



A VISION FOR THE ISLAND COUNTY FAIRGROUNDS AND A PLAN TO ACCOMPLISH IT

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For The Port of South Whidbey

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To the Commissioners of the Port of South Whidbey:

The essential ingredients for any project are the vision of the end result and the plan to accomplish it. The vision is the cement that holds the plan and keeps it oriented to the end objective. It is the foundation and the plan flows from it.

The plan is dynamic, a tool which provides the path for the project over a period of time, but it must remain a responsive and flexible tool, adapting to events as they unfold, always with an eye to the vision of the project and the end objective it provides. In the ten years of the plan many unforeseen events will impact it and the plan must handle those within the vision, and the broader outline of the plan.

The primary task is to simply understand the vision, adjust it as needed, and commit to it. This agreement is needed both by the Fairgrounds leaders and the larger community for it to be a vital part supporting the plan. It is a commitment to the future of this valuable Whidbey Island asset.

In the vision and plan that that is attached, entitled *A Vision for the Island County Fairgrounds and a Plan to Accomplish It*, I will lay out how I believe the vision can be achieved. It offers three alternative paths or scenarios for how the vision can be made a reality by 2025.

I have spent many years and enjoyed being a participant in many Fairgrounds activities, and I am honored to be able to participate in this way and to contribute to the Fairgrounds future.

Over the last six months I have dedicated myself to learning everything I possibly can about fairgrounds in general and the Island County Fairgrounds in particular. I have visited seven other fairgrounds, talked to many different people about the subject, and observed or participated in most Fairgrounds activities during that time. Added to my history with the grounds and business planning in general, I believe I'm well positioned to see the vision and write this plan.

In the attached plan, there are an almost infinite number of alternatives to the three scenarios describe. I believe, though, that the three chosen are representative of what might be realized.

Thanks again for giving me this opportunity. I have enjoyed it greatly.

A handwritten signature in black ink, appearing to read 'Martin Matthews'.

Martin Matthews

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Table of Contents

<i>List of Tables</i>	<i>v</i>
<i>List of Figures</i>	<i>vi</i>
<i>Acknowledgements</i>	<i>vii</i>
VISION AND OVERVIEW	1
PLAN IMPLEMENTATION	5
Fairgrounds Marketing Plan	5
General Marketing	5
Targeted Marketing	6
Marketing Tasks	6
Fairgrounds Demographics	7
Where Do Users Come From?	7
What are the User Characteristics?	9
What Do Users Like To Do?	10
Fairgrounds Business Plan	11
Hire a Capable Staff	11
Bring in New Business	11
Raise Essential Capital	12
Fairgrounds Renovation Plan	13
Tasks Needed to Renovate the Fairgrounds	14
Prepare Landscaping and Architectural Plans	14
Cleanup and Beautify the Grounds	16
Study Solar Power	16
Upgrade Fairgrounds Signage	16
Repair, Revitalize, and Replace Buildings	17
Handle Storm Water and Bluffs	17
Upgrade Both Kitchens	18
Improve RV Park and Campgrounds	18
Improve and Add Parking	18
Add a Roof to the Arena and Improve the Footing	21
Provide Shelter and Care in Emergencies	21
Using a Volunteer Work Force	21

FAIRGROUNDS FINANCIAL PROJECTIONS	23
Capital Investment	23
Possible Capital Investment Estimates	24
Fairgrounds Revenue	26
RV Park and Campgrounds	26
Major Art Exhibit.....	29
Major Swap Meet / Garage Sale	29
Major Music Concerts and Festivals	30
Weddings	30
Smaller One-Building Events.....	31
Full Fairgrounds Events.....	32
Building Rental	32
Kitchen Rental	33
Boat and RV Storage	33
4-H Programs	34
Equestrian Events	34
Annual Fair	34
Miscellaneous Income	35
Fairgrounds Expense	36
Payroll Expense	36
Utilities Expense.....	36
Marketing Expense	37
Tax Expense	37
Other Expense.....	37
APPENDICES.....	45
A. Fairgrounds Buildings.....	47
B. CERB Requirements	65
C. Relevant Property Information	73
D. Sources of Possible Grants and Loans	77

List of Tables

Table 1: Cumulative Projected Loss or Surplus.....	3
Table 2: Possible Capital Investment Estimates	3
Table 3: Attendance Distribution by ZIP Code.....	8
Table 4: Interest in Events	10
Table 5: Vision Paths	12
Table 6. Possible Implementation Task Scenarios	15
Table 7: Estimated Capital Investment Scenarios	25
Table 8: RV Park Revenue stream	28
Table 9: Major Art Event Revenue.....	29
Table 10: Major Swap Meets and Garage Sales Revenue	30
Table 11: Major Music Concerts and Festivals Revenue	30
Table 12: Weddings Revenue	31
Table 13: Receptions and Smaller Events Revenue	32
Table 14: Full Fairgrounds Events Revenue	32
Table 15: Building Rental Revenue	32
Table 16: Kitchen Rental Revenue	33
Table 17: Boat and RV Storage Revenue	34
Table 18: 4-H Program Revenue	34
Table 19: Equestrian Revenue	35
Table 20: Annual Fair Revenue	35
Table 21: Miscellaneous Revenue	35
Table 22: Fairgrounds Financial Projection – Conservative	38
Table 23: Fairgrounds Financial Projection – Middle-of-the-Road.....	40
Table 24: Fairgrounds Financial Projection – Aggressive	42
Table 25: List of Fairgrounds Buildings and Areas	47
Table 26: Fairgrounds Plan Jobs Creation—Conservative	69
Table 27: Fairgrounds Plan Jobs Creation—Middle-of-the-Road	70
Table 26: Fairgrounds Plan Jobs Creation—Aggressive.....	71

List of Figures

Figure 1: Cumulative Projected Loss or Surplus	3
Figure 2: Possible Capital Investment Estimates	3
Figure 3: Attendee ZIP Code Distribution	8
Figure 4: Median Age	9
Figure 5: Educational attainment	9
Figure 6: Mean Income	9
Figure 7: Event Interest.....	10
Figure 8: Fairgrounds Current and Potential Parking Areas	19
Figure 9: Kwarsick 30 Vehicle RV Park Plan	26
Figure 10: RV Park / Campground Growth	27
Figure 11: September 2015 Fairgrounds Wedding.....	31
Figure 12: Thanksgiving Dinner in the Pole Kitchen and Dining Room	33
Figure 13: Fairgrounds Financial Projection – Conservative	39
Figure 14: Fairgrounds Financial Projection – Middle-of-the-Road	41
Figure 15: Fairgrounds Financial Projection – Aggressive	43
Figure 16: Island County Fairgrounds from Google Earth	48
Figure 17: Fairgrounds Current and Potential Parking Areas	75

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To all I send a heartfelt thanks!

A VISION FOR THE ISLAND COUNTY FAIRGROUNDS AND A PLAN TO ACCOMPLISH IT

VISION AND OVERVIEW

The Island County Fairgrounds is a unique and valuable community asset that provides Whidbey Island with the space, buildings, and infrastructure to carry out the Whidbey Area Fair, the programs of 4-H, and provides opportunities for economic development. At the heart of the Fairgrounds is respect for its heritage and historic buildings and the unique rural character and environment of Whidbey Island and the City of Langley.

During the next ten years the Island County Fairgrounds will become an attractive and vibrant community gathering place for recreation, education, and entertainment in addition to hosting the Whidbey Area Fair and many 4-H activities. It will also be an active source of economic enhancement and stimulation for the area while becoming financially independent. In doing this it will retain public respect, the historic preservation of its buildings, and exemplify all the best of Whidbey Island.

The Fairgrounds at the end of this plan, in 2025, will have:

- An enhanced Whidbey Area Fair bringing in increasingly more fairgoers and revenue with renovated buildings, enhanced and beautified grounds with a common theme and “look,” an upgraded RV Park, and improved parking.
- Frequent, exciting, and inviting events including music festivals, garage and yard sales, wine and cheese tasting, gardening shows, auto shows, and farm-to-table events on attractive grounds and in appealing, heated buildings.
- Many equestrian events and other outdoor exhibits in a multipurpose arena with improved arena footing.
- Numerous weddings, receptions, parties, conferences, and exhibits in renovated, heated buildings.
- An attractive RV Park and Campgrounds with its own bathroom facilities and improved, winterized hook ups with 50 amp power, water, and sewer for all RVs.
- Adequate auto parking that provides a good revenue source.
- Increased building and grounds rental with full time use of both commercial kitchens and longer term leases for several of the buildings.
- A committed and dedicated volunteer work force (similar to Hearts and Hammers) that will draw the community closer to the Fairgrounds and help with maintenance needs.
- A facility available to the general public for shelter and care during emergencies.

The plan to fulfill this vision for the Fairgrounds can be summarized in four major efforts:

- Acquiring funds necessary for capital and operating needs in order to renovate the Fairgrounds and bring it up to where it needs to be to attract events, activities, and rentals for several areas of the buildings and grounds.
- Finding and hiring a Fairgrounds manager of considerable talent and skill, motivated to fulfill this vision, experienced in easily working with and managing others as well as with significant projects, and able to manage the growth over the coming years.
- Carrying out a major marketing campaign while enlisting the support and backing of the community and bringing in substantial new business with community forums, a new web site, social and traditional media tools, and public relations efforts.
- Creating detail architectural and landscaping themes and plans, and undertaking the work called for in those plans for an extensive upgrade of the Fairgrounds while keeping many of the buildings and respecting the historical heritage of the grounds.

Since its inception, the Fairgrounds' major focus has been the annual Fair, 4-H programs, and equestrian events. The buildings and infrastructure were constructed for those purposes and that has been their primary use. Over the last number of years the Fair, 4-H, and sporadic other uses have not provided the income needed to maintain the buildings and the County has been unable to make up the difference. As a result, the buildings have increasingly fallen into disrepair and some of the proposed new uses require changes, including remodeling, heating, and electrical work.

Reversing this trend will be accomplished in stages over a period of five to ten years depending on how quickly the money can be raised, the work can be done, and the success of the marketing effort. In all cases, absent some major windfall, the Fairgrounds will operate at a loss for two or more years, and require a major capital investment.

To compensate for the unknowns in implementing this plan, as just described, three alternative financial projections and capital investment estimates have been prepared covering conservative, middle-of-the-road, and aggressive projections and estimates. Table 1 and Figure 1 show the cumulative loss or surplus over ten years for each of the alternates. Also, a significant capital investment will need to be made to renovate the Fairgrounds as shown with three possible capital investment estimates in Table 2 and Figure 2. The detail behind these numbers is discussed later in this document in the Fairgrounds Financial Projections section.

The numbers in the revenue and expense projections and especially in the capital investment estimates are only representative of possible outcomes and are not statements of what necessarily will happen. The capital investments in particular are subject to financing, inflation, and priority at the time they are considered.

Table 1:	Fairgrounds Cumulative Loss or Surplus					
	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Conservative	\$ (70,379)	\$ (142,588)	\$ (206,576)	\$ (228,105)	\$ (206,921)	\$ (102,434)
Middle of the Road	\$ (54,180)	\$ (121,799)	\$ (164,206)	\$ (165,798)	\$ (121,482)	\$ 14,563
Aggressive	\$ (73,909)	\$ (132,992)	\$ (162,845)	\$ (114,775)	\$ 11,365	\$ 228,232

Figure 1: Fairgrounds Cumulative Loss or Surplus

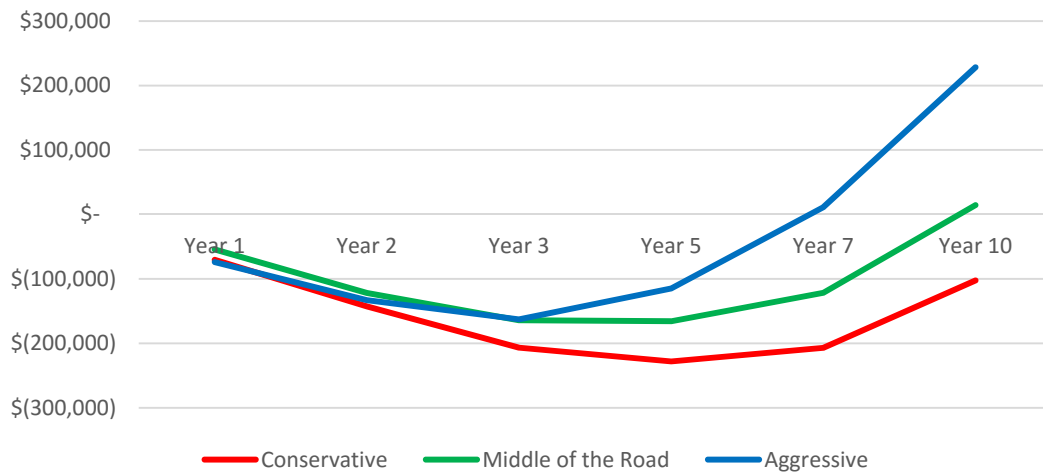
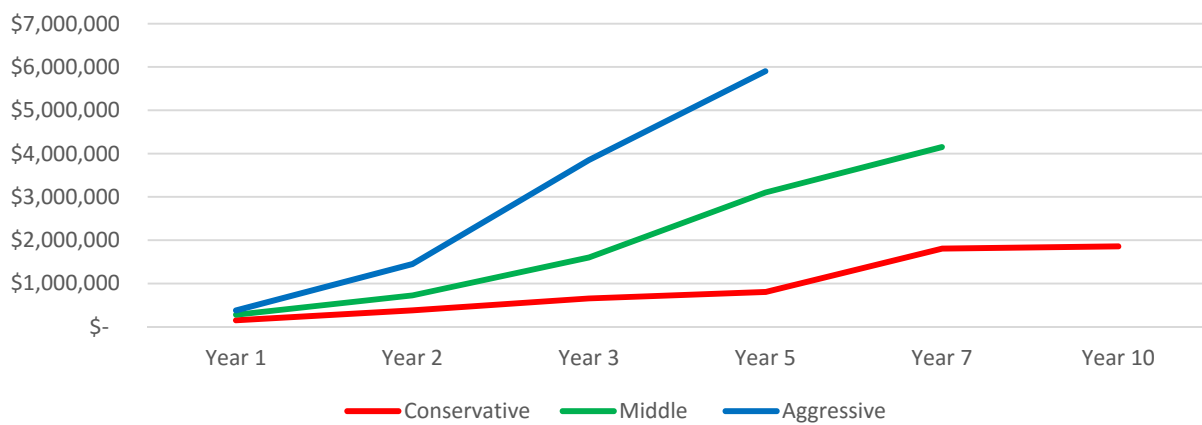


Table 2:	Possible Capital Investment Estimates					
	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Conservative	\$ 150,000	\$ 380,000	\$ 655,000	\$ 805,000	\$ 1,805,000	\$ 1,855,000
Middle	\$ 280,000	\$ 725,000	\$ 1,600,000	\$ 3,100,000	\$ 4,150,000	
Aggressive	\$ 380,000	\$ 1,450,000	\$ 3,850,000	\$ 5,900,000		

Figure 2: Possible Capital Investment Estimates



Carrying out this plan will require significant dedication to the vision and adherence to the plan by all the individuals involved with this project, but most importantly by the Fairgrounds Manager. It will also take significant perseverance. The lines in Figure 1 may look encouraging, but in reality that smooth path seldom happens and all involved have to be ready for some lows along with the highs. The Fairgrounds is a complex entity with buildings approaching 80 years old and many passionate people who have invested a good part of their lives into it. With effort and care and a willingness to work through unknown but probable road blocks, the vision described here can be achieved and provide Whidbey Island with an asset of substantial value.

The greatest benefit of this plan is the economic impact it will have on Whidbey Island, the South Whidbey community, the City of Langley, and on the Fairgrounds itself. As the Fairgrounds activities and revenue grow, it will need to add staff and more people will be drawn to Whidbey Island, South Whidbey, and the City of Langley, increasing tax dollars, the use of hotels, motels, inns, and B&Bs, as well as restaurants, drinking establishments, shops, and other establishments. This in turn causes the related establishments to add employees and create new establishments, with significant economic impact to all involved. This impact, which creates at its peak over 113 jobs is shown in the tables in Appendix B.

The current leasee of the Fairgrounds, the Port of South Whidbey, is in a strong position to oversee the Fairgrounds throughout the implementation of this plan because:

- Its primary mission is economic development and it can see the importance of the Fairgrounds as a part of the overall community's economic development.
- Its management structure is headed by elected officials.
- It has an on-going organizational structure with legal responsibilities accountable to the public.
- It has taxing authority and the ability to raise funds through taxing and debt instruments tied to taxing.
- It is independent of the Whidbey Area / Island County Fair and its history, or any other organization, and therefore able to be more neutral in its perspectives.

The return on the very sizable investment proposed in this plan is that the community asset that is the Fairgrounds, is restored and re-invigorated for the community's use and enjoyment. A community needs inviting and enjoyable gathering sites of various sizes and qualities. The vision that is the foundation of this plan is to provide such a community site at the Fairgrounds.

PLAN IMPLEMENTATION

The Fairgrounds Plan is the means of realizing the vision. It has three components:

- A marketing plan
- A business plan
- A renovation plan

The implementation of these three plans will produce the projected financial results and capital needs described in the Fairgrounds Financial Projections later in this document.

Fairgrounds Marketing Plan

Effective marketing and promotion of the Fairgrounds is as important as anything else to be done. Through marketing people can learn about the Fairgrounds and become aware of its resources and strengths, as well as its activities and opportunities. It is the way that the Fairgrounds communicates with the greater community and is communicated about.

The purposes of Fairgrounds marketing are:

- To improve the general awareness of the Fairgrounds and its resources with an underlying aim to establish an appreciation for and a community ownership in the Fairground.
- To create an interest in the Fairgrounds events, buildings, and activities.
- To bring people to the Fairgrounds for all that it offers.
- To create partnerships and alliances with other businesses and resources for mutual benefit.

Marketing will be in two forms:

General Marketing

General marketing and promotion of the Fairgrounds will be done to bring in event planners, full-Fairgrounds events (where multiple buildings and sites are used), community activities such as meetings, receptions, and other building uses, and to interest people in volunteering on the Fairgrounds. General marketing will have these components:

- An interactive web site that promotes all aspects of the Fairgrounds with pages on its history, buildings, activities of its full time renters, and major events put on by the Fairgrounds itself. It will include a calendar of events and activities, a blog, links to related web sites, means to communicate, and alerts and special notices.
- A comprehensive set of social media tools including a Fairgrounds Facebook page, Twitter and Instagram feeds, blogs, and e-mail blasts.

- Full use of traditional media including newspaper and magazine articles and ads, as well as outdoor advertising in the form of signage and banners.
- Public relations efforts including holding public forums, discussion groups, and focus groups, as well as building partnerships and other relationships and participating in community activities.

The public forums, discussion groups, and focus groups will be used to explain the plan, listen to the public, get their feedback, seek public acceptance, and generally involve the public in the Fairgrounds and its restoration. It will also be used to involve the public in the Fairgrounds volunteer work force and get ideas for alternative names for the Fairgrounds and for the volunteer group.

In this plan “Fairgrounds” has been used to refer to the property, buildings, and infrastructure, but a new name might be sought that will be more resonant with the broader community use. A new name will bestow a different image and expectations to the site.

Targeted Marketing

Targeted marketing will be done to bring in RV parking, weddings, Equestrian activities, use of the commercial kitchens, and Fairgrounds sponsored events. Targeted marketing will have these components:

- Targeted web pages for the RV Park, the commercial kitchens, and event usage of the buildings, the arena, and grounds, all tied to an interactive calendar, and a one-source reservation system that eventually includes event, ferry, and parking/RV fees.
- Posting on Facebook, Twitter, and Instagram, as well as blog entries and e-mail blasts that address related target markets and both opportunities and events on the Fairgrounds. These link directly to the specific web pages about the event.
- Magazine, newspaper, and placed brochure advertising for particular target markets such as RV and motorcycle clubs, equestrian groups, auto clubs, and various collector groups.
- Attend various events and gatherings to promote the Fairgrounds in a number of groups, such as bridal shows, equestrian meetings, auto and RV clubs, and a myriad of community groups.
- Entries and links to other Whidbey Island websites including chambers of commerce, visitor bureaus, and other supporting entities.

Marketing Tasks

The specific marketing tasks that are needed to adequately promote the Fairgrounds include, in the order of their importance:

- Explain this plan to the community through articles, community forums, individual meetings, and holding a party on the grounds to acquaint people with the property.
- Create a first class web site with the necessary pages and required applications for event and activity promotion with an alert system (email for upcoming events), RV Park and event promotion and reservations, kitchen and space scheduling and rental, and links to the Fair, the Port, and to long-term tenants' sites.
- Build a social media network with a Facebook page, Twitter and Instagram feeds, blogs, and email blasts.
- Generate traditional media advertising for local and regional newspapers and magazines including writing or prompting them for articles.
- Prepare signage and banners for the Fairgrounds and the City of Langley to promote the grounds and events it or its long-term tenants are sponsoring.
- Develop brochures for the Fairgrounds RV Park, wedding venue, sponsored events, and equestrian facilities, and place these brochures on ferries, B&Bs, hotels, motels, and restaurants.
- Attend shows and exhibitions, such as wedding shows and equestrian gatherings, to promote the Fairgrounds venue.
- Participate and work with other local and governmental organizations to support their efforts, tap their resources, develop partnerships and synergistic relationships, and reach shared audiences.

Throughout the rejuvenation of the Fairgrounds, marketing will recognize and promote the many changes to the Fairgrounds such as beautification, heating of buildings, added parking, RV Park and campgrounds upgrade, and the covering of the arena, to build on those accomplishments.

Fairgrounds Demographics

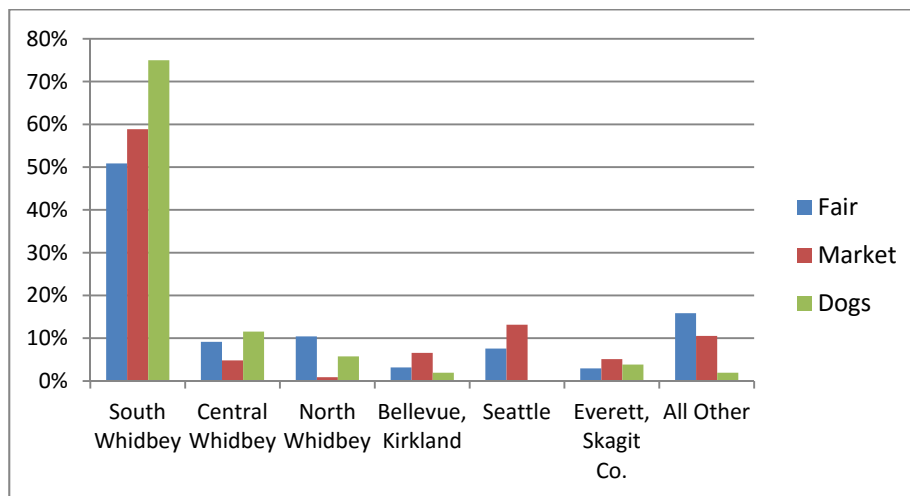
For Fairgrounds marketing to be effective it must fully understand and focus on the people and organizations who will use it. The Fairgrounds is located on the south end of Whidbey Island within the boundaries of the South Whidbey School District and the City of Langley. To understand the people who might attend events and participate in activities at the Fairgrounds, a number of sources were reviewed and several surveys were taken to answer three questions: where do these people come from, what are their characteristics, and what do they like to do.

Where Do Users Come From?

The first step was to see where people who have or might visit the Fairgrounds come from by collecting their ZIP codes. This was done through surveys taken at the 2015 Whidbey Area Fair, the 10-17-2015 Bayview Farmers Market and the 10-24-2015 Bayview Mutt Strut. The distribution of ZIP codes in these three surveys is shown in Table 3 and Figure 3.

Table 3: Attendance Distribution by ZIP Code

	Fair	Market	Dogs
South Whidbey	51%	59%	75%
Central Whidbey	9%	5%	12%
North Whidbey	10%	1%	6%
Bellevue, Kirkland	3%	7%	2%
Seattle	8%	13%	0%
Everett, Skagit Co.	3%	5%	4%
All Other	16%	11%	2%

Figure 3: Attendee ZIP Code Distribution

Approximately 50% of the people who use the Fairgrounds come from the South Whidbey Island area defined by the Clinton, Langley, and Freeland ZIP codes, approximating the South Whidbey School District. In the 2010 Census this area had a population of 15,336 and a growth of 0.95% per year.¹

Approximately 20% of Fairgrounds users come from the remainder of Whidbey Island, the area north of South Whidbey defined by the Greenbank, Coupeville, and Oak Harbor ZIP codes and the Coupeville and Oak Harbor school districts. The total 2010 Census population for this area is 47,509 with a growth of 0.75% per year.

The remaining 30% of Fairgrounds users come from off the island, about half from the greater Puget Sound area, including the cities of Everett, Bellevue, and Seattle, and the remainder from all other areas. The vast majority of these come to the Island via the Washington State ferry from Mukilteo to Clinton. The total Mukilteo-Clinton riders in 2014 were 3,834,967,² of which the percentage of westbound riders traveling for recreational

¹ Source: 2010 Census from the U.S. Census Bureau's American FactFinder

² Source: Washington State Ferries annual 2014 Traffic Statistics Rider Segment Report dated 1/22/2015

purposes is 28%, representing 1,108,268 riders or “visitors” to the island. Of these visitors, roughly 60%, or 665,000,³ stay in South Whidbey. This is growing at about 0.5% per year.

In summary, using the projected growth rates, the 2016 population from which the Fairgrounds can draw visitors is:

- 50% from South Whidbey Island with 16,230 people, growing at 0.95% / year
- 20% from the rest of Whidbey Island with 49,680 people, growing at 0.75% / year
- 30% from visitors off the Clinton ferry with 670,632 people, growing at 0.43% / year

While these growth rates do not seem large, the existing populations are still large enough to get significant growth.

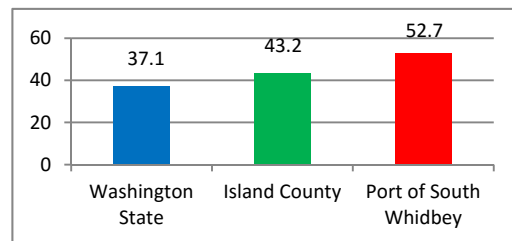
What are the User Characteristics?

To help determine the types of events and activities to be held on the Fairgrounds and how to aim the promotion of those events, both in terms of the type of media to use, as well as the content of the media, the following demographics were reviewed.

A study was done for the Port of South Whidbey by BST Associates in 2013 using the data in the U.S. 2010 Census (the geographic area of the Port of South Whidbey is approximately the same as the South Whidbey School District and the ZIP codes of Clinton, Freeland, and Langley). Among their findings are:

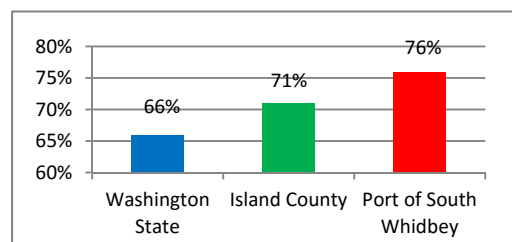
The median age is older in the Port’s area at 52.7 years, compared to 43.2 in Island County, and 37.1 in Washington State.

Figure 4: Median Age



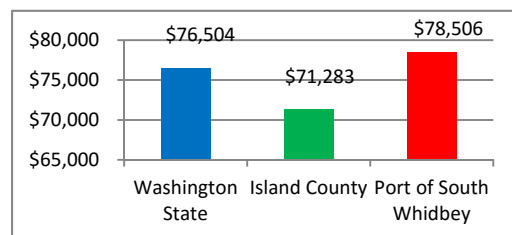
The educational attainment is greater in the Port’s area, with 76% having some college, vs. 71% in Island County, and 66% in Washington.

Figure 5: Educational attainment



The mean income is greater in the Port’s area at \$78,506 per year, compared to \$71,283 in Island County, and \$76,504 in Washington.

Figure 6: Mean Income



³ Source: Washington State Ferries 2013 Origin-Destination Travel Survey, dated August 2014

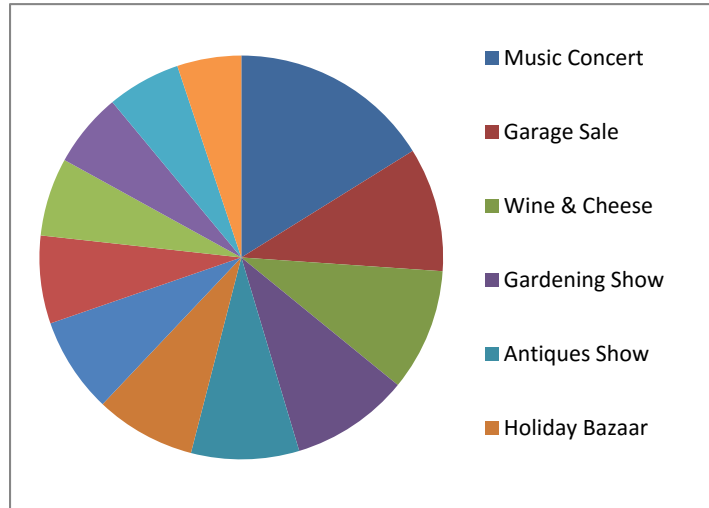
What Do Users Like To Do?

In surveys done during the 2015 Choochokam and Whidbey Area Fair, people were asked what kind of events will draw them to the Fairgrounds outside of the Fair. A total of 1307 votes were cast with the results shown in Table 4 and Figure 7.

Table 4: Interest in Events

Event	Votes	Percent
Music Concert	211	16%
Garage & Yard Sale	130	10%
Wine & Cheese	128	10%
Gardening Show	124	9%
Antiques Show	113	9%
Holiday Bazaar	105	8%
Auto Show	100	8%
Dog Show	92	7%
Major Art Exhibit	82	6%
Bicycle & Cycling	78	6%
Guns and Ammo	77	6%
Gourmet Dinner	67	5%
	1307	

Figure 7: Event Interest



Fairgrounds Business Plan

The success of the business plan depends on three tasks:

- Hire a capable staff. Even with the best plan, if the staff is not up to making it happen, it won't work. So this task, *which has to be the first one*, is really the most important one.
- Bring in new business, which is critical to the ability of the Fairgrounds to become financially independent. This, of course, in some cases, is dependent on renovating the Fairgrounds to attract the new business.
- Raise essential capital to fund the renovations of the Fairgrounds and its buildings, which is necessary to attract new businesses and to reduce maintenance costs.

Hire a Capable Staff

To accomplish the work and bring in the new opportunities will require unique, highly skilled individuals to carry it out and exceptional cooperation among a number of organizations. The State of Washington, Island County, the City of Langley, the Port of South Whidbey, and the Island County Fair Association must work together and in the closest possible harmony to realize this common vision. The person managing the Fairgrounds must have outstanding skills to facilitate bringing these organizations together while focusing on accomplishing the tasks needed to fulfill the vision. Hiring, motivating, and retaining the best possible management and staff will also result in:

- Providing excellent customer service
- Maintaining the buildings and grounds so they look and function the very best possible
- Handling finances to prudently maximize revenue and minimize expenses.

Bring in New Business

The Fairgrounds has numerous new and existing Fairgrounds business opportunities with economic potential, including the following:

- Rental of RV / Campground sites
- Major new events including festivals, expositions, conferences, and shows
- Community swap meets, garage sales, and yard sales combined with food and beverage sales
- Smaller events such as weddings, receptions, auctions, and parties
- Rental of both kitchen time and available building space
- Revenue opportunities from 4-H, equestrian activities, and the Fair

There are four possible paths over the next ten years that can be followed by the Fairgrounds to realize these opportunities, only three of which accomplish the vision to varying degrees. These are shown in Table 5:

Table 5: Vision Paths

As Is	Conservative	Middle	Aggressive
Make few changes to the Fairgrounds; handle only urgent needs	Slowly implement changes, putting off major changes until later years	Implement changes more rapidly, spreading work out over seven years	Quickly implement changes completing planned changes by year five
Focus on the Fair and 4-H and do not significantly add other revenue streams	Bring in the easiest revenue items first, putting off events requiring more extensive changes	As changes are made, bring in new revenue activity on a more even basis.	Bring in new revenue at a rapid pace as changes are made
Continue the current trend of increasing losses	Begin to turn around the Fairgrounds' losses, but don't achieve positive income until the seventh year	Turn around the Fairgrounds' losses so that positive income is achieved in the sixth year	Turn around the losses so that positive income is achieved in the fourth year
Require very little capital investment	Require little capital investment at first, but growing over the ten years	Require a relatively constant level of capital investment over seven years	Require all capital investment in the first five years
Require increasing funding from outside the Fairgrounds	Slowly decrease outside funding	Rapidly decrease outside funding, ending in year five	Require outside funding only in the first-three years.

All three paths that lead to fulfilling this vision must:

- Implement the Marketing Plan described earlier
- Use the Marketing Plan to gain the support of the community and bring in new events, activities, and rentals that can be reasonably carried out on the Fairgrounds to improve its revenue
- Make the changes needed to the Fairgrounds buildings and grounds to attract the income envisioned, as described next in the Fairgrounds Renovation Plan
- Prioritize the changes according to the urgency of the change and the expected impact on revenue.
- Raise the funds needed to both make the needed changes, as well as cover the intermediate losses while the Fairgrounds is brought up to self-sustainability.

Raise Essential Capital

Since the Fairgrounds does not and will not for several years make enough money to support itself, let alone refurbish and renovate its buildings and grounds, the money to do that must be raised as one of the first essential tasks. There are a number of sources including State and Federal grants and loans, of which the Fairgrounds qualifies for a number (see Appendix D for a list of possible grants and loans), County funds, Port tax

money, various debt instruments through the Port, and fund development including donations, private grants, capital projects, building sponsors, special events, and endowments. A number of these sources need to be worked together to see which ones will be successful and bring in money as soon as possible. Also, several joint-sources may be needed to cover larger projects. Slightly mitigating this need is the plan to use a volunteer work force on as many projects as possible. See the discussion of this in *Fairgrounds Renovation Plan* next.

Fairgrounds Renovation Plan

The Fairgrounds, over the last several decades, has not made or received enough money to properly maintain and bring the buildings and grounds up to date. Also, the necessary effort and money has not been expended to bring in non-Fair users and events that will help the financial situation, and the deterioration of the grounds has not supported that. Many of the buildings were built for a special purpose during the Fair and have very limited use and income ability the rest of the year. Many of the buildings were built inexpensively, causing them to have a shorter life cycle and a number are ending their lifespan.

The small size of the grounds has put serious limitations on the available parking, and thus the size of events. Likewise, the size and condition of the RV Park has diminished the level of income it can support.

Finally, the Langley and South Whidbey community has not seen the diamond-in-the-rough that is the Fairgrounds and taken ownership in it.

To overcome this situation and upgrade the Fairgrounds to where it will accomplish the vision will require accomplishing many of the following tasks in approximately the order given:

- Prepare landscaping and architectural plans to create a cohesive vision for what will be implemented for the entire Fairgrounds over the term of this plan.
- Cleanup and beautify the grounds with landscaping and painting, including trimming or removing the trees that overhang the property and buildings on the west side.
- Conduct a study on bringing solar power to the Fairgrounds.
- Improve the Fairgrounds signage to promote the features and events on the grounds.
- Repair and revitalize some of the buildings and infrastructure, aiming to accommodate multiple uses where feasible.
- Handle storm water runoff and drainage, and bluff stabilization.
- Upgrade both kitchens with additional refrigeration and other equipment including dishwashers, slicers, and mixers.
- Add insulation and heat to several buildings.
- Add restrooms with showers and year-around water hookups to the Campgrounds.

- Improve and add to the campgrounds 50 Amp power, water, and sewer hookups and more sites.
- Improve and add parking.
- Add other restrooms as needed for the increased attendance at events.
- Replace buildings that are ending their useful life with multipurpose buildings that not only handle the previous functions but other functions that will bring in revenue.
- Add a roof over the arena and bleachers, and improve the arena footing, the ground that makes up the arena floor.
- Upgrade the facilities to accommodate community emergency situations.

This work will be accomplished through a combination of a community volunteer work force program (similar to Hearts and Hammers), sponsorships, contributions, and private, County, State, and Federal grant and loans programs, and other fund raising sources.

The proposed changes to the Fairgrounds listed above will be implemented over a period of time of five to ten years depending on the availability of funding and the time to do the work. An overview of three possible sets of tasks and implementing schedules is shown in Table 6.

The tasks identified in each time period are divided between those that are known and those yet to be determined. The known tasks are ones that must be done either urgently, for safety or legal reasons, or because of the potential for added revenue. There are other tasks which have been vaguely identified, which will be more precisely described and prioritized in the architectural and landscaping plans yet to be done. These other tasks are identified in Table 6 as “General renovation #1 through #4.”

Note that while Table 6 and the financial projections and estimates show some to many tasks starting off almost immediately in “Year 1,” they may actually start in year 2 or later due to the time it may take to hire the manager, acquire funding, contract for the architectural and landscaping plans, and complete those plans. This delay is very possible and should not change the end result of the plan by year 10.

Tasks Needed to Renovate the Fairgrounds

The tasks that are listed above represent a broad range of items that may be done to renovate the Fairgrounds. Some of the thought and reasoning of why these specific tasks are recommended is described in the following paragraphs.

Prepare Landscaping and Architectural Plans

As stated earlier and shown as one of the first tasks in each of the plan variants above, procuring landscaping and architectural plans is a very important first step to carrying out this plan. The plans make sure that there is a common theme, tied into the renovation of

Table 6. Possible Implementation Task Scenarios

Year	Conservative	Middle	Aggressive
Year 1	Get architectural and landscaping plans. Begin cleanup and beautify; Improve signage; General renovation #1; Heat Burrier-west;	Get architectural and landscaping plans. Begin cleanup and beautify; Improve signage; Upgrade kitchens; General renovation #1; Heat Burrier-west; Handle storm water and bluffs;	Get architectural and landscaping plans. Begin cleanup and beautify; Improve signage; Upgrade kitchens; General renovation #1; Heat Burrier-west; Handle storm water and bluffs; Renovate Pole dining room; Renovate and remodel Coffman;
Year 2	Upgrade kitchens; Handle storm water and bluffs; Renovate Pole dining room; Renovate and remodel Coffman;	Renovate Pole dining room; General renovation #2; Renovate and remodel Coffman; Add restrooms to Campgrounds; Improve RV layout and hookups; Heat all of Pole;	General renovation #2; Add restrooms to Campgrounds; Improve RV layout and hookups; Heat all of Pole; Renovate restrooms; Heat Malone; Add parking;
Year 3	General renovation #2; Add restrooms to Campgrounds; Improve RV layout and hookups; Renovate restrooms;	Renovate restrooms; Heat Malone; Add Solar power; Add parking; General renovation #3;	Add Solar power; General renovation #3; Replace Turner and Burrier; Cover arena & replace footing; Replace Horse 1, 2, and 3;
Year 5	Add Solar power; General renovation #3;	Replace Turner and Burrier;	Replace Cattle and Grandstand; General renovation #4;
Year 7	Replace Cattle and Grandstand;	Replace Cattle and Grandstand; General renovation #4;	
Year 10	General renovation #4;		

the buildings and the landscaping to enhance the beauty of the whole fairgrounds and give it a cohesive feel. Also, the plans will include ways to make fair-only buildings suitable for alternative uses to enable them to add revenue outside of the Fair.

Architectural plans must use a specialized architect who is familiar with working with historic buildings to make sure renovations are to code and follow the historic alternations requirements. The architect needs to make the buildings attractive, safe, secure, and fresh,

suggesting ways to make the most out of what is already there while recognizing when something has to be replaced or remodeled.

Cleanup and Beautify the Grounds

Landscaping and additional painting of the facilities are among the most obvious and least expensive ways to make the Fairgrounds more attractive and inviting for people to attend events. With the landscaping and architectural plans in hand, landscaping can begin. This will create a feeling of change and rejuvenation. Landscaping can also help to create a brand by following a theme throughout the elements of the fairgrounds and buildings, such as “the village by the sea” with a nautical theme (also to reflect the Port) or Whidbey Island Native Americans with Pacific NW totem poles at selected sites and native art on buildings. Landscaping can provide many smaller projects that can be done by volunteers (see “Using a Volunteer Work Force” later in this document) and can add to sustainability with rain gardens and plants to reduce water run-off. It can raise awareness of the Fair’s dedication to the environment and beauty. It can help stabilize the grounds with attractive walls and planters in critical places. This work will also include trimming or removing the trees that overhang the property and buildings on the west side of the Fairgrounds.

Study Using Solar Power

The Fairgrounds currently spends over \$10,000 a year on electricity and it is possible that this could be all but eliminated by investing approximately \$100,000 in a solar power installation. Another local institution has done almost exactly that. To determine if this is feasible and can make a good return, a study needs to be conducted at a cost of approximately \$3,000. There are grants available to do this study, as well as grants and loans for the purchase and installation of a solar power array (see Appendix D). Also, it is possible for an investment group to pay for the study and the purchase and installation of the solar array. In this case the Fairgrounds would get almost free power and the investors would get the tax credits and the income from selling surplus power. This is the set up with the solar arrays at the Greenbank Farm. One obstacle that needs to be studied is that almost all the roofs on the Fairgrounds are oriented east-west and the most efficient power generation is on south facing roofs. It may be that the Midway food booths, which have south-facing roofs could be used for this purpose if they are sturdy enough.

Upgrade Fairgrounds Signage

The current Fairgrounds signage promotes the Fair but has no room for or ability to promote other events or features on the grounds. This is important for the events and features to get the public interested in them and to attract the events in the first place. New signage that accomplishes these objectives is not expensive and is an important part of an advertising program.

Repair, Revitalize, and Replace Buildings

Repairing, revitalizing, and replacing buildings and infrastructure, aiming to accommodate multiple uses when feasible, but with an overall aim of making the buildings more usable and income-producing year around. Appendix A describes each of the buildings and the work that needs to be done with each to give them greater use and to prolong their life. Some of the reasoning behind the work recommended in this plan that is spread over a five to ten year period is as follows:

- Remodel, insulate, and heat the Pole building dining room to improve its attractiveness and year-around use bringing dinners, meetings, conferences, and possibly an ongoing eating and drinking establishment.
- Insulate and heat the west side of the Burrier to keep and upgrade the current tenant.
- Remodel and renovate the Coffman building main room and bathrooms to improve its attractiveness and usefulness for exhibits, presentations, and meetings.
- Upgrade and remodel bathrooms “A” and “B” to improve their attractiveness and usefulness and remove a major negative on the Fairgrounds.
- Renovate, insulate, and heat the Pole main auditorium and stage to improve its year-around usefulness for concerts, dances, auctions, and shows.
- Renovate and heat the Melone building for year-around use for quilting displays and exhibits.
- Remove and replace the Turner and Burrier buildings with a new single buildings that can be used during the Fair for the existing commercial, cooking, baking, and art exhibits, and for events and expos the rest of the year.
- Remove and replace horse barns 1, 2, and 3 with one or two new barns that provide better and more usable stalls, remove deteriorating buildings, and, with movable stalls, provide multi-use capability.
- Remove and replace the Cattle building and the Grandstands and replace them with one or two new buildings that can be used for cattle and alpacas, and possibly other animals, during the Fair, and can then, with removable pens, be used for events, and storage the rest of the year.

Handle Storm Water and Bluffs

For several decades storm water mitigation and bluff stabilization has been recognized as a major problem with the Fairgrounds. During heavy rains the arena floods and water can enter and even flood buildings, as seen with the flooding in Coffman and water running through Turner last fall. Also the bluffs to the east of the Coffman building and the Sheep barn and those to the west of the Horse, Cattle, and Goat barns are unstable and could collapse. In 1996 the County hired professional engineers to study the situation and design a plan to handle the problems. The plan was completed, but the work wasn’t carried out. The plan only handled storm water in the southern half of the Fairgrounds. A plan needs to

be developed and implemented to handle the entire Fairgrounds to both protect it and make it usable year-around without damage.

Upgrade Both Kitchens

A survey carried out by Goosefoot indicated a significant need for commercial kitchens on South Whidbey. The Fairgrounds has two such kitchens, and as people have become aware of them in recent months, they have increasingly been used. To get the fullest use of them, additional refrigeration, dry storage, and other equipment including dishwashers, slicers, and mixers need to be added.

Improve the RV Park / Campgrounds and Add Restrooms

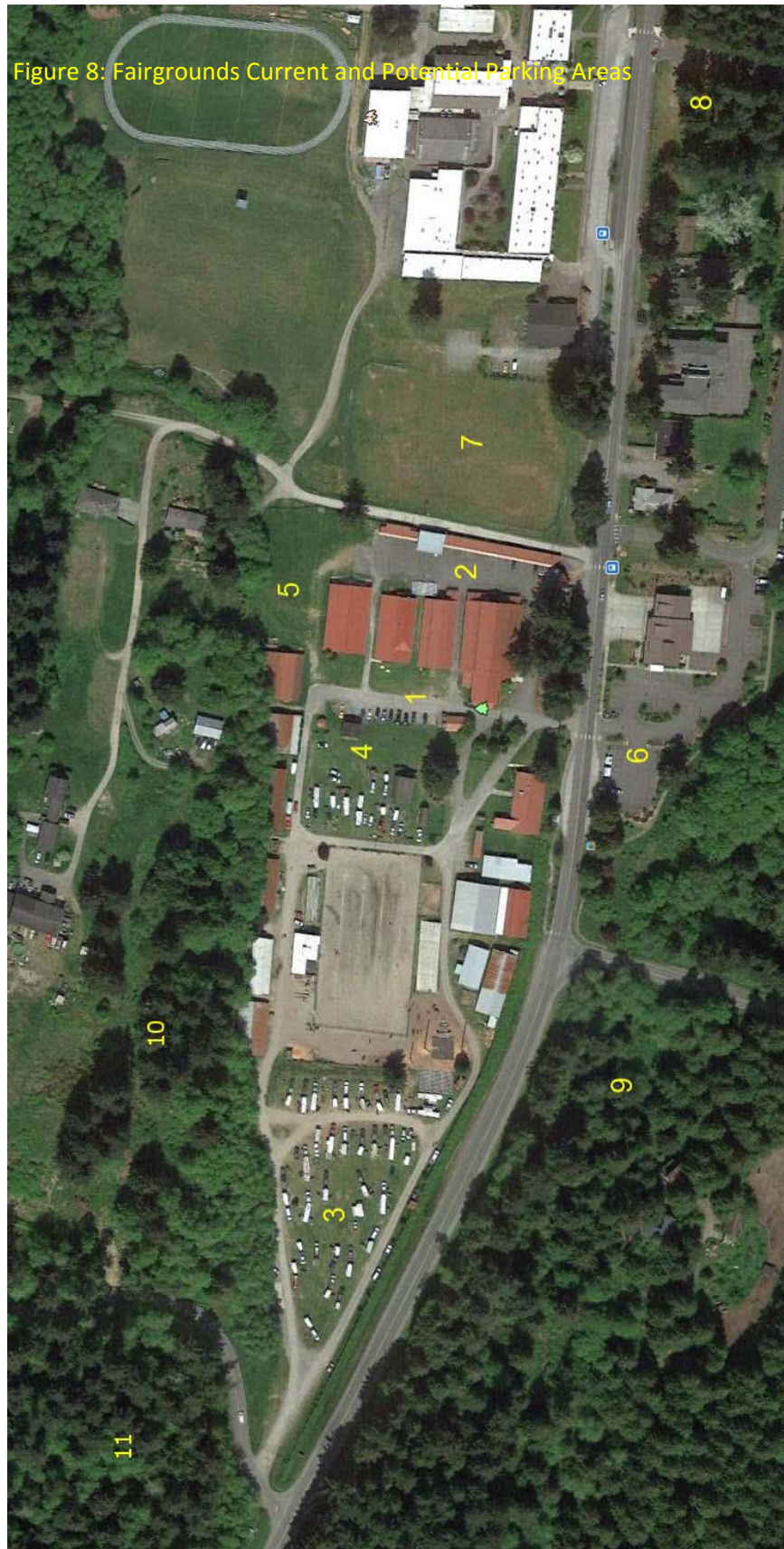
The RV Park and Campgrounds represents a major income source for the Fairgrounds due to its closeness to Langley and the waterfront, but its current use is limited by the lack of a nearby restroom, its unattractiveness, and its lack of full-featured hookups. To correct these deficits and get the fullest possible use, this plan recommends that a full restroom with showers be added to the Campgrounds area, that some landscaping be added to make it more attractive, and that full 50-amp hookups with water and sewer be added. Also, in the long run, not in this plan, that more land be acquired for additional sites.

Improve and Add Parking

A major limiting factor of Fairgrounds success is the lack of parking! The basic function of the Fairgrounds is to bring people to its events and activities. If parking is difficult or not available, people will be less likely to attend. Because of the Fairgrounds limited area (12.8 acres) and heavy current use of that area, there is very limited space for parking. During the Fair a hundred or more cars park along Camano Avenue, Sandy Point Road, and Edgecliff Road. This is not considered a viable parking alternative because it is dangerous, and the local citizens strongly dislike it.

Current and potential possible parking areas and their number of spaces are shown on Figure 8 and listed next (using approximately 80 cars per acre to leave room for access roads and odd shapes) (see Appendix C for more on the potential areas).

a. Current Possible Parking Areas:	Spaces
1. Official, designated parking spaces on the Fairgrounds (roughly)	40
2. Unofficial parking spaces here and there on the Fairgrounds (very roughly)	60
3. RV Park/Campgrounds (more valuable as an RV Park) .85 acre	70
4. Fiddle-Faddle lawn, very approximately .3 acre	30
5. Carnival area, very approximately .4 acre	40
6. Noble Creek Park and Ride lot (per Island Transit)	64
Subtotal current possible areas	304



b. Potential Parking Areas:	Spaces
7. Middle School play field 2.2 acres (per Landerman-Moore)	160
8. Aylott property corner of Camano and Edgecliff .5 acre	40
9. Noble property corner of Camano and Sandy Point 22 acres (use 5)	400
10. Izett property north of Fairgrounds road 5.1 acres (use 2)	160
11. Anderson property south of Fairgrounds road 22.6 acres (use 10)	800
Subtotal potential possible areas	1560
Total possible areas	1864

There are of course a number of stumbling blocks to using these spaces. The first is what else is going on in the areas that would take up parking spaces. Others include

- The RV Park should stay an RV Park in terms of most valuable use of that space.
- The Fiddle-Faddle lawn and Carnival area may need to be used for other purposes and should be landscaped to improve the Fairgrounds ambiance.
- The Park and Ride lot is public and may not be fully available.
- The School District has not been very open to the Fairgrounds using their site outside of the Fair when the High School athletic program gets the revenue.
- The Camano Avenue and Edgecliff Drive southeast corner property is not currently on the market and may not be appropriately zoned.
- The Nobel property is not currently on the market and may be very expensive. It also may be more valuable as a new campground/RV Park.
- The Izett and Anderson properties are not currently on the market, may not be appropriately zoned, and require walking up a hill to get to.

This means that currently the only probable parking spaces are the official and unofficial spaces on the on the Fairgrounds plus the Park and Ride lot (assuming no one else is parking there) providing 164 spaces. At the standard average of 2.3 people per car, you can bring less than 400 people to the Fairgrounds, which is not a very large event.

Although this plan does not recommend a specific solution to the parking problem, there are identified funds in the Estimated Capital Investments later in this document and there are three possible solutions to this, each of which need to be researched and, if applicable, prioritized into the plan. These are:

- **Use existing outlying lots** and provide bus service from such lots to the Fairgrounds. Such lots would include the Community (CMA) and Methodist church lots, all school lots, and local park and ride lots. This could be done in conjunction with Island Transit and a potential Port sponsored bus routes bringing people from Clinton (and therefore Mukilteo) and Freeland, and even Coupeville and Oak Harbor. At a later date, well into

the ten-year plan, the Fairgrounds or the Port could consider getting and running their own bus or buses.

- **Buy land for parking** purposes. One obvious possibility is to engage the School District in talks to buy some of their land next to the Fairgrounds, identified as “#7” in Figure 9. Other possibilities are the southeast corner of Camano and Edgecliff (“#8”), the southeast corner of Camano and Sandy Point (“9”), the property just above the south end of the Fairgrounds to the north of Fairgrounds road (“10”), and the property just south of Fairgrounds road (“11”). Appendix C has more detail on these properties.
- **Build a parking garage** at a convenient location to either walk or bus people to the Fairgrounds. This is quite expensive and is not covered in this plan. Nevertheless, because it is an efficient use of land, it should be considered, possibly in conjunction with others, such as the County, Langley, and Island Transit. Also, part of the parking garage could be used for longer term parking and storing boats and RVs and other large objects, generating revenue. Also, it could be used for overflow parking for other Langley and South Whidbey events. One potential site for a parking garage is at the southern-most end of the Fairgrounds, probably with the requirement of purchasing more land and re-contouring it.

Add a Roof to the Arena and Improve the Footing

The current arena is primarily used by 4-H and Whidbey Western Games Association during good weather. To increase usage with other equestrians, such as dressage, and non-equestrians, such as motor sports, and other uses, such as outdoor concerts, several improvements must be made to the arena. These include:

- Replacing the footings (the ground on the floor of the arena) to make it more usable by a wider variety of users;
- Moving the bleachers so the small one on the west side of the arena is moved to the south of the Hope building, and the bleachers on the east side is moved to the west side to the north of the Hope building;
- Improving the lighting and sound systems so there is better night-time lighting and the sound system sound is better directed to just the arena;
- Erecting a roof over the arena and bleachers to allow use during inclement weather.

Provide Shelter and Care in Emergencies.

The Fairgrounds has lots of buildings. If they are heated, and possibly a generator is added, they could be used as shelter during an emergency. The plan has such a possibility in mind, but the generator would have to come out of the “General Buildings and Grounds” line items.

Using a Volunteer Work Force

During several public forums and focus groups on the Fairgrounds, the idea of having a Hearts-and-Hammers-like volunteer work day once or twice a year was discussed with community members who expressed quite a bit of support. This Plan recommends organizing and getting started with this type of volunteer work force almost immediately and plan for a work day in the first year. The name for this group, as well as the name for the Fairgrounds itself will be discussed during public forums and people will be encouraged to suggest names. A potential name for the volunteer group is “Fairgrounds Vision.” The first group to recruit for this effort will be builders and contractors of all skills. Greg Gilles has already said he would be a part of this. This group would be used to plan the work to be done (adhering to the overall architectural plans), estimate what materials are needed, and where the materials can be procured.

A second offshoot of the volunteer work force will be gardeners working to the overall landscape plan, who will include Master Gardeners and garden clubs, as well as professional landscapers.

It should be noted that both 4-H and the Fair Association already have volunteer work days several times a year. The Plan’s volunteer work force will not take over or replace this valuable effort, but rather add to it, generally with volunteers not otherwise associated with the Fairgrounds.

FAIRGROUNDS FINANCIAL PROJECTIONS

The Fairgrounds financial projections are based upon the assumption that the Fairgrounds will undergo significant enhancements with major capital investments. With this investment, the projections of revenue and expense are made beginning with the 2015 actuals and projecting out over the next ten years in three versions: Conservative, Middle-of-the-Road, and Aggressive. In all cases, a “reasonable person” approach has been used to not exaggerate the future revenue and expense. The nearer years, years 1, 2, and 3 are likely more accurate than years 7 and 10. Years 4, 6, 8, and 9 have been skipped simply for brevity.

The first year, 2016, is an essential time for laying the foundation and refining the vision of what the Fairgrounds will become in the following years. Such things as hiring a capable manager, creating a website, laying out a marketing and advertising program, developing a fund raising plan, and preparing the detail architectural and landscaping plans for work that will be carried out in the next nine years, is crucial for the success of the overall plan.

In the following pages, the Fairgrounds capital investment, revenue, and expense are laid out, first as a written explanation and then numerically. *There are many assumptions in these numbers, high on the list is that there is not an impact from either a positive or negative economy. Others are that there isn't a major catastrophe like an earthquake or fire, funds are available when they are needed, capable and good people are available when needed, and that the demand for what the Fairgrounds offers remains constant.* Of course, none of these assumptions will hold absolutely true over the ten years

Capital Investment

To bring the Fairgrounds back to its full potential and maximum earning power will require a significant capital investment. There are three possible capital project implementation scenarios with different sets of tasks and timing, as shown in Table 7. The estimated cost of the tasks are very rough, *at best an educated guess*, and need to be further confirmed. Also, there is great leeway as to what is done when and if it is done at all, depending on the availability of funding and how the projects are planned and prioritized.

For this plan, the following rough estimates of possible capital investments will be used in each of the scenarios.⁴ There are four “General buildings ...” entries in the list of capital investments. These are meant to cover a myriad of projects such as sprucing up the Midway, handling emergency preparedness, and many other considerations.

⁴ Some of the estimates are from the 2014 Landermann-Moore Strategic Plan.

Possible Proposed Capital Investment Estimates

1. Prepare landscaping and architectural plans for a cohesive Fairgrounds vision:	\$50,000
2. Cleanup and beautify the Fairgrounds with landscaping and painting:	\$20,000
3. Improve the Fairgrounds signage to promote the grounds and events:	\$10,000
4. Add walk-in refrigeration and wire-cage dry storage to each kitchen, total:	\$30,000
5. General buildings and grounds renovation and improvement #1:	\$50,000
6. Add insulation, drywall, heating and new doors to the west side of Burrier:	\$20,000
7. Update the plan and carry out the storm water runoff and bluff stabilization:	\$100,000
8. Add insulation, heating, and remodel the Pole dining room:	\$50,000
9. General buildings and grounds renovation and improvement #2:	\$50,000
10. Renovate and remodel the Coffman/4-H main room, rest rooms, and annex:	\$50,000
11. Build a new restroom facility with showers to the campgrounds:	\$100,000
12. Re-layout the RV Park and add 50-AMP RV hookups with Water and sewer:	\$75,000
13. Insulate, heat, replace doors, and renovate the stage of the Pole building:	\$120,000
14. Upgrade and renovate restrooms "A" and "B":	\$50,000
15. Replace fiberglass windows and doors and heat the Malone building:	\$75,000
16. Add solar power to the Fairgrounds	\$100,000
17. Purchase an approximately two acre property to park 160 cars:	\$600,000
18. General buildings and grounds renovation and improvement #3:	\$50,000
19. Remove and replace the Turner and Burrier buildings with a single building:	\$1,500,000
20. Remove and replace Horse barns 1, 2, and 3 with new multi-purpose stalls:	\$750,000
21. General buildings and grounds renovation and improvement #4:	\$50,000
22. Remove & replace Cattle and Grandstands with a multi-purpose building:	\$1,000,000
23. Place a pavilion roof over the arena, replace the footing, lights, and sound:	\$1,000,000

The total of \$5,900,000 can be spread over ten years in three scenarios as shown Table 7.

Table 7: Estimated Capital Investment Scenarios

Year	Conservative		Middle		Aggressive	
1	1 Plans	\$ 50,000	1 Plans	\$ 50,000	1 Plans	\$ 50,000
	2 Clean & beautify	\$ 20,000	2 Clean & beautify	\$ 20,000	2 Clean & beautify	\$ 20,000
	3 Signage	\$ 10,000	3 Signage	\$ 10,000	3 Signage	\$ 10,000
	5 General #1	\$ 50,000	4 Upgrade kitchens	\$ 30,000	4 Upgrade kitchens	\$ 30,000
	6 Heat Burrier	\$ 20,000	5 General #1	\$ 50,000	5 General #1	\$ 50,000
			6 Heat Burrier	\$ 20,000	6 Heat Burrier	\$ 20,000
			7 Storm water	\$ 100,000	7 Storm water	\$ 100,000
					8 Pole dining room	\$ 50,000
					10 Coffman	\$ 50,000
	Total	\$ 150,000	Total	\$ 280,000	Total	\$ 380,000
2	4 Upgrade kitchens	\$ 30,000	8 Pole dining room	\$ 50,000	9 General #2	\$ 50,000
	7 Storm water	\$ 100,000	9 General #2	\$ 50,000	11 RV restroom	\$ 100,000
	8 Pole dining room	\$ 50,000	10 Coffman	\$ 50,000	12 RV layout, Powe	\$ 75,000
	10 Coffman	\$ 50,000	11 RV restroom	\$ 100,000	13 Heat all Pole	\$ 120,000
			12 RV layout, Power	\$ 75,000	14 Restrooms	\$ 50,000
			13 Heat all Pole	\$ 120,000	15 Heat Melone	\$ 75,000
					17 Parking	\$ 600,000
	Total	\$ 230,000	Total	\$ 445,000	Total	\$ 1,070,000
3	9 General #2	\$ 50,000	14 Restrooms	\$ 50,000	16 Add solar	\$ 100,000
	11 RV restroom	\$ 100,000	15 Heat Melone	\$ 75,000	18 General #3	\$ 50,000
	12 RV layout, Powe	\$ 75,000	16 Add solar	\$ 100,000	19 Turner & Burrier	\$ 1,500,000
	14 Restrooms	\$ 50,000	17 Parking	\$ 600,000	20 Horse 1, 2, 3	\$ 750,000
			18 General #3	\$ 50,000		
	Total	\$ 275,000	Total	\$ 875,000	Total	\$ 2,400,000
5	16 Add solar	\$ 100,000	19 Turner & Burrier	\$ 1,500,000	21 Cattle, Grandsta	\$ 1,000,000
	18 General #3	\$ 50,000			22 General #4	\$ 50,000
					23 Cover the Arena	\$ 1,000,000
	Total	\$ 150,000	Total	\$ 1,500,000	Total	\$ 2,050,000
7	21 Cattle, Grandsta	\$ 1,000,000	21 Cattle, Grandsta	\$ 1,000,000		
			22 General #4	\$ 50,000		
	Total	\$ 1,000,000	Total	\$ 1,050,000	Total	\$ -
10	22 General #4	\$ 50,000				
	Total	\$ 50,000	Total	\$ -	Total	\$ -
	Ten Year Total	\$ 1,855,000	Ten Year Total	\$ 4,150,000	Ten Year Total	\$ 5,900,000

Fairgrounds Revenue

Many events, activities and rentals are possible on the Fairgrounds for purposes of bringing in revenue. The primary set of these items, called economic potentials, are discussed next. A possible revenue stream for each under the three possible scenarios is shown with each item. The growth in the revenue streams is a result of many factors, some general to the Fairgrounds itself such as beautification and a new web site, while others are specific to specific facilities such as heating the Pole dining room and upgrading the RV Park. These factors are identified in the following discussion and taken into account in the revenue streams.

RV Park and Campgrounds

The Campgrounds and RV Park are expected to be a, if not the, major revenue source on the Fairgrounds. This is predicated on the nearness to Langley and the waterfront, and the planned improvements over the next five to ten years. During the Fair, Marilyn and Elise Gabelein lay out the campgrounds to get 70 RVs and trailers plus 10 or more tents in the lot. Larry Kwarsick put together a very comfortable layout of 30 RVs plus some tents (see Figure 9).



To improve the use of the RV Park/Campgrounds, this plan in all of the scenarios envisions the some or all following modifications that will be made at various times depending on the scenario followed:

- Beautify the RV Park/Campgrounds to make them more attractive and inviting.
- Add a new set of bathrooms and showers in the RV Park/Campgrounds
- Upgrade the grounds and add 30 new 50 amp hookups with water and sewerage

Additionally, while not included in this plan, consideration should be given to buying additional property and adding more RV sites and hookups.

The usage of the Campgrounds will vary over the year with very little if any usage over the four winter months of November through February, building to very heavy usage in the summer months of July and August. Also, over the ten-year span of this plan, usage will grow and fees can be increased as the campgrounds are improved and the related marketing program has its effects. Table 8 provides a projection of Campgrounds use and income over the ten years in three scenarios. “Days” are the number of days in the period that the campground is occupied and “No.” is the average number of sites occupied, so, for example, in the March-April period, that has 61 days, 40 days have an average of 6 sites occupied at \$25 each, or a revenue of $6 \times 40 \times 25$ or \$6,000. This assumes that a new web site and advertising program are working to promote the campgrounds and take reservations, and that the cleanup and beautification is done early in the first year. Also, it is assumed that the Fair takes all RV Park revenue for ten days a year.

Figure 10 shows how the growth follows the improvements being made to the RV Park / Campground.

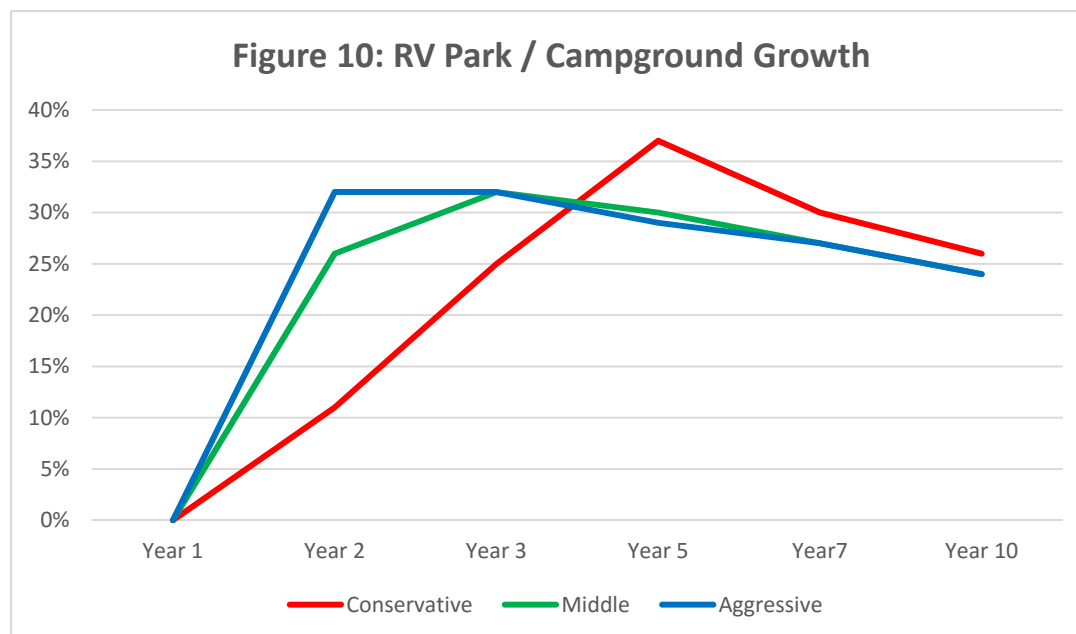


Table 8: RV Park/Campgrounds Revenue stream

RV Park/Campgrounds Revenue - Conservative																
Enhancements	Beautification		Bathroom & Upgrade		Year 1		Year 2		Year 3		Year 5		Year 7		Year 10	
Period	Days	No.	Rate	Total	No.	Rate	Total	No.	Rate	Total	No.	Rate	Total	No.	Rate	Total
Jan -Feb	30	0	\$ 25	\$ -	0	\$ 25	\$ -	1	\$ 27	\$ 810	3	\$ 29	\$ 2,610	5	\$ 32	\$ 4,800
Mar-Apr	40	6	\$ 25	\$ 6,000	7	\$ 25	\$ 7,000	9	\$ 27	\$ 9,720	11	\$ 29	\$ 12,760	13	\$ 32	\$ 16,640
May-Jun	50	8	\$ 25	\$ 10,000	9	\$ 25	\$ 11,250	10	\$ 27	\$ 13,500	13	\$ 29	\$ 18,850	15	\$ 32	\$ 24,000
July-Aug	50	15	\$ 25	\$ 18,750	16	\$ 25	\$ 20,000	17	\$ 27	\$ 22,950	20	\$ 29	\$ 29,000	22	\$ 32	\$ 35,200
Sep-Oct	40	6	\$ 25	\$ 6,000	7	\$ 25	\$ 7,000	8	\$ 27	\$ 8,640	10	\$ 29	\$ 11,600	12	\$ 32	\$ 15,360
Nov-Dec	30	0	\$ 25	\$ -	0	\$ 25	\$ -	1	\$ 27	\$ 810	3	\$ 29	\$ 2,610	5	\$ 32	\$ 4,800
Fair	10		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -
Total				\$ 40,750			\$ 45,250			\$ 56,430			\$ 77,430			\$ 100,800
% Growth							11%			25%			37%			30%
																26%
RV Park/Campgrounds Revenue - Middle of the Road																
Enhancements	Beautification		Bathroom & Upgrade		Year 1		Year 2		Year 3		Year 5		Year 7		Year 10	
Period	Days	No.	Rate	Total	No.	Rate	Total	No.	Rate	Total	No.	Rate	Total	No.	Rate	Total
Jan -Feb	30	0	\$ 25	\$ -	1	\$ 25	\$ 750	2	\$ 27	\$ 1,620	4	\$ 29	\$ 3,480	6	\$ 32	\$ 5,760
Mar-Apr	40	6	\$ 25	\$ 6,000	8	\$ 25	\$ 8,000	10	\$ 27	\$ 10,800	12	\$ 29	\$ 13,920	14	\$ 32	\$ 17,920
May-Jun	50	8	\$ 25	\$ 10,000	10	\$ 25	\$ 12,500	12	\$ 27	\$ 16,200	14	\$ 29	\$ 20,300	16	\$ 32	\$ 25,600
July-Aug	50	15	\$ 25	\$ 18,750	17	\$ 25	\$ 21,250	19	\$ 27	\$ 25,650	22	\$ 29	\$ 31,900	24	\$ 32	\$ 38,400
Sep-Oct	40	6	\$ 25	\$ 6,000	8	\$ 25	\$ 8,000	10	\$ 27	\$ 10,800	12	\$ 29	\$ 13,920	14	\$ 32	\$ 17,920
Nov-Dec	30	0	\$ 25	\$ -	1	\$ 25	\$ 750	3	\$ 27	\$ 2,430	5	\$ 29	\$ 4,350	6	\$ 32	\$ 5,760
Fair	10		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -
Total				\$ 40,750			\$ 51,250			\$ 67,500			\$ 87,870			\$ 111,360
% Growth							26%			32%			30%			27%
																24%
RV Park/Campgrounds Revenue - Aggressive																
Enhancements	Beautification		Bathroom & Upgrade		Year 1		Year 2		Year 3		Year 5		Year 7		Year 10	
Period	Days	No.	Rate	Total	No.	Rate	Total	No.	Rate	Total	No.	Rate	Total	No.	Rate	Total
Jan -Feb	30	0	\$ 25	\$ -	1	\$ 25	\$ 750	3	\$ 27	\$ 2,430	5	\$ 29	\$ 4,350	6	\$ 32	\$ 5,760
Mar-Apr	40	6	\$ 25	\$ 6,000	8	\$ 25	\$ 8,000	10	\$ 27	\$ 10,800	12	\$ 29	\$ 13,920	15	\$ 32	\$ 19,200
May-Jun	50	8	\$ 25	\$ 10,000	11	\$ 25	\$ 13,750	13	\$ 27	\$ 17,550	15	\$ 29	\$ 21,750	17	\$ 32	\$ 27,200
July-Aug	50	15	\$ 25	\$ 18,750	18	\$ 25	\$ 22,500	20	\$ 27	\$ 27,000	23	\$ 29	\$ 33,350	25	\$ 32	\$ 40,000
Sep-Oct	40	6	\$ 25	\$ 6,000	8	\$ 25	\$ 8,000	10	\$ 27	\$ 10,800	12	\$ 29	\$ 13,920	14	\$ 32	\$ 17,920
Nov-Dec	30	0	\$ 25	\$ -	1	\$ 25	\$ 750	3	\$ 27	\$ 2,430	5	\$ 29	\$ 4,350	7	\$ 32	\$ 6,720
Fair	10		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -
Total				\$ 40,750			\$ 53,750			\$ 71,010			\$ 91,640			\$ 116,800
% Growth							32%			32%			29%			27%
																24%

Major Art Event

South Whidbey and the City of Langley have a large artist population and a substantial interest in the arts. This makes an art exhibit on the Fairgrounds a natural. To this, local wine, beer, and gourmet food will be added to make a large scale event that will be monetized by charging a percentage of the food and wine, and space rental for the art exhibits. The Fairgrounds enhancements that effect art exhibits are listed next producing the revenue shown in Table 9.

- General beautification, cleanup, and painting
- New website and advertising program
- Improved Signage
- Insulation and heating various building
- General renovations
- Added parking
- Replacing Turner and Burrier
- Replacing Cattle and Grandstand

Table 9: Major Art Event Revenue

Art Event	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 1,500	\$ 2,000	\$ 3,000	\$ 6,000	\$ 10,000	\$ 20,000
Middle	\$ 2,000	\$ 3,000	\$ 6,000	\$ 12,000	\$ 25,000	\$ 50,000
Aggressive	\$ 3,000	\$ 9,000	\$ 15,000	\$ 30,000	\$ 60,000	\$ 90,000

Major Swap Meet / Garage Sale

Swap meets/Garage Sales are a major way many fairgrounds bring in income. Again food and beverages will be added and the event monetized by charging a percentage of the food and wine, and a percentage of swap meet/garage sales. This will start with one of these events in the first year and grow to multiple ones in future years. The Fairgrounds enhancements that effect swap meets and garage sales are listed next producing the revenue shown in Table 10.

- General beautification, cleanup, and painting
- New website and advertising program
- Improved Signage
- Insulation and heating various building
- General renovations
- Added parking
- Replacing Turner and Burrier
- Replacing Cattle and Grandstand

Table 10: Swap Meets and Garage Sales Revenue

Garage Sale	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 2,000	\$ 4,000	\$ 6,000	\$ 10,000	\$ 20,000	\$ 50,000
Middle	\$ 5,000	\$ 8,000	\$ 15,000	\$ 30,000	\$ 50,000	\$ 75,000
Aggressive	\$ 7,500	\$ 12,000	\$ 20,000	\$ 50,000	\$ 75,000	\$ 100,000

Major Music Concerts and Festivals

Music concerts are the most desired fairgrounds activity, as shown earlier, which at the right time of year can be indoors or outdoors. The Fairgrounds enhancements that effect music concerts are listed next producing the revenue shown in Table 11.

- General beautification, cleanup, and painting
- New website and advertising program
- Improved Signage
- Insulation and heating various building
- General renovations
- Added parking
- Enhancing and covering the Arena

Table 11: Major Music Concerts and Festivals Revenue

Music Concert	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 4,000	\$ 6,000	\$ 8,000	\$ 12,000	\$ 18,000	\$ 30,000
Middle	\$ 5,000	\$ 7,000	\$ 10,000	\$ 15,000	\$ 25,000	\$ 50,000
Aggressive	\$ 7,000	\$ 12,000	\$ 18,000	\$ 30,000	\$ 50,000	\$ 75,000

Weddings

Attractive and successful weddings can be held on the Fairgrounds, see Figure 11. There must be some promotion at bridal fairs, on a web site, and other avenues, so the use will start off slowly and grow over the ten years as the improvements in the Fairgrounds are realized. The Fairgrounds modifications that impact this are listed next producing the revenue shown in Table 12.

- General beautification, cleanup, and painting
- New website and advertising program
- Improved Signage
- Insulation and heating the Pole building
- General renovations
- Added parking

Table 12: Weddings

Weddings	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 1,200	\$ 2,400	\$ 3,600	\$ 6,000	\$ 8,400	\$ 12,000
Middle	\$ 2,400	\$ 4,800	\$ 7,200	\$ 9,600	\$ 12,000	\$ 18,000
Aggressive	\$ 3,600	\$ 7,200	\$ 12,000	\$ 14,400	\$ 20,000	\$ 28,000

Figure 11: September 2015 Fairgrounds Wedding

Smaller One-Building Events

Small events, such as receptions, meetings, lectures, conferences, and seminars, as well as computer game days and tournaments can be accommodated to a limited extent today in Coffman year-around, and in Pole during warmer months. With the heating of Pole and then Malone, more events can be held, and as multi-purpose buildings replace other buildings in later years, this use will expand. This will start with a couple events the first year and grow in later years, as shown in Table 13. The same Fairgrounds modifications listed for Weddings positively impact small events.

Table 13: Receptions and Smaller Events Revenue

Smaller Events	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 1,500	\$ 2,500	\$ 4,000	\$ 6,000	\$ 9,000	\$ 12,000
Middle	\$ 2,000	\$ 3,000	\$ 5,000	\$ 7,500	\$ 10,000	\$ 15,000
Aggressive	\$ 3,000	\$ 5,000	\$ 7,000	\$ 10,000	\$ 15,000	\$ 20,000

Full Fairgrounds Events

Full Fairgrounds events, such as Ragnar (a large cycling event) will only occasionally happen, but Ragnar is currently scheduled for 2016 and should continue. This will bring in \$1,500 the first year and will expand in both number and types of events and revenue per event over the ten years, as shown in Table 14. These events will also bring in revenue from the Campgrounds and miscellaneous sources and will provide some promotion to the Fairgrounds in general.

Table 14: Full Fairgrounds Events Revenue

Full Fairgrounds	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 1,500	\$ 2,000	\$ 2,500	\$ 3,500	\$ 5,000	\$ 7,000
Middle	\$ 1,500	\$ 2,500	\$ 3,000	\$ 5,000	\$ 7,000	\$ 9,000
Aggressive	\$ 2,000	\$ 3,000	\$ 4,500	\$ 7,500	\$ 10,000	\$ 15,000

Building Rental

Full-time building rental on the Fairgrounds is currently difficult due to the need to move out during the fair, the lack of heat, and the need to do business around Fair paraphernalia. The current renters have a combined rent of approximately \$1,800 a month or approximately \$20,000 for eleven months that will be used for the first year. As heat is added to Burrier west and rental use increases for both sides of Burrier, revenue will increase. As other buildings are heated, remodeled, or replaced, new uses and revenue will emerge. Finally, there is the possibility of renting space for 12 months to tenants who can be part of the Fair as exhibitors. As a result the building rental will grow modestly, as shown in Table 15.

Table 15: Building Rental Revenue

Building Rent	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 20,000	\$ 22,000	\$ 25,000	\$ 30,000	\$ 32,000	\$ 35,000
Middle	\$ 20,000	\$ 25,000	\$ 30,000	\$ 32,000	\$ 35,000	\$ 40,000
Aggressive	\$ 22,000	\$ 27,000	\$ 32,000	\$ 35,000	\$ 40,000	\$ 45,000

Kitchen Rental

The two commercial kitchens currently each rent for \$15 for the first hour, \$10 per hour thereafter, or \$95 per day. It is expected that together they can be used about 10 days a month during the first year during 11 months, or 110 days a year at \$95 per day or \$10,450 a year. With the addition of walk-in refrigeration, dry storage, and equipment such as dishwashers, slicers and mixers, this will grow with additional days and reasonable rate increases over the plan years, as shown in Table 16. Figure 12 show a Thanksgiving dinner put on by a caterer in the Pole kitchen and dining room.

Table 16: Kitchen Rental Days per Year and Revenue

Kitchens	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Cons days/year	110	132	165	198	220	275
Conservative	\$ 10,450	\$ 13,200	\$ 16,500	\$ 23,760	\$ 27,500	\$ 37,125
Middle days/year	121	143	187	231	297	385
Middle	\$ 11,495	\$ 14,300	\$ 18,700	\$ 27,720	\$ 37,125	\$ 51,975
Aggressive days/year	132	165	198	275	385	495
Aggressive	\$ 12,540	\$ 16,500	\$ 19,800	\$ 33,000	\$ 48,125	\$ 66,825

Figure 12: Thanksgiving Dinner in the Pole Kitchen and Dining Room (Source: Melene Thompson)



Boat and RV Storage

The current boat and RV storage is an agreement with Greg Heim for \$3.00 per linear foot stored. In the past boat storage has grown beginning in October (\$500), to November through February (\$1,100 each), and March, April, and May (\$900, \$600, and \$300 respectively) for a total \$6,700. This will remain relatively constant until additional facilities become available in future years plus a slight inflation in the rate, as shown in Table 17. The major factors impacting this will be:

- Collapsible pens in several of the barns
- Replacement of Cattle and the Grandstand
- Replacement of the Horse barns

Table 17: Boat and RV Storage Revenue

Storage	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 6,700	\$ 7,000	\$ 7,500	\$ 9,000	\$ 12,000	\$ 15,000
Middle	\$ 6,700	\$ 7,000	\$ 7,500	\$ 12,000	\$ 15,000	\$ 20,000
Aggressive	\$ 6,700	\$ 7,000	\$ 7,500	\$ 19,000	\$ 24,000	\$ 29,000

4-H Programs

4-H programs are considered a community philanthropy that is part of the Fairgrounds legacy and they are not expected to cover their expenses. They have one major annual event, eleven horse events, and several meetings. It is assumed that they will be charged a modest \$5 for meetings in the Hope building with the appropriate scheduling and willingness to work around paying events. They will be charged for eleven uses of the arena at \$65 per use, for six uses of the tractor at \$50, and \$150 for their major event. This will bring in approximately \$1,200 per year in 2016 and grow very modestly over the next nine years, as shown in Table 18.

Table 18: 4-H Program Revenue

4-H Events	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 1,200	\$ 1,200	\$ 1,300	\$ 1,500	\$ 1,800	\$ 2,200
Middle	\$ 1,200	\$ 1,300	\$ 1,500	\$ 1,800	\$ 2,200	\$ 2,200
Aggressive	\$ 1,300	\$ 1,500	\$ 1,800	\$ 2,200	\$ 2,200	\$ 2,400

Equestrian Events

Non-4-H equestrian events are competitions and exhibitions put on for youth and adults outside of 4-H by organizations such as WWGA (Whidbey Western Games Association). Currently there are seven event days a year that bring in \$150 each, and one event (O-Mok-See) that brings in \$300. In addition 80 stall nights are rented at \$10 apiece. This totals \$2,150 a year and will grow modestly. With the replacement of the horse barns, the covering of the arena and bleachers, and an improved footing put in the arena, this should increase usage in the later years, as shown in Table 19. Other modifications to the Fairgrounds that will help promote equestrian events are

- Storm water handling and beautification of the grounds
- Added parking

- RV Park / Campgrounds upgraded

Table 19: Equestrian Revenue

Equestrians	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 2,150	\$ 2,500	\$ 2,750	\$ 3,500	\$ 5,000	\$ 7,500
Middle	\$ 2,500	\$ 3,000	\$ 5,000	\$ 10,000	\$ 15,000	\$ 20,000
Aggressive	\$ 2,750	\$ 3,500	\$ 7,500	\$ 12,000	\$ 20,000	\$ 30,000

Annual Fair

The annual Whidbey Area Fair over the last five years (2010-2014) has contributed on average over \$60,000 per year to the maintenance of the Fairgrounds. This amount has been declining over that period from over \$100,000 to around \$50,000. It is reasonable to expect that the Fair can contribute at least \$45,000 in 2016 and that, very conservatively, this will grow by \$5,000 to \$10,000 per year with reasonable management and improvements in the Fairgrounds, as shown in Table 20.

Table 20: Annual Fair Revenue

Fair	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 45,000	\$ 50,000	\$ 55,000	\$ 65,000	\$ 75,000	\$ 85,000
Middle	\$ 50,000	\$ 55,000	\$ 60,000	\$ 70,000	\$ 80,000	\$ 90,000
Aggressive	\$ 55,000	\$ 65,000	\$ 75,000	\$ 95,000	\$ 115,000	\$ 135,000

Miscellaneous Income

Miscellaneous income comes from RV dump fees, small rentals, and other sources. It is currently about \$1,000 a year. This will grow very modestly over the next ten years, as shown in Table 21.

Table 21: Miscellaneous Revenue

Other	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
Conservative	\$ 1,000	\$ 1,100	\$ 1,200	\$ 1,500	\$ 2,000	\$ 4,000
Middle	\$ 1,100	\$ 1,200	\$ 1,500	\$ 2,000	\$ 4,000	\$ 6,000
Aggressive	\$ 1,200	\$ 1,500	\$ 2,000	\$ 4,000	\$ 6,000	\$ 8,000

Fairgrounds Expense

Fairgrounds expense covers the management and day-to-day maintenance of the Fairgrounds outside of the Fair. It assumes that major modifications and enhancements to the Fairgrounds are being made through a separate capital budget. For some of the amounts, the Port's 2016 Fairgrounds draft preliminary budget figures were used as a starting point with an annual growth to accommodate the growth in Fairgrounds use and revenue. There are three groupings of expense: payroll, utilities, and other.

Payroll Expense

Payroll expense covers a Fairgrounds manager, a maintenance manager, part-time and full-time support personnel under both of these managers, and their taxes and benefits. The number of support personnel and when they are added varies in each of the plan scenarios.

The Fairgrounds manager has not only the job of performing the day-to-day management, but also the very large job of marketing the Fairgrounds and organizing and managing the events, activities and rentals that will use the Fairgrounds, and raising funds to enhance it. This person has to have unique skills and be able to handle a broad range of situations. To get this person, a fairly attractive salary will be needed. In the accompanying financial plan, a starting salary of \$60,000 was used with small growth over the ten years.

The Fairgrounds manager will begin working alone, maybe with an intern, but to fully do her or his job, she or he will need support, primarily to do the many day-to-day functions on the Fairgrounds, as well as some of the social media work and working with events. It is envisioned that a part-time person will be hired at first and grow into a full time position. The salary for this person is projected to be \$30,000 on a full time basis. Additional support personnel will be added over time.

The maintenance manager will also need a wide range of skills to handle the many functions on the Fairgrounds. It is planned that he or she will start at \$40,000, which will grow over the years. This person will need support personnel, which initially will be a part-time person growing to full time, and then to additional people over the ten years.

Payroll taxes and benefits are figured to be 23% of salaries growing to 24% in the third and fifth years, and 25% in the seventh and tenth years.

Utilities Expense

Utilities expense covers electricity, propane, water and sewer, refuse, and telephone and Internet. The Port's 2016 budget is used as the first year and given a growth factor to accommodate the growing use of the Fairgrounds. An alternative solar energy source and investment will be explored to see how it would affect the total annual power bill of over \$10,000 a year including the Fair. These numbers assume that solar power is installed and

significantly lowers the electrical bill. There is a local instance where a \$10,000 electric bill has been all but wiped out by using solar power.

Marketing Expense

Marketing and promotion is critical for the growth of the Fairgrounds. The first year there will be a new web site built that also handles campgrounds reservations. Social networking will be set up and manned, initially by the creator, but eventually by the administrative support staff. This is expected to cost \$10,000 the first year. In addition there will be several brochures made for the Fairgrounds in general and specifically for the Campgrounds, the kitchens, and for weddings. Two bridal fairs will be attended to begin the promotion of the venue for weddings, and payments will be made to place the brochures on the Ferries and elsewhere.

Print advertising will be prepared for newspapers and for several magazines and payments made to place them. This advertising will be for the Fairgrounds in general and for events that the Fairgrounds is sponsoring. This needs to be a high quality, and maintained well in order to grow the Fairgrounds as described in the plan.

The cost of the advertising and bridal fairs is expected to be \$10,000, for a total marketing budget of \$20,000. Updates and revisions to the web site, social media pages, brochures, and advertising will maintain and grow this expense over time

Tax Expense

Assuming that Taxes are a function of revenue, they will increase in the plan with the increasing revenue, maintaining the 7.55% ratio to total revenue. It is expected that about a third of this expense will be collected with the revenue and reduce the expense, producing \$7,221 in expense in the first year and increasing with the increase in revenue.

Other Expense

Other expense covers purchased maintenance and repairs, materials and supplies, and other. The Port's 2016 budget is used as the first year. All categories were grown to accommodate the growing use of the Fairgrounds.

The three possible revenue and expense projections are shown in Tables 22, 23, and 24, and Figures 13, 14, and 15.

Table 22: Island County Fairgrounds						
Financial Projection -- Conservative						
	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
RV Park / Campgrounds	\$ 40,750	\$ 45,250	\$ 56,430	\$ 77,430	\$ 100,800	\$ 127,050
Major art event	\$ 1,500	\$ 2,000	\$ 3,000	\$ 6,000	\$ 10,000	\$ 20,000
Major swap meet/garage sale	\$ 2,000	\$ 4,000	\$ 6,000	\$ 10,000	\$ 20,000	\$ 50,000
Music Concerts	\$ 4,000	\$ 6,000	\$ 8,000	\$ 12,000	\$ 18,000	\$ 30,000
Weddings	\$ 1,200	\$ 2,400	\$ 3,600	\$ 6,000	\$ 8,400	\$ 12,000
Smaller one-building events (receptions,	\$ 1,500	\$ 2,500	\$ 4,000	\$ 6,000	\$ 9,000	\$ 12,000
Full Fairgrounds events (Ragnar)	\$ 1,500	\$ 2,000	\$ 2,500	\$ 3,500	\$ 5,000	\$ 7,000
Building rental	\$ 20,000	\$ 22,000	\$ 25,000	\$ 30,000	\$ 32,000	\$ 35,000
Kitchen rental	\$ 10,450	\$ 13,200	\$ 16,500	\$ 23,760	\$ 27,500	\$ 37,125
Boat/RV Storage	\$ 6,700	\$ 7,000	\$ 7,500	\$ 9,000	\$ 12,000	\$ 15,000
4-H activities	\$ 1,200	\$ 1,200	\$ 1,300	\$ 1,500	\$ 1,800	\$ 2,200
Equestrian events	\$ 2,150	\$ 2,500	\$ 2,750	\$ 3,500	\$ 5,000	\$ 7,500
Annual Fair	\$ 45,000	\$ 50,000	\$ 55,000	\$ 65,000	\$ 75,000	\$ 85,000
Miscellaneous Income	\$ 1,000	\$ 1,100	\$ 1,200	\$ 1,500	\$ 2,000	\$ 4,000
Total Revenue	\$ 138,950	\$ 161,150	\$ 192,780	\$ 255,190	\$ 326,500	\$ 443,875
% Growth		16%	20%	32%	28%	36%
Expense						
Administrative salaries	\$ 60,000	\$ 60,500	\$ 61,000	\$ 62,000	\$ 65,000	\$ 68,000
Administrative support salaries	\$ -	\$ 10,000	\$ 15,000	\$ 20,000	\$ 25,000	\$ 30,000
Maintenance salaries	\$ 40,000	\$ 40,400	\$ 40,800	\$ 41,200	\$ 41,600	\$ 42,000
Maintenance support salaries	\$ 10,000	\$ 15,000	\$ 20,000	\$ 25,000	\$ 30,000	\$ 35,000
P/R Taxes and Benefits @ 23%, 24%, 25%	\$ 25,300	\$ 28,957	\$ 32,832	\$ 35,568	\$ 40,400	\$ 43,750
Total Payroll	\$ 135,300	\$ 154,857	\$ 169,632	\$ 183,768	\$ 202,000	\$ 218,750
Electricity	\$ 8,000	\$ 8,400	\$ 9,240	\$ 5,082	\$ 2,846	\$ 1,636
Propane	\$ 3,000	\$ 3,150	\$ 3,465	\$ 3,812	\$ 4,269	\$ 4,909
Water & Sewer	\$ 4,000	\$ 4,200	\$ 4,620	\$ 5,082	\$ 5,692	\$ 6,546
Refuse	\$ 5,000	\$ 5,250	\$ 5,775	\$ 6,353	\$ 7,115	\$ 8,182
Telephone & Internet	\$ 3,000	\$ 3,150	\$ 3,465	\$ 3,812	\$ 4,269	\$ 4,909
Total Utilities	\$ 23,000	\$ 24,150	\$ 26,565	\$ 24,140	\$ 24,190	\$ 26,182
Maintenance & Repair	\$ 12,000	\$ 12,600	\$ 13,860	\$ 15,246	\$ 17,076	\$ 19,637
Materials and Supplies	\$ 10,000	\$ 10,500	\$ 11,550	\$ 12,705	\$ 14,230	\$ 16,364
Marketing and Promotion	\$ 20,000	\$ 21,000	\$ 23,100	\$ 25,410	\$ 28,459	\$ 32,728
Taxes	\$ 7,029	\$ 8,152	\$ 9,752	\$ 12,909	\$ 16,516	\$ 22,453
Travel & Misc. Other	\$ 2,000	\$ 2,100	\$ 2,310	\$ 2,541	\$ 2,846	\$ 3,273
Total Other	\$ 51,029	\$ 54,352	\$ 60,572	\$ 68,811	\$ 79,126	\$ 94,455
Total Expense	\$ 209,329	\$ 233,359	\$ 256,769	\$ 276,718	\$ 305,317	\$ 339,388
% Growth		11%	10%	8%	10%	11%
(Loss) or Surplus	\$ (70,379)	\$ (72,209)	\$ (63,989)	\$ (21,528)	\$ 21,183	\$ 104,487
Cum (Loss) or Surplus	\$ (70,379)	\$ (142,588)	\$ (206,576)	\$ (228,105)	\$ (206,921)	\$ (102,434)

Figure 13: Fairgrounds Financial Projection -- Conservative

	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Total Revenue	\$ 138,950	\$ 161,150	\$ 192,780	\$ 255,190	\$ 326,500	\$ 443,875
Total Expense	\$ 209,329	\$ 233,359	\$ 256,769	\$ 276,718	\$ 305,317	\$ 339,388
(Loss) or Surplus	\$ (70,379)	\$ (72,209)	\$ (63,989)	\$ (21,528)	\$ 21,183	\$ 104,487

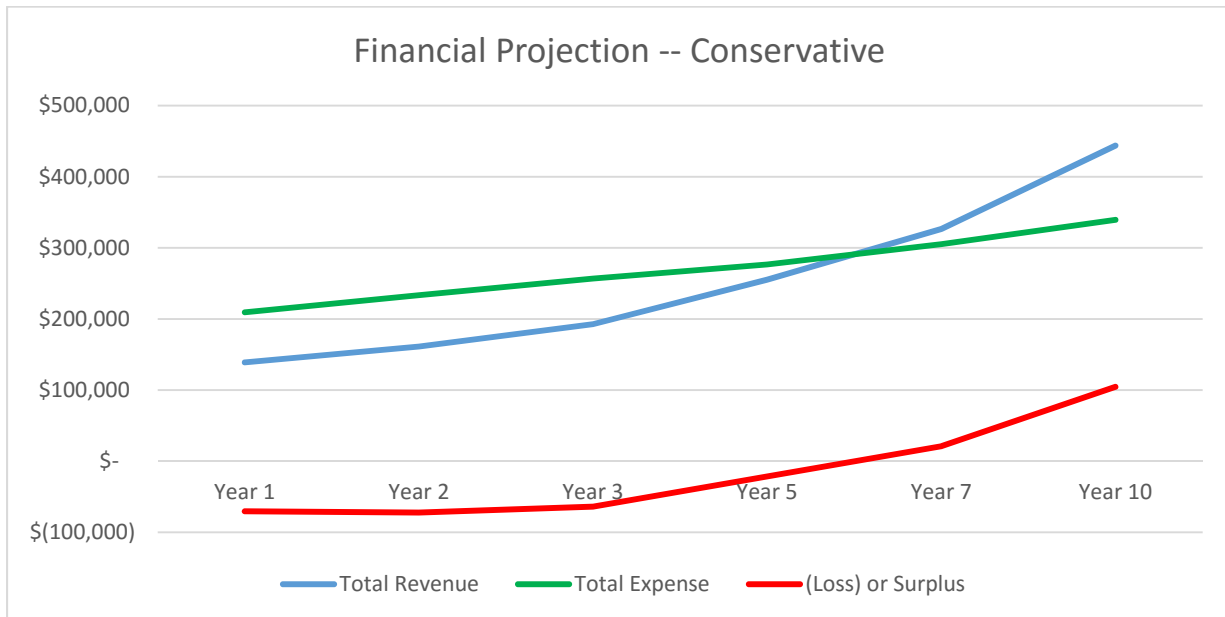


Table 23: Island County Fairgrounds						
Financial Projection -- Middle						
	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
RV Park / Campgrounds	\$ 40,750	\$ 51,250	\$ 67,500	\$ 87,870	\$ 111,360	\$ 138,600
Major art event	\$ 2,000	\$ 3,000	\$ 6,000	\$ 12,000	\$ 25,000	\$ 50,000
Major swap meet/garage sale	\$ 5,000	\$ 8,000	\$ 15,000	\$ 30,000	\$ 50,000	\$ 75,000
Music food and drink festival (choochokai)	\$ 5,000	\$ 7,000	\$ 10,000	\$ 15,000	\$ 25,000	\$ 50,000
Weddings	\$ 2,400	\$ 4,800	\$ 7,200	\$ 9,600	\$ 12,000	\$ 18,000
Smaller one-building events (receptions,	\$ 2,000	\$ 3,000	\$ 5,000	\$ 7,500	\$ 10,000	\$ 15,000
Full Fairgrounds events (Ragnar)	\$ 1,500	\$ 2,500	\$ 3,000	\$ 5,000	\$ 7,000	\$ 9,000
Building rental	\$ 20,000	\$ 25,000	\$ 30,000	\$ 32,000	\$ 35,000	\$ 40,000
Kitchen rental	\$ 11,495	\$ 14,300	\$ 18,700	\$ 27,720	\$ 37,125	\$ 51,975
Boat/RV Storage	\$ 6,700	\$ 7,000	\$ 7,500	\$ 12,000	\$ 15,000	\$ 20,000
4-H activities	\$ 1,200	\$ 1,300	\$ 1,500	\$ 1,800	\$ 2,200	\$ 2,400
Equestrian events	\$ 2,500	\$ 3,000	\$ 5,000	\$ 10,000	\$ 15,000	\$ 20,000
Annual Fair	\$ 50,000	\$ 55,000	\$ 60,000	\$ 70,000	\$ 80,000	\$ 90,000
Miscellaneous Income	\$ 1,100	\$ 1,200	\$ 1,500	\$ 2,000	\$ 4,000	\$ 6,000
Total Revenue	\$ 151,645	\$ 186,350	\$ 237,900	\$ 322,490	\$ 428,685	\$ 585,975
% Growth		23%	28%	36%	33%	37%
Expense						
Administrative salaries	\$ 60,000	\$ 60,500	\$ 61,000	\$ 62,000	\$ 65,000	\$ 68,000
Administrative support salaries	\$ 5,000	\$ 15,000	\$ 20,000	\$ 30,000	\$ 45,000	\$ 60,000
Maintenance salaries	\$ 40,000	\$ 40,400	\$ 40,800	\$ 41,200	\$ 41,600	\$ 42,000
Maintenance support salaries	\$ 10,000	\$ 20,000	\$ 30,000	\$ 45,000	\$ 60,000	\$ 75,000
P/R Taxes and Benefits @ 23%+A117	\$ 26,450	\$ 31,257	\$ 36,432	\$ 42,768	\$ 52,900	\$ 61,250
Total Payroll	\$ 141,450	\$ 167,157	\$ 188,232	\$ 220,968	\$ 264,500	\$ 306,250
Electricity	\$ 8,400	\$ 9,240	\$ 5,082	\$ 2,846	\$ 1,636	\$ 1,964
Propane	\$ 3,150	\$ 3,465	\$ 3,812	\$ 4,269	\$ 4,909	\$ 5,891
Water & Sewer	\$ 4,200	\$ 4,620	\$ 5,082	\$ 5,692	\$ 6,546	\$ 7,855
Refuse	\$ 5,250	\$ 5,775	\$ 6,353	\$ 7,115	\$ 8,182	\$ 9,818
Telephone & Internet	\$ 3,150	\$ 3,465	\$ 3,812	\$ 4,269	\$ 4,909	\$ 5,891
Total Utilities	\$ 24,150	\$ 26,565	\$ 24,140	\$ 24,190	\$ 26,182	\$ 31,419
Maintenance & Repair	\$ 12,600	\$ 13,860	\$ 15,246	\$ 17,076	\$ 19,637	\$ 23,564
Materials and Supplies	\$ 10,500	\$ 11,550	\$ 12,705	\$ 14,230	\$ 16,364	\$ 19,637
Marketing and Promotion	\$ 21,000	\$ 23,100	\$ 25,410	\$ 28,459	\$ 32,728	\$ 39,274
Taxes	\$ 13,756	\$ 9,427	\$ 12,034	\$ 16,313	\$ 21,685	\$ 26,022
Travel & Misc. Other	\$ 2,100	\$ 2,310	\$ 2,541	\$ 2,846	\$ 3,273	\$ 3,764
Total Other	\$ 59,956	\$ 60,247	\$ 67,936	\$ 78,923	\$ 93,687	\$ 112,261
Total Expense	\$ 225,556	\$ 253,969	\$ 280,308	\$ 324,082	\$ 384,369	\$ 449,929
% Growth		13%	10%	16%	19%	17%
(Loss) or Surplus	\$ (54,180)	\$ (67,619)	\$ (42,408)	\$ (1,592)	\$ 44,316	\$ 136,046
Cum (Loss) or Surplus	\$ (54,180)	\$ (121,799)	\$ (164,206)	\$ (165,798)	\$ (121,482)	\$ 14,563

Figure 14: Financial Projection -- Middle

	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Total Revenue	\$ 151,645	\$ 186,350	\$ 237,900	\$ 322,490	\$ 428,685	\$ 585,975
Total Expense	\$ 225,556	\$ 253,969	\$ 280,308	\$ 324,082	\$ 384,369	\$ 449,929
(Loss) or Surplus	\$ (54,180)	\$ (67,619)	\$ (42,408)	\$ (1,592)	\$ 44,316	\$ 136,046

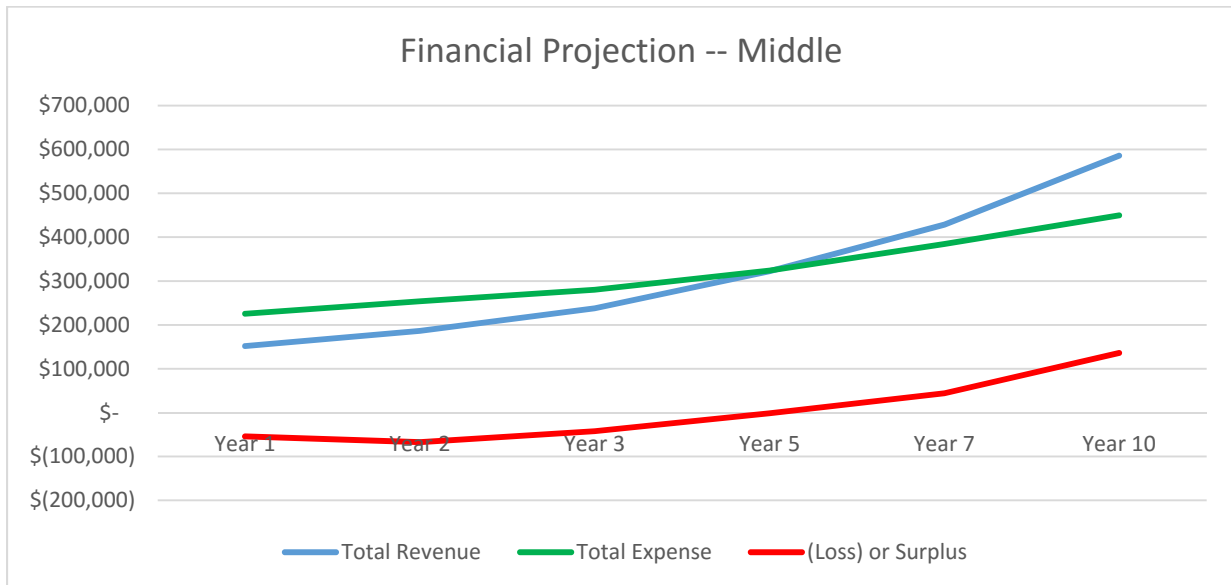
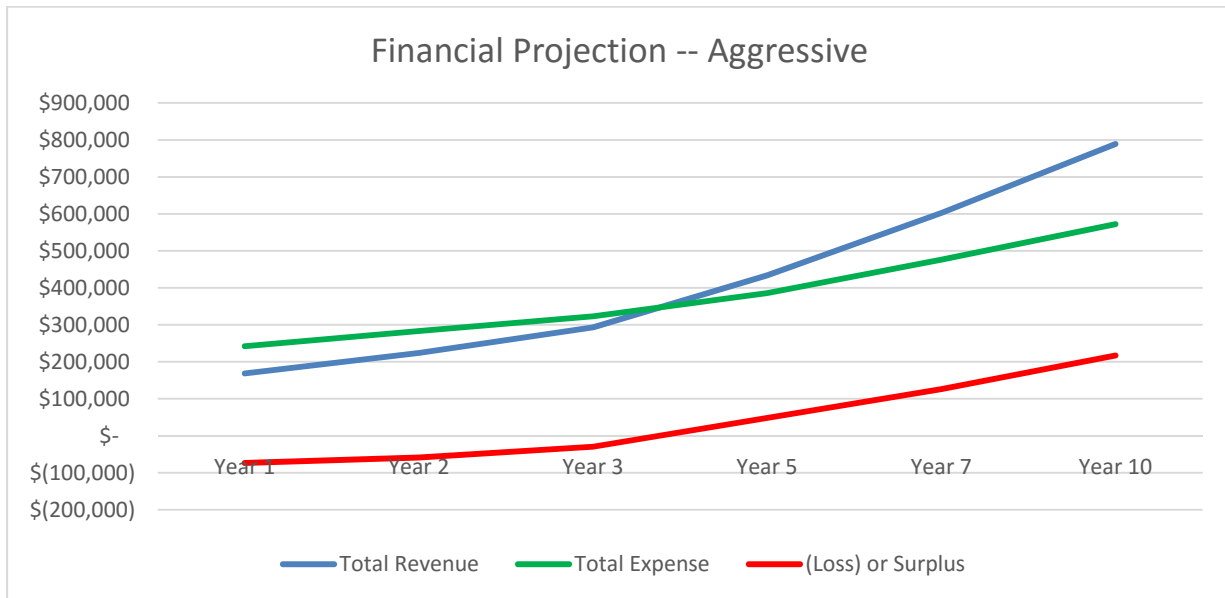


Table 24: Island County Fairgrounds						
Financial Projection -- Aggressive						
	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Revenue	2016	2017	2018	2020	2022	2025
RV Park / Campgrounds	\$ 40,750	\$ 53,750	\$ 71,010	\$ 91,640	\$ 116,800	\$ 144,550
Major art event	\$ 3,000	\$ 9,000	\$ 15,000	\$ 30,000	\$ 60,000	\$ 90,000
Major swap meet/garage sale	\$ 7,500	\$ 12,000	\$ 20,000	\$ 50,000	\$ 75,000	\$ 100,000
Music food and drink festival (choochokai)	\$ 7,000	\$ 12,000	\$ 18,000	\$ 30,000	\$ 50,000	\$ 75,000
Weddings	\$ 3,600	\$ 7,200	\$ 12,000	\$ 14,400	\$ 20,000	\$ 28,000
Smaller one-building events (receptions,	\$ 3,000	\$ 5,000	\$ 7,000	\$ 10,000	\$ 15,000	\$ 20,000
Full Fairgrounds events (Ragnar)	\$ 2,000	\$ 3,000	\$ 4,500	\$ 7,500	\$ 10,000	\$ 15,000
Building rental	\$ 22,000	\$ 27,000	\$ 32,000	\$ 35,000	\$ 40,000	\$ 45,000
Kitchen rental	\$ 12,540	\$ 16,500	\$ 19,800	\$ 33,000	\$ 48,125	\$ 66,825
Boat/RV Storage	\$ 6,700	\$ 7,000	\$ 7,500	\$ 19,000	\$ 24,000	\$ 29,000
4-H activities	\$ 1,300	\$ 1,500	\$ 1,800	\$ 2,200	\$ 2,400	\$ 2,600
Equestrian events	\$ 2,750	\$ 3,500	\$ 7,500	\$ 12,000	\$ 20,000	\$ 30,000
Annual Fair	\$ 55,000	\$ 65,000	\$ 75,000	\$ 95,000	\$ 115,000	\$ 135,000
Miscellaneous Income	\$ 1,200	\$ 1,500	\$ 2,000	\$ 4,000	\$ 6,000	\$ 8,000
Total Revenue	\$ 168,340	\$ 223,950	\$ 293,110	\$ 433,740	\$ 602,325	\$ 788,975
% Growth		33%	31%	48%	39%	31%
Expense						
Administrative salaries	\$ 60,000	\$ 61,000	\$ 62,000	\$ 63,000	\$ 67,000	\$ 71,000
Administrative support salaries	\$ 10,000	\$ 20,000	\$ 30,000	\$ 50,000	\$ 70,000	\$ 90,000
Maintenance salaries	\$ 40,000	\$ 40,400	\$ 40,800	\$ 41,200	\$ 41,600	\$ 42,000
Maintenance support salaries	\$ 15,000	\$ 30,000	\$ 45,000	\$ 60,000	\$ 90,000	\$ 120,000
P/R Taxes and Benefits @ 23%, 24%, 25%	\$ 28,750	\$ 36,336	\$ 42,672	\$ 53,550	\$ 67,150	\$ 80,750
Total Payroll	\$ 153,750	\$ 187,736	\$ 220,472	\$ 267,750	\$ 335,750	\$ 403,750
Electricity	\$ 8,400	\$ 9,240	\$ 5,082	\$ 2,846	\$ 1,636	\$ 1,964
Propane	\$ 3,465	\$ 3,812	\$ 4,269	\$ 4,909	\$ 5,891	\$ 7,069
Water & Sewer	\$ 4,620	\$ 5,082	\$ 5,692	\$ 6,546	\$ 7,855	\$ 9,426
Refuse	\$ 5,775	\$ 6,353	\$ 7,115	\$ 8,182	\$ 9,818	\$ 11,782
Telephone & Internet	\$ 3,465	\$ 3,812	\$ 4,269	\$ 4,909	\$ 5,891	\$ 7,069
Total Utilities	\$ 25,725	\$ 28,298	\$ 26,426	\$ 27,392	\$ 31,092	\$ 37,310
Maintenance & Repair	\$ 13,860	\$ 15,246	\$ 16,771	\$ 18,783	\$ 21,601	\$ 25,921
Materials and Supplies	\$ 11,550	\$ 12,705	\$ 13,976	\$ 15,653	\$ 18,000	\$ 21,601
Marketing and Promotion	\$ 23,100	\$ 25,410	\$ 27,951	\$ 31,305	\$ 36,001	\$ 43,201
Taxes	\$ 11,954	\$ 11,329	\$ 14,827	\$ 21,941	\$ 30,469	\$ 36,562
Travel & Misc. Other	\$ 2,310	\$ 2,310	\$ 2,541	\$ 2,846	\$ 3,273	\$ 3,764
Total Other	\$ 62,774	\$ 67,000	\$ 76,065	\$ 90,527	\$ 109,343	\$ 131,048
Total Expense	\$ 242,249	\$ 283,033	\$ 322,963	\$ 385,669	\$ 476,185	\$ 572,108
% Growth		17%	14%	19%	23%	20%
(Loss) or Surplus	\$ (73,909)	\$ (59,083)	\$ (29,853)	\$ 48,071	\$ 126,140	\$ 216,867
Cum (Loss) or Surplus	\$ (73,909)	\$ (132,992)	\$ (162,845)	\$ (114,775)	\$ 11,365	\$ 228,232

Figure 15: Financial Projection -- Aggressive

	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Total Revenue	\$ 168,340	\$ 223,950	\$ 293,110	\$ 433,740	\$ 602,325	\$ 788,975
Total Expense	\$ 242,249	\$ 283,033	\$ 322,963	\$ 385,669	\$ 476,185	\$ 572,108
(Loss) or Surplus	\$ (73,909)	\$ (59,083)	\$ (29,853)	\$ 48,071	\$ 126,140	\$ 216,867



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APPENDICES

- A. Fairgrounds Buildings**
- B. CERB Requirements**
- C. Relevant Property Information**
- D. Sources of Possible Grants and Loans**

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APPENDIX A—FAIRGROUNDS BUILDINGS

The building and infrastructure on the Fairgrounds (see the Google Earth image in Figure 16 and the list of buildings and areas in Table 25) are in some cases approaching 80 years old and have been largely neglected for some time. For them to provide the maximum support for their use, a number of renovations, and in some cases eventual replacement needs to take place. Each of the buildings and areas are described on the following pages:

Table 25: List of Fairgrounds Buildings and Areas

Structures	Size	Length and Width
1. Gust Skarberg Pole Building	12,000 sf.	80 x 150
2. Turner Building	5,000 sf.	50 x 100
3. Burrier Building	4,800 sf.	50 x 96
4. Malone Building	6,720 sf.	60 x 112
5. Goat Barn	6,720 sf.	60 x 112
6. Cattle Barn	3,190 sf.	55 x 58
7. Grandstand / Alpaca Barn	3,000 sf.	
8. Horse Barn No. 1	4,200 sf.	50 x 84
9. Horse Barn No. 2	3,400 sf.	40 x 85
10. Horse Barn No. 3	3,200 sf.	40 x 80
11. Hope Building (Two Story)	2,140 sf.	34 x 63
12. Coffman 4-H Building	3,440 sf.	40 x 86
13. Dog Arena and Shelter	4,320 sf.	60 x 72
14. Antique Barn	4,320 sf.	60 x 72
15. Swine/Cat Barn	1,800 sf.	30 x 60
16. Rabbit/Poultry Barn	2,345 sf.	35 x 67
17. Sheep Barn	3,456 sf.	60 x 112
18. Cavy/Guinea Pig Barn	288 sf.	24 x 12
19. Ken Short-Fiddle Fiddle Farm	1,330 sf.	35 x 38
20. Midway Food & Beverage Booths	2,784 sf.	12 x 232
21. Midway (Eva Mae Gabelein) Stage	760 sf.	20 x 38
22. Restroom 'A'	560 sf.	20 x 28
23. Restroom 'B' (Two Story)	450 sf.	
24. Restroom 'C' (Horse Restroom)	432 sf.	18 x 24
Total Buildings	84,987 sf.	
Other Areas	Size	Function
25. Logging Show Area		
26. Horse Arena (150x220)	33,000 sf.	Equestrian Shows and Training
27. Recreation Vehicle Park (0.85 acres)	37,000 sf.	R V Parking and Dump Station
28. Carnival Area	20,000 sf.	Rides, Games, Food & Beverages
Total Other Areas	92,250 sf.	

Figure 16: the Island County Fairgrounds from Google Earth (5/2/2015)



1. Gust Skarberg Pole Building



The Gust Skarberg Pole building, the center piece of the Fairgrounds and its oldest structure, was built by the WPA in 1935-36. It is a Washington State Heritage Barn and a city of Langley Historic building. The building has Gable and Monitor roof shapes, Snap-Loc metal roof covering, wooden board and half pole siding, and a concrete foundation. It is framed with round logs (poles) and has a river stone fireplace.

The building consists of:

- A large central open auditorium or ballroom with a stage and dressing rooms, but only temporary seating.
- A small separate theater behind the main stage, the Black Box Theater, with raised-rafter seating;
- Administrative offices and storage rooms;
- A large certified commercial kitchen and dining area with a storage room, and a bathroom;
- Six small rooms on the west side, and two large booths across the front.

It has significant potential for event use including weddings, receptions, auctions, dinners, plays, conventions, displays, and meetings. To fully utilize the potential of the Pole Building the following renovation and restoration needs to be handled:

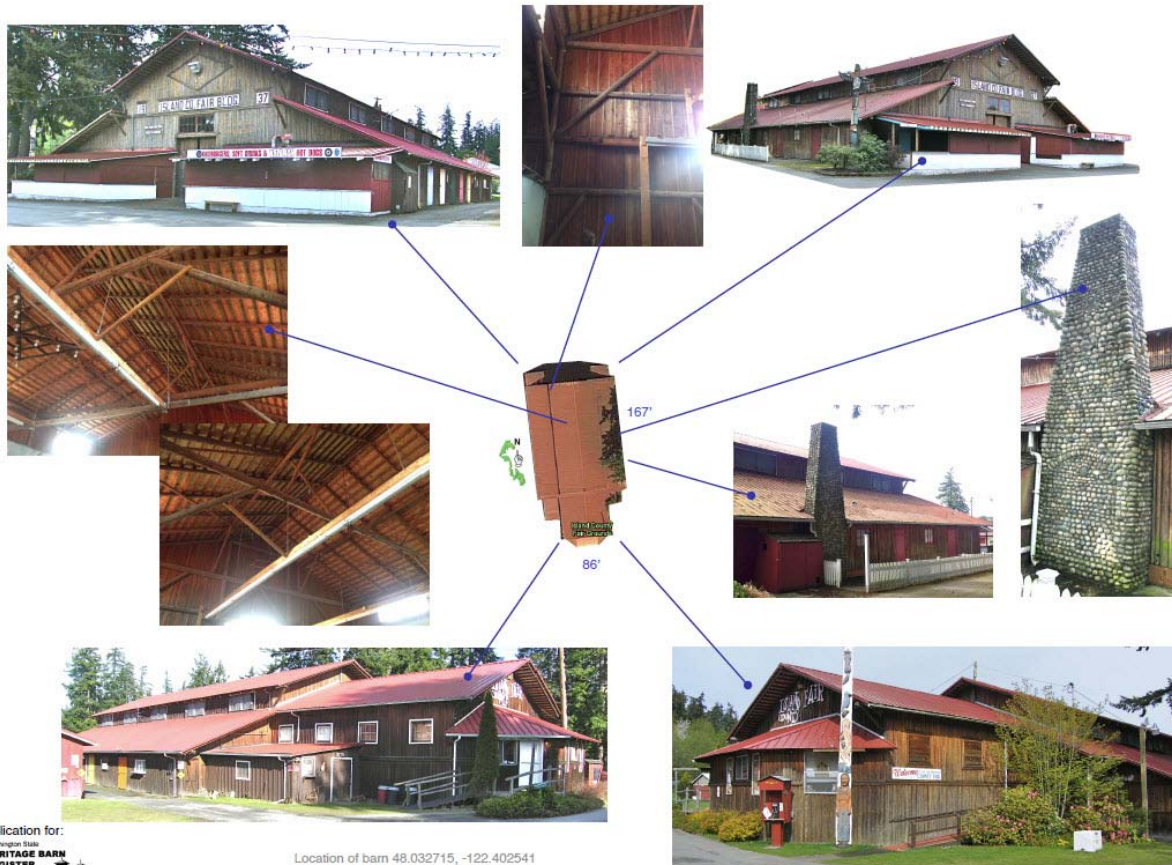
- Add, repair, or replace the following safety items: all stair railings for ADA compliance, fire exit in the Black Box Theater, emergency lighting, fire alarm system, panic bars on doors.
- Repair rot in eaves and at the ground level of the pole siding.
- Add weather stripping and plug holes in the walls and ceiling to wall joint.
- Add insulation and heating to the dining area
- Remodel dining area to make it more attractive
- Replace table and chairs
- Add a walk-in refrigerator, dry storage, and other equipment to the commercial kitchen
- Add insulation and heating and remodel both the main auditorium and stage to make them more attractive
- Add AV equipment for sound and video projection

The information for this appendix comes from these sources:

- *Island County Fairgrounds, Property History*, 2012 by Harrison Goodall
- *Building Assessments*, 2015 by Jim Lux
- *Island County Fairgrounds, Due Diligence Report*, 2015 by Melene Thompson
- *Notes from Robert Lowey*, 2015



Circa 1939



Application for:

Washington State

HERITAGE BARN

REGISTER



2012

Location of barn 48.032715, -122.402541

1937 WPA Pole Building

Gust Skarberg Pole Building

Island County Fairgrounds, Langley, WA

2 of 5

Source: Harrison Goodall

2. Turner Building



The Turner or Commercial building is a Washington State Heritage Barn built in the 1940s or 50s. Turner is a large clerestory type barn without loft and with drive in doors at each end. It has wooden stall separators down both walls and a large central corridor with temporary but heavy solid stall separators used for commercial booths during the Fair. As a result, it has limited use during the rest of the year.

It has a Monitor roof shape, a Snap-Loc standing seam metal roof

covering, Board & batten siding, and a concrete floor and foundation. During rain storms it has water running down the middle of the floor.

To provide better usability:

- Replace the large sliding doors on either end.
- Add French drains in front of the rear main door to prevent water entering the building
- Replace all of the central corridor stall partitions and some of the side-wall stall partitions with poles and drapes to be more usable for storage

3. Burrier Building



The Burrier building is a Washington State Heritage Barn built in the 1940s or 50s. It is divided into two internal areas:

- The east side, once a school house, has a drop ceiling, raised wooden flooring, and is insulated and heated.
- The west side has open rafters, concrete floor, and is unheated.

It has a Gable roof shape, a Snap-Loc metal roofing, board & batten siding, and concrete floor foundation.

To provide better usability:

- Insulate, drywall, heat, and replace the doors on the west side
- Remove the old furnace room and replace the rotten wall, floor, and ceiling in the east side.

4. Malone Building



The Malone building is a Washington State Heritage Barn built in the 1950s. It is a large, uninsulated, unheated building in good condition with high ceilings and a spacious character. Construction is pole type with a Zolatone painted, cracked concrete floor, newer red steel standing seam roofing, and interior plastic faced roofing insulation.

North and south gable wall ends have been enclosed with translucent roofing panels with four fans that don't prevent high temperatures.

Malone offers good multi-use potential, but has been limited to boat storage. Malone is generally underutilized and offers high potential for hosting events. To provide better usability:

- Replace the fiberglass panels with insulated glass, add heating, and repair floor cracks.
- Add French drains in from of doors to prevent mud and water from seeping through doors.

5. Goat Barn



The Goat barn is a Washington State Heritage Barn built in the 1950s. It may be the second most important building in terms of historical character. Goat is a lofted, clerestory building providing strong country fair ambience. It has a long open shed along the east side and a small closed shed on the west. Inside the barn is a loft and built-in pens. The roof is low, restricting storage.

It has a Monitor roof shape, Snap-Loc metal roofing, board & batten siding and a concrete foundation. To provide better usability:

- Cleanout the loft and install new and improved lighting.
- Replace the permanent pens with collapsible, removable ones.
- Replace the roof and support on the long eastside shed.

6. Cattle Barn



The Cattle barn is a Washington State Heritage Barn built in the 1950s. It is open on three sides with no doors. It is a large rectangular structure divided into three parts by supporting posts and fencing which creates a center path for people with two side areas to contain cattle.

Cattle has a Gable (maybe wannabe) roof shape, a galvanized corrugated metal roof covering and a different type of metal on another part of the roof (both of which need replacing), plywood

siding, and a concrete foundation, but dirt floor.

This building is lightly used with only a few cattle during the fair and is almost totally unused outside of the fair. This plan envisions replacing Cattle and the Grandstand with one or two new buildings.

7. Grandstand / Alpaca Barn



The Grandstand / Alpaca barn is a pole and cantilevered rafter structure. Its original use as seating for events to its east has been compromised by location of children's carnival rides that now occupy the entire area between it and the Fiddle Faddle barn.

Interior posts supporting seating and roof rafters divide ground level under-cover space into enclosed east storage units (under the bleachers), a central aisle, and animal stalls in the western third.

The stalls are currently lightly used to house the 4H alpaca contingent, and the bleachers are only used for a few hours each year. This plan envisions replacing Cattle and the Grandstand with one or two new buildings.

8. Horse Barn 1



All three horse barns were built in the 1950s. All are open unprotected structures without doors. They are all pole buildings and are directly across from and support equine activities in the arena.

Horse Barn1 is of sound construction and has single and double stalls along the east and west walls with a central corridor. It has a Gable roof shape, a rusted corrugated metal roofing nearing the end of its lifespan, horizontal plank siding, and a concrete foundation.

In addition, all three horse buildings, plus all other animal buildings to the north of the horse barns (Grandstand, Cattle, and Goat), are bordered by uncontrolled (some 80') alder trees on the bank beyond the property line. The alders have grown up and out and now overhang all six structures making their control **one of the most pressing safety issues** on the fairgrounds.

This plan envisions all three horse barns being replaced with one or two new ones that are more flexible and can possibly be used for other purposes.

9. Horse Barn 2



Horse Barn2 has single and double stalls along the east and west walls with a central corridor. It has a loft that is used for storage.

Horse Barn 2 has a Monitor roof shape, a galvanized corrugated metal roofing in good condition, board and batten siding, and a concrete foundation. It is in Fair condition

The posts of Horse Barn 2 (and 3) are pressure treated 4x4's, not the 6x6's of Horse Barn1, and so are more prone to weakness due to deterioration. Both Horse

Barn 2 and 3 outer posts either rest on or are anchored in two parallel concrete footings that support the outer walls. Inner posts are, possibly, just buried in soil.

Roof water needs to be better handled with gutters and downspouts going into French drains along the front of each building.

10. Horse Barn 3



Horse Barn 3 has single and double stalls along the east and west walls with a central corridor. It has a Gable roof shape, a rusted corrugated metal roofing nearing the end of its lifespan, T-111 siding, and a concrete foundation.

Horse Barn 3, the newest and least well built, has a substandard roof design with small 2x4 rafters spanning much more distance than they should, as well as poor knee braces supporting the rafters. In addition the roof peak flashing was too narrow and water has leaked into the

plywood roofing and it is now rotten. Thus the lifespan of Horse Barn 3 is dependent on a judgment whether replacing the roof on a marginal post structure is less prudent than replacing the building entirely.

11. Hope Building



The Hope building was built in 1998 with a donation from the Boeing Company for the Hope Therapeutic Riding program. It is used by the Hope program, 4-H, and other equestrian programs for training and various events, races, and exhibitions.

Hope is a two-story building with a Gable metal roof, T-111 siding, and a concrete foundation. It is insulated and heated. It has a tack room, a

class room, an office, a small kitchen with a concession window, a bathroom, a larger meeting room, and an announcer's booth overlooking the arena. It is frequently used and is in good condition. There is no known need for maintenance or upgrade.

12. Coffman 4-H Building



The Coffman 4-H building has a concrete floor and foundation, stud walls, red standing seam steel roof, hot air propane furnace with a 500 gal tank, men's and women's restrooms with a single shower each, a certified commercial kitchen in excellent condition; an adjacent storage area for kitchen renter materials, a spacious meeting room for 75 to 100 people if its three exits are approved, and a contiguous addition for storage. Flooring is Zolatone type (speckled) painted concrete.

Coffman liabilities are a cracked concrete floor, lackluster external and internal paint colors, rudimentary bathrooms, poor use of the west addition as a storage location, and rotting north wall of the addition. Suggested improvements include:

- Add walk-in refrigeration and other equipment such as slicers and mixers to the kitchen.
- Redecorate, repaint, and thematically develop the building interior décor to make it visually interesting and appealing consistent with the fair and 4H; improve adaptability of the room for different uses; and control noise levels so that conversational noise of crowds does not inhibit small group conversation.
- Update, freshen, paint, and otherwise improve the rest rooms.
- Fill floor cracks and repaint floor including the unpainted restrooms and corridor floors.
- Install large, shallow, enclosed 4H display/trophy case on interior wall to the left of main entry, and populate the case with trophies, photos, and other informational material to connect historical and ongoing 4H presence and vitality to Coffman.
- Re-paint exterior color to more vibrant color consistent with agricultural theme.
- Repair north wall of the addition and make the space (perhaps partially) available and more commercially appealing as a contiguous space to Coffman's interior.



13. Dog Arena and Shelter



The Dog arena is a fenced grassy area with a set of five bleacher rows under cover of a red metal sheathed open sided roof on the west and a shelter with a double row of small showing stalls separated by a central corridor covered by a single pitched, shed style metal roof. The dog stall building is a partially walled pole construction with a concrete floor and electricity. It lies to the south of Coffman and to the north of the Ray Gabelein Antique building. The 4H dog contingent is very active and its judging and showing activities during fair are well

attended. Stalls are decorated and entrants are identified. Each stall is occupied by a dog cage, an elevated platform, and one dog, usually with its owner who is there to answer questions.

14. Ray Gabelein, Sr. Antique Barn



The Ray Gabelein, Sr. Antique Barn is a newer building with tall walls, tall drive-in doors north and south, and a walk in door at the NW and SE corners. Siding is vertical plank with spaces between planks and no battens making it air and moisture permeable. The upper few feet of end walls are translucent plastic panels for natural interior lighting. The roof is white modern corrugated steel with a condensation barrier. It is guttered with downspouts. (Drain integrity and drain ends are unconfirmed. The remaining

roof lifespan is in terms of decades.

The barn has for many years been both storage (between fairs) and a display area (during fairs) for antique farm and other tools and equipment. Also during the winter one or more boats are stored there. A very significant amount of work and expense would have to be done to use the building for anything other than storage.

The building should be repainted in the next 2-4 years. Also the sliding main doors both need repair at the bottom guides and top rollers. Security of doors should be improved as thefts of contents have taken place.

15. Rabbit and Poultry Barn



The Rabbit and Poultry barn is a small, older, clerestory style building similar to Goat. It was originally part of Goat, but was sawed in half and moved. It has central North and South drive-in doors. It has a center aisle and two 12' side aisles with movable animal cages during the fair. An additional shed roof has been added to the west side with shed rafters and small stalls. Leaks at the juncture of the shed roof and main roof have caused some rot in the original main roof. Exterior shed stall floors are

concrete extending onto a rough 3' wide sidewalk. The general condition of the foundation and wall structure is sound; plank outer walls are weathered with splits throughout, and heavily weathered at bottoms. The roof is same vintage as other red metal Snap Loc roofing on other buildings.

Immediate needs include replacing the water spigot on north end with a subsurface frost free faucet. Assess shed roof to main roof for solution to water leakage. The south side was painted this year; remainder needs paint to protect siding.

16. Bob Martens Swine and Cat Barn



The Swine and Cat barn is divided lengthwise roughly into thirds, with the north third housing cats and the south two thirds housing swine. The building has a concrete floor divided into small pens with steel posts in the concrete, connected by fencing which limits the building to only fair time animal occupation. Non-fair, multi-use potential would require removal of all fence posts, storage of same, and modifications to the post holes and posts to permit re-assembly.

17. Sheep Barn



The Sheep barn has pole construction that is generally good condition except for one, and possibly more, eastside post that is deteriorated sub-surface due to disconnection of the gutter downspout. There is a second downspout that is also disconnected. The space behind (east) Sheep wall is perhaps 6' from the bluff edge and the area is completely filled with blackberry vines, preventing work on the downspouts.

The building floor is dirt, the side walls are 7' high T111 leaving voids both

from wall top to roof and wall bottom to ground. End walls are present except for an approximate 12' wide open doorway. The building interior is divided into sheep pens of T posts bearing hog wire on plastic ties for fair activity, and by a central ~12' wide ply partition hanging from the truss lower chord and bearing electrical conduit and a light switch. The Immediate needs include:

- Clearing the blackberry vines on the east side
- Repairing the downspout connections and assessing drainage dispersion
- Repairing any rotted post bottoms
- Spraying the inside trusses with a bleach solution to kill moss and mold on rafters
- Painting the outside walls within next couple of years, and the interior walls within a couple of years after that. For the exterior paint consider the desirability of red vs. the current green.

Painting or replacing the roof, which is sound but corroded. Painting with a steel roofing paint to extend life looks cheaper, but may require significant labor for preparation, priming and painting, and possibly damaging the roof's waterproofing ability by walking on it.

The Sheep barn could be used for boat or other storage between fairs by removal of T posts and hog wire pens and enclosing the building. The central partial partition is an impediment but there is access from both end doors. Wall voids top and bottom would need to be covered, and end door openings would need doors constructed to provide content security and prevent wind-blown debris and moisture. Fair prep of pens could be driving T posts in and reattaching hog wire every year, or burying short pipe sections for easier, faster insertion of smaller pipes as pen posts (caps installed during most of year), though semi-permanent floor spigots would impede cleaning. Solutions to pen set-up/take-down must reviewed for speed and ease of process. Dirt floor limits ability to clean and pouring a concrete floor would be a nice improvement though would not add significantly to dual purpose use and comes at a high cost. End door height (8' 7" north, 8' 1" south) is perhaps the biggest limiting factor but would permit small boats, tent trailers, and smaller travel trailers.

18. Cavy / Guinea Pig Barn



The Cavy or Guinea Pig barn is one of the older structures on the Fairgrounds. It contains small cages for guinea pigs and is only used during the fair. It badly needs a new roof to replace its cedar shakes.

19. Ken Short Fiddle Faddle Barn



The Ken Short Fiddle Faddle barn is an open barn structure used for children's activities and recently for a wedding.

20. Midway Food and Beverage Booths



A row of food vendor booths lines the north side of the midway with east and west booths separated by the raised Eva Mae Gabelein Main Stage. The row sits right on the northern Fairgrounds property line. The Fair parade on Saturday runs from downtown Langley to the Fairgrounds and routes through the midway. Post parade, picnic tables are set up in front of the booths.

While the Vendor booths are not in generally good condition, they remain

functional. They are of uninsulated stud construction with concrete floors and red standing seam steel roofing of the same vintage as the main building row across from them. Booths are equipped with hot and cold water, sinks, and two of the booths have cooking appliances with vent hoods. General exterior condition is good to fair, with interior fair to poor and relatively dirty from years of use. The vent hoods do not have fire suppression. Water is turned off before freezing weather and the two hot water heaters are drained. Consideration of the replacement or rebuilding of the entire vendor line is less probable due to their condition than to the steady progression of food handling and food preparation health regulations, which are more and more limiting what can be done in the booths

21. Eva Mae Gabelein Midway Stage



The Eva Mae Gabelein stage is located amid the Midway Food Booths. It is an outdoors stage for performances mainly during the fair. It stores seating benches in the off season

22. Restrooms 'A'



Each of the three restrooms are rudimentary men's and women's rest rooms with one or two shower stalls. They have a concrete slab floor, studded walls, T-111 siding and a red, standing seam steel roof of low pitch. Restrooms 'B' and 'C' are primarily used only during the Fair.

Restroom 'A' is the primary Fairgrounds restroom and is used year around.

All three bathrooms could benefit from updating the facilities and painting inside and out.

23. Restrooms 'B'



Restroom 'B' is a two-story building with a small one room apartment on the second floor with its own bathroom and a small kitchen. The restroom is not used much outside of the Fair

The outside needs painting and the deck on the south side has some rotten boards in it.

24. Restrooms ‘C’



Restroom ‘C,’ ‘Horse restroom,’ or ‘4-H restroom’ is located between the Grandstand and Horse barn 1. It is used during equestrian activities, as well as during the Fair

25. Logging Show area



The logging show area occupies a triangle at the SE corner of the arena and contains an in-ground pool for log rolling, a set of bleachers in good condition, ground area used to store and move logs for various events, and two tall poles for climbing contests. To my knowledge it is used only once a year for a day or two during the fair. The event draws about 100 fair attendees and has a small but motivated group of participants including Albert Gabelein. Low annual usage and total attendance would suggest finding more utility for this

area due to its bleachers. The wood covers, lifted off by crane for log rolling, would appear to offer a ready-made additional stage area with bleacher seating, but use would have to be well coordinated with protective loggers and organizers. The presence of 3' of water under the stage means that possible collapse, into water, would have to be prevented at all costs, and that the use of electricity would be problematic. Never the less the area's under-utilization makes it a target for other uses if the primary use can be maintained.

26. Horse Arena



The Horse Arena is located pretty much in the center of the fairgrounds. It is used for 4-H and other equestrian shows during seven or eight months of the year.

It has even greater potential if it were covered, for both equine and non-equine events. Also the footing (the ground on arena floor) needs to be replaced for use by other types of equestrians and for motor sports. Finally, both the lighting and the sound system could be upgraded.

27. RV Park and Campground



The RV Park and Campground is a .85 acre triangular plot of ground at the southern tip of the fairgrounds. It has 30 30-amp hookups with a water connection, and there is a separate septic dump station.

During the Fair Marilyn and Elise Gabelein lay out a Fire Department approved plan for 70 smaller RVs.

Larry Kwarsick had a professional layout done with 30 sites, 15 of which are pull-through sites. He also did research for 50-amp hookups.

In this plan the RV Park and Campgrounds are envisioned to:

- Be cleaned up and beautified
- Install a new set of restrooms with showers (promised by the County, but not done)
- Get improved RV hookups with 50 amp power, water, and sewer

Appendix B: CERB Planning Study Minimum Requirements

A Planning Study, entitled “A Vision for the Island County Fairgrounds and a Plan to Accomplish It,” of which this appendix is a part, addresses each of the CERB’s minimum requirements as follows:

- a. **A product market analysis linked to economic development.**
The Planning Study provides a market analysis that is linked to jobs creation, as provided in answer to “o-1” below.
- b. **A market strategy containing action elements linked to timelines.**
The Planning Study provides a market strategy containing action elements linked to timelines as shown on pages 15 and 25.
- c. **Identification of targeted industries.**
The Planning Study on pages 26-35 provides a list of “economic potentials” that are the target events and activities that will provide additional revenue.
- d. **Identification of the group responsible for implementing the marketing strategy.**
Describe the group’s capacity to complete the responsibility.
The Planning Study identifies the Port of South Whidbey on page 4 and a management and staffing team described on pages 11 and 36 and addresses their capacity to complete the plan.
- e. **The site’s appropriateness by addressing, at minimum, appropriate zoning, affect to the state or local transportation system, environmental restrictions, cultural resource review, and the site’s overall adequacy to support the anticipated development upon project completion.**
The Island County Fairgrounds is within the City of Langley and is governed by their zoning, specifically the following chapters:
 1. Chapter 18.09 identifies what is permitted within the P-1 (Public Use) zoning that is assigned to the Fairgrounds.
 2. Chapter 18.10 provides a Fairgrounds Zoning Overlay that establishes a range of permitted uses and standards that might not otherwise be permitted within the P-1 zoning.
 3. Chapter 18.33 states that the City supports and protects the permitted and customary Fairgrounds related activities even though they may not be compatible with nearby residential uses.

The majority of what is proposed in the Planning Study falls within the current Langley zoning. Two potential areas, light industrial and brewing and distilling, are not covered, and the city is preparing to include those in an update of their comprehensive plan.

The Planning Study envisions work being done to mitigate the storm water runoff problems on the Fairgrounds. Such a solution will require working with Langley to handle the discharge water in two creeks.

State and local transportation are an issue that is discussed in the Planning Study. The Fairgrounds is on several major Island Transit routes, as well as a potential weekend bus service, both connecting with the Washington State Ferry in Clinton and a new parking lot in Mukilteo, all of which support the activities in the Planning study.

There are no known environmental restrictions effecting the Fairgrounds and the proposed uses of it as described in the Planning Study.

The Fairgrounds' almost 80 year-old historic buildings and legacy of an over 100 year-old county fair are major cultural resources that are embraced and promoted by the Planning Study.

The Fairgrounds site and its many historic buildings provide the foundation for many of the activities and events described in the Planning Study. There is one need that is lacking in the Fairgrounds and that is for sufficient parking. This need and several solutions for it are discussed in the Study.

f. **A location analysis of other adequately served vacant industrial land.**

The planning study is focused on the Island County Fairgrounds because of its already-existing infrastructure. There is property surrounding the Whidbey Airpark in Langley that is zoned for commercial uses, however it lacks the infrastructure of already-existing buildings and utilities, so the capital investment would be prohibitively expensive to include purchase of the property(ies) and construction of all new buildings. Appendix C discusses the adequacy of several potential properties that might be used by the Fairgrounds for parking and an expanded RV park.

g. **Total funding for the public facilities improvements is secured or will be secured within a given timeframe.**

The Planning Study on pages 12 and 13 discusses how funding for public facilities can be secured and the time frame expected and provides in Appendix D a number of grant and loan resources.

h. **An analysis of how the project will assist local economic diversification efforts.**

The Planning Study discusses how the Fairgrounds can be a major new economic contributor and therefore a diversification of the local economy.

i. **Indicate the specific issues that will be addressed.**

The specific issues that will enable the Fairgrounds to be a self-sufficient entity, as described in pages 13-21 of the Planning Study, include:

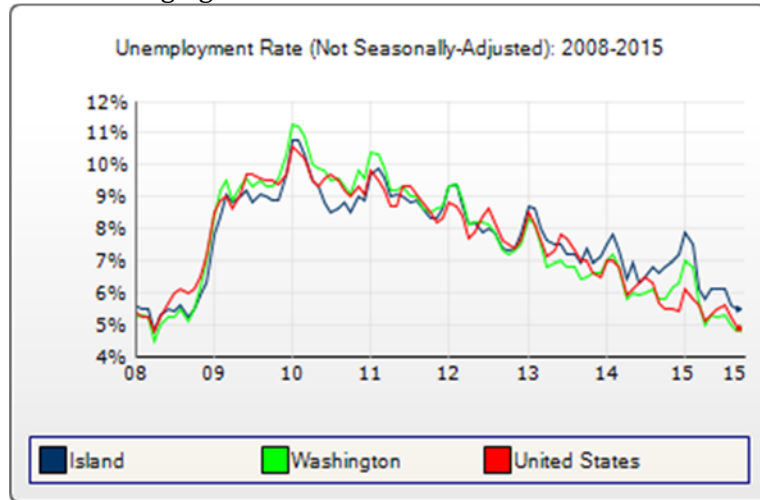
1. Beautification and renovation of the grounds
2. Improved signage
3. Insulate and heat several buildings
4. Upgrade two commercial kitchens
5. Handle storm-water runoff and stabilize two bluffs
6. Renovate and remodel several buildings
7. Add a new restroom with showers in the campgrounds
8. Replace and upgrade RV hookups
9. Add solar power
10. Add parking
11. Add a new cover and replace the footing to the arena
12. Replace several buildings

- j. **List one or more economic outcomes that you expect from the proposed CERB project.**
The major economic outcome expected in the Planning Study is that the Fairgrounds will become a positive economic contributor instead of a drain and will be a strong contributing factor in the broader economic gains of the City of Langley, the South Whidbey Community, and Island County.
- k. **Describe the specific, quantifiable measures of the outcome(s) that will indicate success. Describe in measurable terms what you expect to be able to show as progress toward the outcome for each year before the whole outcome has been achieved.**
The specific, quantifiable measure of the outcome of the Planning Study is the surplus or loss from the operation of the Fairgrounds as described in pages 26-43 of the Study.
- l. **Describe what data you will collect to determine whether the outcome is being achieved.**
The primary measure to determine the outcome of implementing the Planning Study is the surplus or loss from the operation of the Fairgrounds. Additionally sales tax revenue from businesses in Langley, WA will be used to provide information on sales amounts before, during and after the project. Subsidiary measures would be the units and revenue from each of revenue sources as well as the expenses by categories. Also, the specific steps in the plan that have been accomplished.
- m. **Describe the data collection procedure including when data will be collected, from whom and by whom.**
The managing entity (e.g. the Port of South Whidbey) should have accounting procedures in place so that revenues and expenditures are tracked and attributed to specific activities, and projections should be developed and tracked to actuals. As described in “l,” the primary measure is financial surplus or loss from operations, which should be tracked at least on a monthly basis. In addition, economic development data will be analyzed including direct jobs retained and created, indirect jobs created, and recorded sales tax revenues as compared to those recorded prior to this project’s execution.
- n. **The estimated median hourly wage of the jobs created when development occurs.**
Wages will vary by the jobs to be performed and will exceed the median hourly wage in the local area.
- o. **If the project is determined to be feasible, the following information must be provided within the final report:**
1. **Total estimated jobs created (in FTEs).**
Attached Tables 26 through 28 show the estimated jobs created by implementing the Planning Study. These estimates were arrived at using the State of Washington Office of Financial Management 2007 Washington State Input-Output Multipliers.
 2. **Describe benefits offered to employees.**
Standard health and welfare benefits will be offered employees at least equal to those mandated by law.
 3. **Describe the median hourly wage of the new jobs in relation to the median hourly county wage.**
“The median hourly wage (adjusted for inflation) for jobs in Island County in 2013 was \$18.22 compared to the \$22.09 state median wage.” (From the Washington

State Employment Security Department; Bureau of Labor Statistics; Bureau of Economic Analysis). At the Fairgrounds, wages will vary by the jobs to be performed and will exceed the county's median wage, as described on page 36 of the Planning Study.

4. **The county three-year unemployment rate in relation to the state rate.**

Island County's unemployment rate compared to the State's and the Nation's is shown in the following figure:



The actual unemployment rates in the County and State in October of each year are:

Unemployment Rate	2013	2014	2015
Island County	7.4%	6.8%	5.5%
Washington State	6.5%	5.8%	5.0%

Source: Washington State Employment Security Department; Bureau of Labor Statistics; Bureau of Economic Analysis

5. **County population change in the last five years.**

The County population has grown by 2.7% in the last five years, growing from 78,506 in 2010 to an estimated 80,600 in 2015

6. **The estimated jobs created represent what percentage of the county's labor force.**

The peak jobs expected to be created in the Planning Study is 113, which is 0.35% of the County's 2014 average civilian labor force of 31,692

7. **The estimated jobs created represent what percentage of the county's unemployed workers.**

The peak jobs expected to be created in the Planning Study is 113, which is 5.1% of the County's 2014 average population actively seeking employment of 2,193

8. **Estimated new annual state and local revenue generated by the private business.**

The subject of the Planning Study, the Island County Fairgrounds, is a quasi-government entity owned by Island County, the projected revenue of which is described on pages 26 through 35. The Fairgrounds rents space and facilities to private businesses, the number and revenue of which is expected to grow over the period of the study, but the study does not consider the revenue generated by those businesses.

9. **Estimated private investment generated by project.**

The Planning Study does not consider any private investment on the Fairgrounds.

Table 26: Fairgrounds Plan Jobs Creation -- Conservative

		Multipliers*	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Capital Projects			\$ 150,000	\$ 230,000	\$ 275,000	\$ 150,000	\$ 1,000,000	\$ 50,000
	Construction	10.89	1.6	2.5	3.0	1.6	10.9	0.5
	Support Jobs	2.58	4.2	6.5	7.7	4.2	28.1	1.4
	Total Jobs		5.8	9.0	10.7	5.8	39.0	1.9
Fairgrounds Employees								
	Admin Manag		\$ 60,000	\$ 60,500	\$ 61,000	\$ 62,000	\$ 65,000	\$ 68,000
	Admin Suppo		\$ -	\$ 10,000	\$ 15,000	\$ 20,000	\$ 25,000	\$ 30,000
	Maint Supervi		\$ 40,000	\$ 40,400	\$ 40,800	\$ 41,200	\$ 41,600	\$ 42,000
	Maint Suppor		\$ 10,000	\$ 15,000	\$ 20,000	\$ 25,000	\$ 30,000	\$ 35,000
	Admin Manag		1.00	1.00	1.00	1.00	1.00	1.00
	Admin Support			0.33	0.50	0.67	0.83	1.00
	Maint Supervi		1.00	1.00	1.00	1.00	1.00	1.00
	Maint Suppor		0.33	0.50	0.67	0.83	1.00	1.16
	Total		2.33	2.83	3.17	3.50	3.83	4.16
	less current		(2.00)	(2.00)	(2.00)	(2.00)	(2.00)	(2.00)
	Support Jobs	1.39	0.46	1.15	1.63	2.09	2.54	3.00
	Total Jobs		0.79	1.98	2.80	3.59	4.37	5.16
Events Revenue								
	Major art eve		\$ 1,500	\$ 2,000	\$ 3,000	\$ 6,000	\$ 10,000	\$ 20,000
	Major swap m		\$ 2,000	\$ 4,000	\$ 6,000	\$ 10,000	\$ 20,000	\$ 50,000
	Music food an		\$ 4,000	\$ 6,000	\$ 8,000	\$ 12,000	\$ 18,000	\$ 30,000
	Weddings		\$ 1,200	\$ 2,400	\$ 3,600	\$ 6,000	\$ 8,400	\$ 12,000
	Smaller one-b		\$ 1,500	\$ 2,500	\$ 4,000	\$ 6,000	\$ 9,000	\$ 12,000
	Full Fairgroun		\$ 1,500	\$ 2,000	\$ 2,500	\$ 3,500	\$ 5,000	\$ 7,000
	Total Event		\$ 11,700	\$ 18,900	\$ 27,100	\$ 43,500	\$ 70,400	\$ 131,000
	Event Jobs	20.48	0.2	0.4	0.6	0.9	1.4	2.7
	Support Jobs	1.64	0.4	0.6	0.9	1.5	2.4	4.4
	Total Jobs		0.6	1.0	1.5	2.4	3.8	7.1
Service Revenue								
	RV Park / Cam		\$ 40,750	\$ 45,250	\$ 56,430	\$ 77,430	\$ 100,800	\$ 127,050
	Building renta		\$ 20,000	\$ 22,000	\$ 25,000	\$ 30,000	\$ 32,000	\$ 35,000
	Kitchen renta		\$ 10,450	\$ 13,200	\$ 16,500	\$ 23,760	\$ 27,500	\$ 37,125
	Boat/RV Stora		\$ 6,700	\$ 7,000	\$ 7,500	\$ 9,000	\$ 12,000	\$ 15,000
	Equestrian ev		\$ 2,150	\$ 2,500	\$ 2,750	\$ 3,500	\$ 5,000	\$ 7,500
	Total Event		\$ 80,050	\$ 89,950	\$ 108,180	\$ 143,690	\$ 177,300	\$ 221,675
	Service Jobs	27.72	2.2	2.5	3.0	4.0	4.9	6.1
	Support Jobs	1.39	3.1	3.5	4.2	5.5	6.8	8.5
	Total Jobs		5.3	6.0	7.2	9.5	11.7	14.7
	Total All Jobs		12.57	17.93	22.15	21.30	58.91	28.88
* State of Washington Office of Financial Management, 2007 Washington State Input-Out Multipliers								

Table 27: Fairgrounds Plan Jobs Creation --Middle of the Road

		Multipliers*	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Capital Projects			\$ 280,000	\$ 445,000	\$ 875,000	\$ 1,500,000	\$ 1,050,000	\$ -
	Construction	10.89	3.0	4.8	9.5	16.3	11.4	-
	Support Jobs	2.58	7.9	12.5	24.6	42.1	29.5	-
	Total Jobs		10.9	17.3	34.1	58.5	40.9	-
Fairgrounds Employees								
	Admin Manag		\$ 60,000	\$ 60,500	\$ 61,000	\$ 62,000	\$ 65,000	\$ 68,000
	Admin Suppo		\$ 5,000	\$ 15,000	\$ 20,000	\$ 30,000	\$ 45,000	\$ 60,000
	Maint Supervi		\$ 40,000	\$ 40,400	\$ 40,800	\$ 41,200	\$ 41,600	\$ 42,000
	Maint Suppor		\$ 10,000	\$ 20,000	\$ 30,000	\$ 45,000	\$ 60,000	\$ 75,000
	Admin Manag		1.00	1.00	1.00	1.00	1.00	1.00
	Admin Suppo		0.17	0.50	0.67	1.00	1.50	2.00
	Maint Supervi		1.00	1.00	1.00	1.00	1.00	1.00
	Maint Suppor		0.50	0.67	1.00	1.50	2.00	2.50
	Total		2.67	3.17	3.67	4.50	5.50	6.50
	less current		(2.00)	(2.00)	(2.00)	(2.00)	(2.00)	(2.00)
	Support Jobs	1.39	0.93	1.63	2.32	3.48	4.87	6.26
	Total Jobs		1.60	2.80	3.99	5.98	8.37	10.76
Events Revenue								
	Major art eve		\$ 2,000	\$ 3,000	\$ 6,000	\$ 12,000	\$ 25,000	\$ 50,000
	Major swap m		\$ 5,000	\$ 8,000	\$ 15,000	\$ 30,000	\$ 50,000	\$ 75,000
	Music food an		\$ 5,000	\$ 7,000	\$ 10,000	\$ 15,000	\$ 25,000	\$ 50,000
	Weddings		\$ 2,400	\$ 4,800	\$ 7,200	\$ 9,600	\$ 12,000	\$ 18,000
	Smaller one-b		\$ 2,000	\$ 3,000	\$ 5,000	\$ 7,500	\$ 10,000	\$ 15,000
	Full Fairgroun		\$ 1,500	\$ 2,500	\$ 3,000	\$ 5,000	\$ 7,000	\$ 9,000
	Total Event		\$ 17,900	\$ 28,300	\$ 46,200	\$ 79,100	\$ 129,000	\$ 217,000
	Event Jobs	20.48	0.4	0.6	0.9	1.6	2.6	4.4
	Support Jobs	1.64	0.6	1.0	1.6	2.7	4.3	7.3
	Total Jobs		1.0	1.5	2.5	4.3	7.0	11.7
Service Revenue								
	RV Park / Cam		\$ 40,750	\$ 51,250	\$ 67,500	\$ 87,870	\$ 111,360	\$ 138,600
	Building renta		\$ 20,000	\$ 25,000	\$ 30,000	\$ 32,000	\$ 35,000	\$ 40,000
	Kitchen renta		\$ 11,495	\$ 14,300	\$ 18,700	\$ 27,720	\$ 37,125	\$ 51,975
	Boat/RV Stora		\$ 6,700	\$ 7,000	\$ 7,500	\$ 12,000	\$ 15,000	\$ 20,000
	Equestrian ev		\$ 2,500	\$ 3,000	\$ 5,000	\$ 10,000	\$ 15,000	\$ 20,000
	Total Event		\$ 81,445	\$ 100,550	\$ 128,700	\$ 169,590	\$ 213,485	\$ 270,575
	Service Jobs	27.72	2.3	2.8	3.6	4.7	5.9	7.5
	Support Jobs	1.39	3.1	3.9	5.0	6.5	8.2	10.4
	Total Jobs		5.4	6.7	8.5	11.2	14.1	17.9
	Total All Jobs		18.88	28.34	49.13	79.97	70.42	40.41
* State of Washington Office of Financial Management, 2007 Washington State Input-Out Multipliers								

Table 28: Fairgrounds Plan Jobs Creation -- Aggressive

		Multipliers*	Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Capital projects			\$ 380,000	\$ 1,070,000	\$ 2,400,000	\$ 2,050,000	\$ -	\$ -
	Construction	10.89	4.1	11.7	26.1	22.3	-	-
	Support Jobs	2.58	10.7	30.1	67.4	57.6	-	-
	Total Jobs		14.8	41.7	93.6	79.9	-	-
Fairgrounds Employees								
	Admin Manag		\$ 60,000	\$ 61,000	\$ 62,000	\$ 63,000	\$ 67,000	\$ 71,000
	Admin Suppo		\$ 10,000	\$ 20,000	\$ 30,000	\$ 50,000	\$ 70,000	\$ 90,000
	Maint Supervi		\$ 40,000	\$ 40,400	\$ 40,800	\$ 41,200	\$ 41,600	\$ 42,000
	Maint Suppor		\$ 15,000	\$ 30,000	\$ 45,000	\$ 60,000	\$ 90,000	\$ 120,000
	Admin Manag		1.00	1.00	1.00	1.00	1.00	1.00
	Admin Suppo		0.33	0.67	1.00	1.67	2.33	3.00
	Maint Supervi		1.00	1.00	1.00	1.00	1.00	1.00
	Maint Suppor		0.50	1.00	1.50	2.00	3.00	4.00
	Total		2.83	3.67	4.50	5.67	7.33	9.00
	less current		(2.00)	(2.00)	(2.00)	(2.00)	(2.00)	(2.00)
	Support Jobs	1.39	1.15	2.32	3.48	5.10	7.41	9.73
	Total Jobs		1.98	3.99	5.98	8.77	12.74	16.73
Events Revenue								
	Major art eve		\$ 3,000	\$ 9,000	\$ 15,000	\$ 30,000	\$ 60,000	\$ 90,000
	Major swap m		\$ 7,500	\$ 12,000	\$ 20,000	\$ 50,000	\$ 75,000	\$ 100,000
	Music food an		\$ 7,000	\$ 12,000	\$ 18,000	\$ 30,000	\$ 50,000	\$ 75,000
	Weddings		\$ 3,600	\$ 7,200	\$ 12,000	\$ 14,400	\$ 20,000	\$ 28,000
	Smaller one-b		\$ 3,000	\$ 5,000	\$ 7,000	\$ 10,000	\$ 15,000	\$ 20,000
	Full Fairgroun		\$ 2,000	\$ 3,000	\$ 4,500	\$ 7,500	\$ 10,000	\$ 15,000
	Total Event		\$ 26,100	\$ 48,200	\$ 76,500	\$ 141,900	\$ 230,000	\$ 328,000
	Event Jobs	20.48	0.5	1.0	1.6	2.9	4.7	6.7
	Support Jobs	1.64	0.9	1.6	2.6	4.8	7.7	11.0
	Total Jobs		1.4	2.6	4.1	7.7	12.4	17.7
Service Revenue								
	RV Park / Cam		\$ 40,750	\$ 53,750	\$ 71,010	\$ 91,640	\$ 116,800	\$ 144,550
	Building renta		\$ 22,000	\$ 27,000	\$ 32,000	\$ 35,000	\$ 40,000	\$ 45,000
	Kitchen renta		\$ 12,540	\$ 16,500	\$ 19,800	\$ 33,000	\$ 48,125	\$ 66,825
	Boat/RV Stora		\$ 6,700	\$ 7,000	\$ 7,500	\$ 19,000	\$ 24,000	\$ 29,000
	Equestrian ev		\$ 2,750	\$ 3,500	\$ 7,500	\$ 12,000	\$ 20,000	\$ 30,000
	Total Event		\$ 84,740	\$ 107,750	\$ 137,810	\$ 190,640	\$ 248,925	\$ 315,375
	Service Jobs	27.72	2.3	3.0	3.8	5.3	6.9	8.7
	Support Jobs	1.39	3.3	4.2	5.3	7.3	9.6	12.2
	Total Jobs		5.6	7.1	9.1	12.6	16.5	20.9
	Total All Jobs		23.82	55.45	112.81	109.00	41.67	55.36
* State of Washington Office of Financial Management, 2007 Washington State Input-Out Multipliers								

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Appendix C: Relevant Property Information

In the attached Planning Study, entitled “A Vision for the Island County Fairgrounds and a Plan to Accomplish It,” of which this appendix is a part, the discussion of Fairgrounds Parking on pages 18-21, five potential properties that might be used for additional parking outside of the Fairgrounds are discussed. This appendix provides additional information, gathered from the Island County Assessor’s office, about those properties. These properties are shown in Figure 17 and are listed next:

7. **Middle School** play field 2.2 acre (per Landerman-Moore)
Owner: South Whidbey School District #206
Mailing address: 5520 Maxwelton Rd, Langley, WA 98260-9520
Property ID: 123743 and 123832
Geographic ID: R32903-498-4130 and R32903-531-3830
Size: 5 acres and 12 acres, 17 acres total
Appraised value: \$3,513,454 and \$4,165,823, \$7,679,277 total
Recent sale: none
8. **Aylott property** corner of Camano and Edgecliff
Owner: Michael V. and Helen S. Aylott, Trustees
Mailing address: PO Box 1725, Aransas Pass, TX 78335-1725
Property ID: 123814 and 123823
Geographic ID: R32903-529-4370 and R32903-529-4470
Size: 0.4 acres and 0.0894 acres, 0.489 acres total
Appraised value: \$112,000 and \$19,384, \$131,384 total
Recent sale: 1992 \$104,000 and \$10,500, \$114,500
9. **Noble property** corner of Camano and Sandy Point
Owner: Theodore E. Noble
Mailing address: PO Box 251, Langley, WA 98260-0251
Property ID: 123360
Geographic ID: R32903-324-4731
Size: 22 acres
Appraised value: \$197,626
Recent sale: none

10. **Izett property** north of Fairgrounds road

Owner: Bradley S. Izett

Mailing address: PO Box 641, Langley, WA 98260-0641

Property ID: 123495

Geographic ID: R32903-384-3730

Size: 5.12 acres

Appraised value: \$370,689

Recent sale: 1991 \$152,500

11. **Anderson property** south of Fairgrounds road

Owner: Tamara Knapp, Personal Representative for Dorothy Anderson

Mailing address: 501 Roy Street, Suite 347, Seattle, WA 98109

Property ID: 123333

Geographic ID: R32903-312-3371

Size: 22.6 acres

Appraised value: \$186,336

Recent sale: none

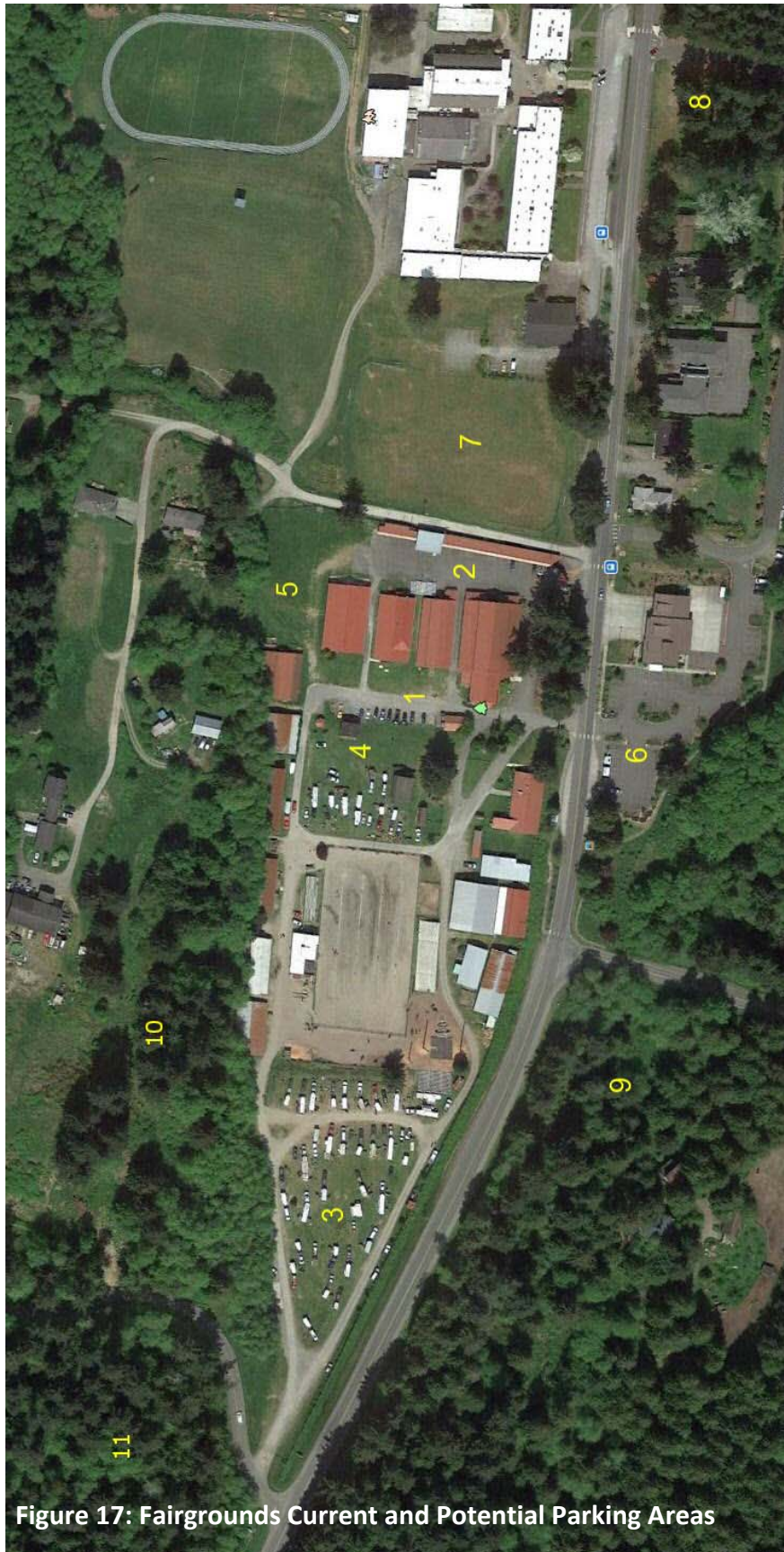


Figure 17: Fairgrounds Current and Potential Parking Areas

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Appendix D: SOURCES OF POSSIBLE GRANTS & LOANS

There are grants that may be used to provide funding for Fairground projects including construction and preservation of buildings and barns, acquisition of land, renewable energy, and storm water runoff. Some grants are for studies or assessments of the need while others are for actual work, such as construction or renovation. Some of the most likely grants are listed in this appendix, which includes the website URLs, contact names, and essential information to get started. The information was primarily gathered from websites, so it may be incomplete and sometimes out of date, depending on when the website was updated. To get the current data, including eligibility and application due dates, one will need to contact the agency supplying the grant or loan.

Here is a list of the possible needs and matching grantors:

Building and Infrastructure Construction and Restoration:

- #1 CERB (Prospective Development Construction Program)
- #2 USDA (Rural Business Development Grants)
- #3 Dept. of Archaeology & Historic Preservation (Heritage Barn Grant Program)
- #4 Capital Peak (Rural Infrastructure Opportunity Fund (RIO))
- #5 USDA (Community Facilities Direct Loan & Grant Program)
- #10 WA State Historical Society (Heritage Capital Projects Fund)
- #11 The 1772 Foundation (Grants for Historic Properties Redevelopment Programs)

Solar /Renewable Energy

- #6 USDA (Rural Energy for America Program Energy Audit & Renewable Energy Development Assistance Grants)
- #9 USDA (Rural Energy for America Program (REAP) Grants)

Storm Water Runoff

- #1 CERB (Prospective Development Construction Program)
- #4 Capital Peak (Rural Infrastructure Opportunity Fund (RIO))
- #7 Dept. of Ecology (Storm Water Financial Assistance (SFAP))
- #8 IACC (Ecology: Integrated Water Quality Funding Program)
- #13 USDA (Water & Waste Disposal Loan & Grant Program)

New Website & Other

- #1 CERB (Prospective Development Construction Program)
- #4 Capital Peak (Rural Infrastructure Opportunity Fund (RIO))
- #5 USDA (Community Facilities Direct Loan & Grant Program)
- #12 WA. Trust for Historic Preservation (Valerie Sivinski WA Preserves Fund)

Acquisition of Land

- #1 CERB (Prospective Development Construction Program)
- #2 USDA (Rural Business Development Grants)
- #5 USDA (Community Facilities Direct Loan & Grant Program)

SOURCES OF POSSIBLE GRANTS & LOANS				
No. Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount	Requirements/Comments
1 CERB (Community Economic Revitalization Board) Building and infrastructure restoration	Prospective Development Construction Program: For public infrastructure to enable future business development. http://www.commerce.wa.gov/commissions/CommunityEconomicRevitalizationBoard/Pages/CERB-Traditional-Programs.aspx Contact for Questions: Janea Eddy Program Manager janea.eddy@commerce.wa.gov 360 725-3151	Next date for Tier 1 is 01/19/2016 (and every 2 months, then decided 2 months later i.e. next Tier 1 is 3/14/2016) Applying is done in two tiers: Tier 1 is to qualify an applicant and is handled 3 days after an online submittal. http://www.commerce.wa.gov/Documents/PD_Webinar.pdf Tier 2 includes a presentation to the board where a decision is made. The application is submitted 6-8 weeks before board meeting.	50% Matching funds. Up to \$2,000,000 per project loan with 50% matching funds of total cost. (\$300,000 only may be grant funds)	<ul style="list-style-type: none"> • Must have a feasibility study that shows that significant jobs or private investment will result, • Must demonstrate need. • Cannot be used for retail, gambling, displace jobs from one part of the state to another, or be outside the Island County jurisdiction. Possible Uses: Acquisition, Construction, Repair, Reconstruction, Replacement, Rehabilitation, and includes improvement of: Sewer, Storm Water, Electricity, Telecommunications, Buildings or Structure, Port Facilities.

SOURCES OF POSSIBLE GRANTS & LOANS					
No.	Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount	Requirements/Comments
2	<p>USDA Rural Development This is administered by the state office.</p> <p>Multi Use (e.g.): Land Acquisition Parking Construction</p> <p><i>This looks like a good possibility. The specific program desired needs to be defined and the agency contacted.</i></p>	<p>Rural Business Development Grants</p> <p>Contact: Rural Business & Cooperative Programs Tuana Jones, Director (360) 704-7707 tuana.jones@wa.usda.gov</p> <p>Randy Baird, Asst. Director (509) 454-5743 ext 130 randy.baird@wa.usda.gov</p> <p>www.rd.usda.gov/wa http://www.rd.usda.gov/programs-services/rural-business-development-grants</p>	<p>Annually, not sure of the date.</p> <p>To get started: Applications are accepted through USDA Rural Development's local or State offices once per year. Applicants check program info to learn about local application timelines, concept paper requirements, and other details</p>	<p>No Matching funds required. Grants range from \$10,000 to \$500,000. Smaller requests are given priority.</p>	<p>Applications are evaluated on:</p> <ul style="list-style-type: none">• Evidence showing job creation to occur with local businesses;• Percent of nonfederal funding committed to the project;• Economic need in the area;• Consistency with local economic development priorities;• Experience of the grantee with similar efforts; <p>These funds may be used for:</p> <ul style="list-style-type: none">• Acquisition or development of land, easements, or rights of way; construction, conversion, renovation, of buildings, plants, machinery, equipment, access streets and roads, parking areas, utilities .• Rural transportation improvement (parking and access to the fair?)• Community economic development.

SOURCES OF POSSIBLE GRANTS & LOANS				
No. Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount	Requirements/Comments
3 Department of Archaeology & Historic Preservation <i>Preservation of Historic Barns</i>	Heritage Barn Grant Program These funds are used to "stabilize and preserve designated Heritage Barns across the state." http://www.dahp.wa.gov/heritage-barn-register Contact: Chris Moore of the Washington Trust for Historic Preservation at 206-624-9449, or via email at cmoore@preservewa.org	10/21/2015 Postmarked no later than 4:30. The next grant period is probably 2017, but dependent on the legislature Contact Jennifer Mortensen, Communications Coordinator 206 624-9449 jmortensen@preservewa.org Mailing Address: Historic Preservation 1204 Minor Ave. Seattle 98101	\$400,000 in total grant Avg. size of grant is \$21,000. This is grant reimbursement funds. \$ must be available before the grant is made. Total project cost=Grant request+ Cash matching funds + In-kind matching funds.	Emphasis placed on: •Barns must be listed in the Heritage Barn Register. •Priority is given to working farm barns. •Historical significance of barn •Urgency of repairs •Provision for long-term preservation. •Funds must be available before grant is given, and must be expended. This grant is reimbursement only. (Matching funds) •Readiness to Proceed is a major factor in granting \$. •Grant \$ is only available for construction costs. (no new buildings or additions to existing structures that might ruin the historic essence of the building.) •In-kind work can be used as part of the available money, valued @ \$15/hr.

SOURCES OF POSSIBLE GRANTS & LOANS					
No.	Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount	Requirements/Comments
4	Capital Peak (with CoBank) New construction, Upgrades or Expansions Not sure how relevant this could be. It involves a lot of participation by consultants .	Rural Infrastructure Opportunity Fund (RIO) This funding program is sponsored by a partnership of the USDA and private investors, such as Capital Peak and CoBank, to finance Job-Creating Infrastructure Projects in Rural America. Capital Peak specializes in proven-demand projects across energy, water/wastewater, agriculture/agribusiness, telecommunications/ broadband, and community facilities. http://www.capitol-peak.com/aboutus/ http://www.usda.gov/documents/Rural-Infrastucture-Opportunity-Fund-FAQ.pdf	First step is to submit a PDF for cconsideration for a project which can be downloaded here: http://www.capitol-peak.com/contact/ Then, if approved, Capital Peak provides indepth consulting to evaluate, strategize, and obtain funding from private investors. It is a "womb to tomb" type of consulting.	Billions are available nationally. No online info on individual projects. But it reads as if large projects are handled. Not much info available on grants vs. loans.	The U.S. Rural Infrastructure Opportunity Fund is a public/private partnership with the U.S. Government, Capitol Peak, CoBank, and other Investors. The Fund is designed to: * Bring new capital to rural infrastructure projects while creating a sustainable, integrated platform * Transform the setting dominated by lenders into one that enables participation of the broadest universe of institutional investors * Place a leading cooperative bank/GSE with deep expertise in rural infrastructure lending at the center of a public/private partnership Capitol Peak Asset Management and the Fund was announced in 2014 at the White House Rural Opportunity Infrastructure Conference by Tom Vilsack, U.S. Secretary of Agriculture and Chairman of the White House Rural

SOURCES OF POSSIBLE GRANTS & LOANS				
No.	Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount
5	<p>USDA This is administered by the state.</p> <p>Can be used to purchase, construct, and/or improve essential community facilities, purchase equipment and pay related project expenses (it specifically mentions fairgrounds as an example of an essential community facility)</p>	<p>Community Facilities Direct Loan & Grant Program</p> <p>Mario Villanueva, State Director 1835 Blacklake Boulevard SW, Suite B Olympia, WA 98512-5715 Voice: (360) 704-7740 Fax: (360) 704-7742</p> <p>http://www.rd.usda.gov/programs-services/community-facilities-direct-loan-grant-program</p> <p>www.rd.usda.gov/wa</p>	<p>Types of funding available:</p> <ul style="list-style-type: none"> • Low interest direct loans • Grants • A combination of the two above, as well as a loan guarantee program. These may be combined with commercial financing to finance one project if all eligibility and feasibility requirements are met. <p>Small communities (less than 5,500 people) and low-income ones are given priority.</p>	<ul style="list-style-type: none"> • Contact your local office to discuss specific projects • Applications for this program are accepted year round • Program resources are available online (includes forms needed, guidance, certifications) • Request a Data Universal Number System (DUNS) number if your organization doesn't already have one. • Register with the System for Award Management (SAM) if you aren't already registered.
				<ul style="list-style-type: none"> • Applicants must have legal authority to borrow money, obtain security, repay loans, construct, operate, and maintain the proposed facilities • Applicants must be unable to finance the project from their own resources and/or through commercial credit at reasonable rates and terms • Facilities must serve rural area where they are/will be located • Project must demonstrate substantial community support • Environmental review must be completed/acceptable

SOURCES OF POSSIBLE GRANTS & LOANS				
No. Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount	Requirements/Comments
6 USDA This is administered by the state. Renewable Energy Study	Rural Energy for America Program Energy Audit & Renewable Energy Development Assistance Grants http://www.rd.usda.gov/programs-services/rural-energy-america-program-energy-audit-renewable-energy-development-assistance Randy Baird , USDA Rural Development 1606 Perry St, D Yakima, WA 98902 509 454-5743 randy.baird@wa.usda.gov	These grants are available year round. Forms are available online.	Max grant is \$100,000. Rural Business & Cooperative Programs	Seems available for study or research only on renewable energy development assistance. This program helps increase American energy independence by increasing the private sector supply of renewable energy and decreasing the demand for energy through energy efficiency improvements. Over time, these investments can also help lower energy costs.

SOURCES OF POSSIBLE GRANTS & LOANS					
No.	Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount	Requirements/Comments
7	<p>Department of Ecology Stormwater Runoff</p> <p><i>This is an "iffy" possibility. Talk to the coordinator to find if the Fairgrounds qualifies.</i></p>	<p>Storm Water Financial Assistance (SFAP)</p> <p>Planning projects associated with publicly-owned wastewater and stormwater facilities.</p> <p>Jessica Schwing Stormwater Grants Program Coordinator Email: jessica.schwing@ecy.wa.gov Phone: 360-407-6216</p>	<p>Annually August through the second week of October is when applications are accepted</p>	<p>25% Matching funds, or 15% for communities meeting hardship criteria.</p> <p>\$5 Million per community can be available.</p>	<p>Counties, cities, and Ports after the CY14/CFY16 funding cycle.c</p> <p>Projects that address existing pollution problems and provide a high level of water quality benefit</p>
		http://www.ecy.wa.gov/water/stormwater/index.html			
		http://www.ecy.wa.gov/programs/wq/funding/funding.htm			

SOURCES OF POSSIBLE GRANTS & LOANS					
No.	Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount	Requirements/Comments
8	IACC - Infrastructure Assistance Coordinating Council <i>Stormwater Runoff</i>	Ecology, Integrated Water Quality Funding Program Centennial Clean Water Fund Planning projects associated with publicly-owned wastewater and stormwater facilities. Contact David Dunn 360 407-6503 david.dunn@ecy.wa.gov	Applications are due October 16, 2015. Facility project applicants will have until November 6 to submit Ecology approval letters and SERP determination letters.	Loan (SFY 2016 interest rates) at either: 2% interest for 6-20 year term, or 1% interest for 5 year term. Stormwater grant maximum award is \$250,000 , with a required 24% match.	Counties, cities, towns, conservation districts, or other political subdivision, municipal or quasi-municipal corporations, and tribes The integrated program also funds planning and implementation of nonpoint source pollution control activities.
		Website is: http://www.infrafunding.wa.gov/ Info at: http://www.infrafunding.wa.gov/downloads/Funding_Program_Summary%2010-08-2015.pdf		Pre-Construction Set-aside (Distressed Communities) 50% forgivable principal loan and 50% loan	

SOURCES OF POSSIBLE GRANTS & LOANS					
No.	Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount	Requirements/Comments
9	USDA <i>Provides guaranteed loan financing and grant funding to agricultural producers and rural small businesses to purchase or install renewable energy systems or make energy efficiency improvements.</i>	Rural Energy for America Program (REAP) Grants Contact Randy Baird , USDA Rural Development 509 454-5743 randy.baird@wa.usda.gov http://www.rd.usda.gov/wa	<ul style="list-style-type: none">•Applicants must provide at least 75% of the project cost if applying for a grant only.•Applicants must provide at least 25% of the project cost if applying for loan, or loan and grant combination.•Projects greater than \$200,000 require a technical report.•Energy efficiency projects require an energy audit or assessment.	<p>In 2014 the amounts were: Renewable Grants-\$2,500 to \$500,000 Efficiency Grants - \$1,500 to \$250,000</p> <p>The maximum grant is 25% of the project cost.</p>	<p>Available to: Commercial, Local Government, Schools, State Government, Tribal Government, Agricultural, Institutional</p> <ul style="list-style-type: none">•Businesses must be in an area other than a city or town with a population of greater than 50,000 inhabitants and the urbanized area of that city or town. Check eligible business addresses.•Agricultural producers may be in rural or non-rural areas.
	<i>Eligible Uses: For Solar Water Heat, Solar Space Heat, Solar Thermal Electric, Solar Photovoltaics, plus more</i>	Website is: http://www.rd.usda.gov/programs-services/rural-energy-america-program-renewable-energy-systems-energy-efficiency/wa	Applications are accepted year round at our local USDA office.	The loan & grant combination stipulates that the grant portion exceed \$1,500 and that the total grant plus loan be at least \$5,000..	<p>Some of the requirements are confusing. Someone needs to talk to the contact to find out for sure if the Fairgrounds would be eligible. I think yes.</p>

SOURCES OF POSSIBLE GRANTS & LOANS				
No.	Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount Requirements/Comments
10	<p>Wash. State Historical Society</p> <p><i>Provides capital improvements to existing facilities, construction of new facilities, preservation of historic buildings, structures, and improvements at historic or archaeological sites.</i></p>	<p>Heritage Capital Projects Fund</p> <p>"The purpose of the HCPF is to support the capital needs of facilities and organizations that preserve and interpret the state's history and heritage, so that Washington's heritage in historical sites and artifacts can be readily accessible and provide lifelong learning opportunities to citizens."</p> <p>http://www.washingtonhistory.org/support/heritage/capitalprojectsfund</p> <p>Contact: Janet Rogerson 253-798-5909 janet.rogerson@wschs.wa.gov.</p>	<p>The Due date for applying is given as May 15, 2014 for the 2015-2017 biennium. Although it is too late to apply now, it may be worthwhile to keep it in mind for the next available time.</p> <p>To help applicants, free HCP Outreach Workshops are scheduled to groom future applicants for funding during the 2017-2019 biennium.</p> <p>During the three-hour sessions, Janet Rogerson provides an overview about the HCP program and processes, to provide strategies to prepare for a 2016 application, then facilitates a roundtable discussion.</p>	<p>\$10 Million was allotted for the 2015-2017 biennium program. The HCPF cost share ratio is 33% meaning that the state's share of the total grant project cost can be no more than 33%. The grantee's share must be at least 67% through cash and in-kind.</p> <p>Eligible entities are any nonprofit organization, local government, public agency, tribal government, or other development authority, or other entity as determined by the society.</p> <p>HCPE grants have assisted hundreds of local heritage projects, resulting in the construction of new museums and interpretive centers, additions to heritage facilities, improvements to archives and museum collection storage, preservation and reuse of historic structures, restoration of historic ships, and rehabilitation of historic railroad equipment.</p>

SOURCES OF POSSIBLE GRANTS & LOANS				
No. Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount	Requirements/Comments
11 <i>This organization has primarily been used for restoring historic buildings in the East. It now has one fund that is available throughout the U.S.</i>	Grants for Historic Properties Redevelopment Programs (Revolving Funds) http://www.1772foundation.org/ Contact Mary Anthony : maryanthony@1772foundation.org	Applications are due on or before December the year before the funds are made available. These grants are available to 501c3 organizations only. I have included them because they might be used to restore the McCleod Cabin and the Brooks Hill House, for instance.	There doesn't seem to be a fixed amount, but some of the examples have be between \$10,000 and \$50,000.	The Foundation will consider requests for the following: Grants for feasibility studies for established preservation organizations which are considering starting historic properties redevelopment programs Grants to increase the capacity of existing historic properties redevelopment programs The examples show how old buildings have been preserved with this funding.

SOURCES OF POSSIBLE GRANTS & LOANS				
No.	Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount Requirements/Comments
12	<p>Washing Trust for Historic Preservation</p> <p><i>This could be used for small urgent projects to shore up a building or produce a feasibility study, for instance.</i></p>	<p>Valerie Sivinski Washington Preserves Fund</p> <p>http://preservewa.org/washington-preserves-fund.aspx</p> <p>Questions to: Cathy Wickwire, Operations Manager 206 624-9449 cwickwire@preservewa.org</p>	<p>The website does not give the current year for applying, but it was in October last year.</p> <p>To see overview of application process: http://preservewa.org/FileLibrary/file/WA%20Preserves%20Washington%20Guidelines.pdf</p>	<p>The maximum award is fo \$2,000.</p> <p>The goal of the fund is to provide small meaningful amounts of money to promote historic preservation where it really happens: at the community level. Awards are in the name of Valerie Sivinski, a preservationist, killed in October 2000 while doing preservation-related work.</p> <p>This fund has been used for purchasing materials or services for brick or mortar projects to preserve a building, repairing rot in a theater, paying for architectural designs for needed repairs, and producing publications to promote the historic significance of the site.</p> <p>Emphasis on:</p> <ul style="list-style-type: none"> • Urgent projects • Contributes to development of community preservation organizations • Are listed in the Most Endangered Historic Properties.

SOURCES OF POSSIBLE GRANTS & LOANS					
No.	Grant Source & Use	Title/ Website /Contact	Applying	\$ Amount	Requirements/Comments
13	USDA <i>Provides funding for clean and reliable drinking water systems, sanitary sewage disposal, sanitary solid waste disposal, and storm water collection, transmission, and disposal to households and businesses in eligible rural areas</i>	Water & Waste Disposal Loan & Grant Program http://www.rd.usda.gov/programs-services/water-waste-disposal-loan-grant-program Mario Villanueva , State Director 1835 Blacklake Boulevard SW, Suite B Olympia, WA 98512-5715 Voice: (360) 704-7740 Fax: (360) 704-7742	To get started contact the local office and submit the application year found. This is for long-term (up to 40 years), low-interest fixed rate loans. If funds are available, grants may be combined with a loan if necessary to keep user costs reasonable.	No details are available on the size or history of the loan/grant programs. I suspect they try to cover what is needed to maintain water and waste disposal sites.	It is available to most state and local governmental entities, in rural areas and twon with fewer than 10,000 people. The funds may also be used for: • Legal and engineering fees • Land acquisition, water and land rights, permits and equipment • Start-up operations and maintenance • Interest incurred during construction • Purchase of existing facilities to improve service or prevent loss of service • Other costs determined to be necessary for completion of the project