or transfer this Agreement nor allow any other person or entity to utilize this Agreement, without advance written approval by the Walla Walla County Board of County Commissioners.

8. COPYRIGHT MATERIAL

Advertiser warrants that all copyright material to be published has been or will be duly licensed or authorized by the copyright owners or their representatives and agrees to indemnify, defend, and hold the County, its elected officials, and employees and volunteers harmless from any claims, losses, or expenses incurred with regard thereto.

9. TERMINATION

Either party may terminate this Agreement, without liability to the other party, if the defaulting party: (1) repudiates or breaches any of the terms of this Agreement; or (2) fails to make progress so as to endanger timely and proper completion of its services; and does not correct such failure or breach within fourteen (14) days after receipt of written notice from the non-defaulting party specifying such failure or breach.

Either party may terminate this Agreement immediately, without liability to the other party, upon the happening of any of the following or any other comparable event: (1) insolvency of the other party; (2) filing of any petition by or against the other party under any bankruptcy, reorganization, or receivership law; (3) execution of any assignment for the benefit of the other party's creditors; or (4) appointment of any trustee or receiver of the other party's business or assets or any part thereof; unless such petition, assignment or appointment be withdrawn and nullified within fifteen (15) days of such event.

In the event of termination for any reason, any and all hard signage and assets shall remain Advertiser's property and shall be removed from the facility at Advertiser's sole expense.

10. INDEMNIFICATION

Advertiser agrees that it will hold harmless, defend, and indemnify County, its elected officials, employees, and volunteers from and against any and all claims for damages, losses, injury to persons, and expenses, including attorney's fees arising out of or resulting from Advertiser's negligence, wrongful acts and/or performance or nonperformance under this Agreement. This indemnification clause shall survive the termination of this Agreement.

11. INSURANCE

a) Commercial General Liability Insurance

Advertiser shall maintain commercial general liability coverage for wrongful death, bodily injury, personal injury, advertising injury and property damage, subject to limits of not less than

two million dollars (\$2,000,000) per occurrence with a general aggregate of not less than three million dollars (\$3,000,000).

Evidence of such insurance shall consist of a completed copy of the certificate of insurance, signed by the insurance agent for the Advertiser and returned to the County of Walla Walla Risk Manager. The County, its departments, elected and appointed officials, employees, agents, and volunteers shall be named as additional insureds on Advertiser's Insurance policies by way of endorsement for the full available limits of insurance maintained by the Advertiser and all coverage shall be primary and non-contributory. If the Advertiser employs contractors to carry out any work pursuant to this Agreement, such contractors must comply with these insurance requirements as well. A statement of additional insured status on a Certificate of Insurance shall not satisfy these requirements.

The Advertiser shall, for each required insurance policy, provide a Certificate of Insurance, with endorsements attached, evidencing all required coverages, limits, deductibles, self-insured retentions, and endorsements and which is conditioned upon the County receiving thirty (30) days prior written notice of reduction in coverages, cancellation, or non-renewal. Each Certificate of Insurance, endorsement and all insurance notices shall be provided to the Risk Management Department, 314 W. Main Street, Room 216, Walla Walla, WA, 99362.

b) Workers Compensation

Advertiser shall comply with all State of Washington Worker's Compensation statutes and regulations. Worker's Compensation coverage shall be provided for all employees of Advertiser and employees of any of Advertiser's subcontractors or sub-subcontractors performing any work under this Agreement. Except as provided by law, Advertiser waives all rights of subrogation against the County for recovery of damages to the extent they are covered by worker's compensation, employer's liability, commercial liability, or other insurance.

If Advertiser, or any of its contractors or subcontractors performing work under this Agreement fail to comply with all State of Washington Worker's Compensation statutes, and the County incurs fines or is required by law to provide benefits or to obtain coverage for such employees, Advertiser shall indemnify the County. Indemnity shall include all fines, payment of benefits to Advertiser's or Advertiser's contractors or subcontractor's employees or their heirs and legal representatives, and the costs of effecting coverage on behalf of such employees.

12. CHOICE OF LAW, JURISDICTION AND VENUE

In the event that any litigation should arise concerning the enforcement, construction, or interpretation of any of the terms of this Agreement, the venue of such action of litigation shall be in the courts of the State of Washington in and for the County of Walla Walla. This Agreement shall be governed by the laws of the State of Washington.

13. WORK TO BE DONE IN ACCORDANCE WITH INDUSTRY STANDARDS

a) The Advertiser shall perform any and all work specified by this Agreement according to standard industry practice.

b) The Advertiser shall complete its work in a timely manner and in accordance with any schedule agreed to by the parties.

c) The Advertiser shall obtain any and all permits or licenses required by law to carry out the work specified in this Agreement prior to the commencement of such work.

14. CONTRACTUAL AUTHORITY

The Advertiser agrees that it does not have the power and will not attempt to obligate or bind the County to any contractual liability. Any attempt by the Advertiser to do so will be grounds for termination of this Agreement.

15. MODIFICATION

No change, alteration, modification, or addition to the Agreement will be effective unless it is in writing and properly signed by both parties.

16. NO PARTNERSHIP OR JOINT VENTURE

Nothing in this Agreement will be construed to create a partnership or joint venture, nor to authorize any party to act as agent for or as a representative of any other party to this Agreement. Each party will be deemed an independent contractor and no party will act as, or hold itself out as acting as, an agent for any other party.

17. WAIVER

The waiver of either party of any breach of any term, condition or provision of this Agreement shall not be deemed a waiver of such term, condition, or provision of any subsequent breach of the same or any other condition or provision of this Agreement.

18. SEVERABILITY

If any part, term, or provision of this Agreement is held to be invalid or unenforceable, in whole or in part, the validity of the remaining provisions shall not be affected, and the parties' rights and obligations shall be construed and enforced as if the Agreement did not contain the particular provision held to be invalid. If it should appear that any provision of the Agreement is in conflict with any statutory provision of the State of Washington, such provision which may conflict shall be deemed inoperative, and shall be deemed modified to conform to such statutory provision.

19. NON-DISCRIMINATION

In performing under this Agreement, the Advertiser shall not engage in or permit its agents to engage in any discriminatory conduct prohibited by Washington State law or federal law.

20. ACKNOWLEDGEMENT

The parties agree that they have participated jointly in the negotiation and drafting of this Agreement. In the event an ambiguity or a question of intent or interpretation arises with respect to this Agreement, this Agreement shall be construed as if drafted jointly by the parties and in

accordance with its fair meaning. There shall be no presumption favoring or disfavoring any party by virtue of authorship of any of the provisions of this Agreement.

21. AGREEMENT REPRESENTATIVES AND NOTICES

Any formal notice or communication to be given under this Agreement shall be in writing and deemed properly given, if personally delivered, or mailed postage prepaid and addressed to the following representatives:

County:

Clerk of the Board of County Commissioners

314 West Main Street, Walla Walla WA, 99362.

Advertiser:

1025 Warner Ave., Lewiston, ID, 83501

21. ENTIRE AGREEMENT

The parties agree that this Agreement is the complete expression of its terms and conditions. Any oral or written representations or understandings not incorporated in this Agreement are specifically excluded.

The persons executing this Agreement on behalf of the parties hereto warrant that they are duly authorized to execute this Agreement on behalf of said parties and that by doing so the parties hereto are formally bound to the provisions of this Agreement.

Potlatch No. 1 Financial Credit Union



Signature

Chris Loeth

President and CEO, P1FCU

Date signed: _____

Walla Walla County

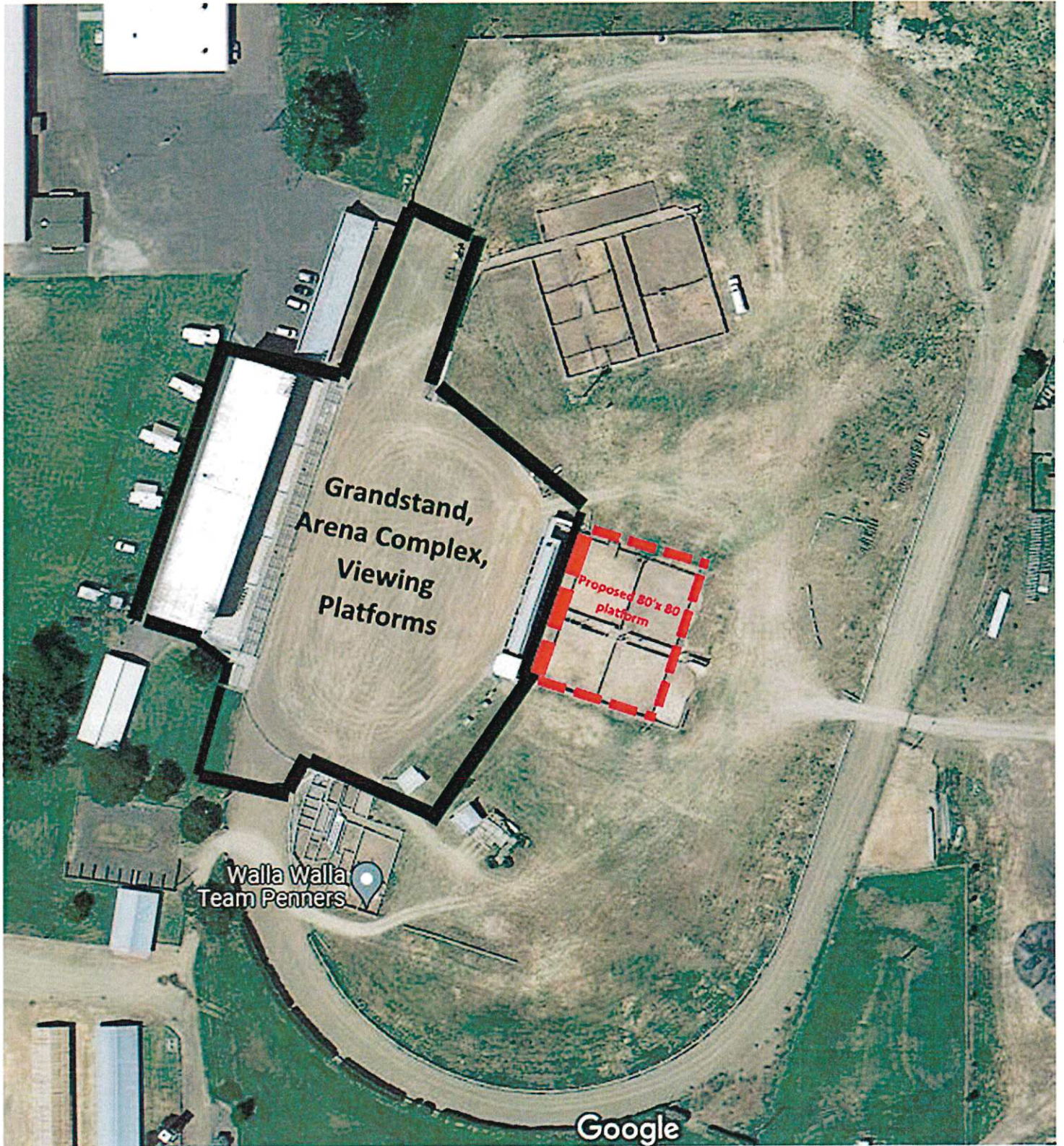
Signature

Todd Kimball

Chair, Board of County Commissioners

Date signed: _____

The Walla Walla County Fairgrounds Grandstand Complex Naming Rights Agreement
Exhibit A



- a) Department update and miscellaneous
- b) **Active Agenda Items:**
 - 1) Possible discussion/decision re: any pending claims against the County
- c) **Action Agenda Items:**
 - 1) Revised job description approval form for Human Resources/Risk Manager
- d) Possible executive session re: qualifications of an applicant for employment and/or review performance of a public employee (pursuant to RCW 42.30.110(g)), collective bargaining negotiations (pursuant to RCW 42.30.140(4)(a)(b)) and/or litigation or pending litigation (pursuant to RCW 42.30.110(i))

- a)** Miscellaneous business for the Board
- b)** Possible executive session re: litigation or potential litigation (pursuant to RCW 42.30.110(i))

2:00 COUNTY COMMISSIONERS

- a) Miscellaneous or unfinished business to come before the Board

- A D J O U R N -

Walla Walla County is ADA compliant. Please contact TTY: (800) 833-6384 or 7-1-1 or the Commissioners' Office at 509/524-2505 three (3) days in advance if you need any language, hearing, or physical accommodation.

Please note that the agenda is tentative only. The Board may add, delete, or postpone items and may take action on an item not on the agenda.