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**CLARK COUNTY
STAFF REPORT**

DEPARTMENT/DIVISION: FAIR

DATE: July 2, 2013

REQUEST: Loan from the County for the initial loading of ATM machines at the Clark County Fair and Event Center

CHECK ONE: x Consent County Administrator

BACKGROUND: In 2009, FSMG purchased three ATM terminals for use during the annual Clark County Fair and year-round events. The revenue generated by ATM transactions for the 2009 Fair was \$18,888.90. In addition to the 3 machines we purchased, we also leased three ATMs. This was in hopes of better serving our customers and avoiding some of the long lines we've experienced in the past. The three leased machines were managed by the company we purchased our machines from. They were responsible for loading their machines with cash and we split the surcharge for each transaction. In 2010 we decided to not lease any additional machines so that we didn't need to share any of the revenue. We felt we could serve our customers well with only the three machines. The revenue generated during the 2010 Fair was \$20,700 and \$19,251 during the 2011 Fair. 2012 provided \$17,010 in surcharge revenue for the Fair. We are once again planning to only use our three machines for 2013.

In 2009 the County funded the initial loading of the ATMs with \$100,000 loan. This loan was repaid before the end of the Fair. In the opening weekend of the fair, we dispensed nearly \$200,000 from the six ATMs. For the entire run of the Fair, we dispensed \$524,000. In 2010, the County provided a loan of \$200,000 to initially load the 3 ATMs. Throughout the fair, we dispensed nearly \$432,000, with nearly \$200,000 being dispensed the first weekend. In 2011, throughout the fair we dispensed \$422,000 with over \$150,000 dispensed the first weekend. In 2012, we dispensed \$382,460 and more than a third of this was dispensed in the first weekend. With this in mind, we believe we will need this same \$200,000 loan to initially supply our ATMs.

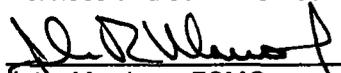
COMMUNITY OUTREACH: The provision of ATMs here at the Clark County Event Center is a convenience for the patrons of the Clark County Fair as well as patrons of the various other events that happen on a weekly basis.

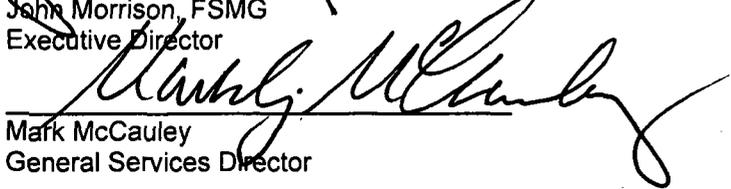
BUDGET AND POLICY IMPLICATIONS: Minimal: we would expect to be able to repay the loan by the end of August with the revenue generated by the annual Clark County Fair and the fees on the ATMs.

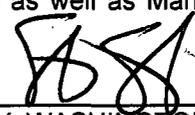
FISCAL IMPACTS: Yes (see Fiscal Impacts Attachment) No

ACTION REQUESTED: We request that the Commissioners approve the loan from the County to provide this \$200,000 so that we have sufficient cash for the initial loading of the ATMs.

DISTRIBUTION: Please forward a copy of this report to the Treasurer's office as well as Mark McCauley of General Services and John Morrison of FSMG.


John Morrison, FSMG
Executive Director


Mark McCauley
General Services Director

APPROVED: 
CLARK COUNTY, WASHINGTON
BOARD OF COMMISSIONERS

July 2, 2013

SR 127-13

MM/II
c: Linda Bade, Auditor's Office



FISCAL IMPACT ATTACHMENT

Part I: Narrative Explanation

I. A – Explanation of what the request does that has fiscal impact and the assumptions for developing revenue and costing information

Part II: Estimated Revenues

Fund #/Title	Current Biennium		Next Biennium		Second Biennium	
	GF	Total	GF	Total	GF	Total
1003/FAIR		42,000		45,000		45,000
Total		42,000		45,000		45,000

II. A – Describe the type of revenue (grant, fees, etc.) \$3.00 ATM service charge per transaction. In 2012, there were 5670 ATM transactions during the Clark County Fair.

Part III: Estimated Expenditures

III. A – Expenditures summed up

Fund #/Title	FTE's	Current Biennium		Next Biennium		Second Biennium	
		GF	Total	GF	Total	GF	Total
1003/Fair			4,350		4,350		4,350
Total			4,350		4,350		4,350

III. B – Expenditure by object category

Fund #/Title	Current Biennium		Next Biennium		Second Biennium	
	GF	Total	GF	Total	GF	Total
Salary/Benefits						
Contractual		1,200		1,200		1,200
Supplies		250		250		250
Travel						
Other controllables		2,500		2,500		2,500
Capital Outlays						
Inter-fund Transfers						
Debt Service		400		400		400
Total		4,350		4,350		4,350