The Champlain Valley Exposition is a 501(c)(3) not-for-profit organization with a mission of serving the people of Vermont and the region by promoting agriculture, education, arts and culture, commerce, and entertainment activities.

Photo Credit: Stephen Mease Photography
CVE OFFICERS AND BOARD OF DIRECTORS

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Sam Cutting IV & Glen A. Wright
   Vice President
Dawn Terrill
   Treasurer
Robert A. McEwing
   Secretary

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   Governor, State of Vermont
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   Secretary, Vermont Department of Education
Heather Pelham
   Commissioner, Department of Tourism and Marketing

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Ralph Kidd*
Stephen B. Richardson*
Edward E. Wildman*
Giles Willey*
   *deceased

EXPO CENTRE
at the
Champlain Valley Exposition
2019 was a good year for the Champlain Valley Exposition. (CVE). The weather cooperated during the Fair which is always a contributing factor to a successful Fair. We also had a very successful year with the special events we hosted. These two factors when combined with effective expense management led to a strong financial year for the organization.

We hosted a few new events in 2019. One of our proudest moments of 2019 was working closely with Champlain College as they held their first commencement at CVE for both their graduate and undergraduate ceremonies. We’ve also expanded our equine offerings by working with Green Mountain Barrel Racing on a monthly event. Other new annual or semi-annual events to CVE include the Burlington Gem and Mineral Club, the Sci-Fi and Fantasy Expo, the New England Hemophilia Association fundraiser, the Color Run, and the Vermont Cannabis and Hemp Convention.

In this document, we often talk about the impact CVE has on the region be it economic, educational or entertainment. What we don’t talk about are the value added or in-kind impact we have on the community. Listed below are some examples of CVE giving back to the region by opening the facility on a complimentary basis.

Here are some examples:

- Host Essex Park and Rec’s Halloween celebration
- Provide complimentary meeting space for a variety of municipal events
- Host to Essex High School’s driver’s education program
- Essex Fire Department training
- Staging area for the Memorial Day Parade
- Evacuation/reunification location for Essex High School
- Training area for multiple law enforcement agencies
- Provide hundreds of complimentary Fair & ride tickets to local nonprofits for fund raising
In addition to the items listed above, CVE is also a place where you can walk your dog, ride your bike and teach your kids to drive. CVE’s value to the community is much broader than the Fair or other events that we host. CVE is a community park throughout the year.

We look forward to welcoming you and your family to our many activities and events throughout 2020 and beyond.

Thank you for your continued support of our organization. We look forward to seeing you at our annual meeting, Wednesday, May 20, 7:30pm at CVE.

Alfred J. Gobeille
President

Timothy P. Shea
Executive Director
SECRETARY’S REPORT

The minutes of the Annual Shareholders/Members meeting of May 15, 2019 and nine (9) regular meetings of the Board of Directors, which were held during the 2019 CVE fiscal year, are printed and on file with the Secretary of the Corporation.

During the calendar year 2019, there were twenty-nine (29) stock transfers representing twenty-nine (29) shares of stock.

As of December 31, 2019, there were fourteen hundred and ninety (1490) shares of stock issued and outstanding held by nine hundred seventy-five (975) individuals, businesses and Treasury stock. The active shareholders/members hold twelve hundred sixty-six (1266) shares and The Champlain Valley Exposition has two hundred twenty-two (222) shares of Treasury stock.

Respectfully submitted,

Robert A. McEwing
Corporate Secretary
The accompanying financial information for the years ended December 31, 2019 and 2018 was prepared by Paul Moreno, Controller. These statements are provided for informational purposes only.

The Champlain Valley Exposition, Inc. (CVE) has engaged the independent certified public accounting firm of Kittell Branagan & Sargent to provide a review of our financial statements. This financial review will take place after the issuance of the annual report; the results reported for 2019 have not yet been reviewed.

CVE’s sold the AT&T and Verizon cell tower leases in 2019 for $608,000. Revenues from the sale have been reported as an extraordinary item on the Statement of Revenue and Expenses for the year ended December 31, 2019. The proceeds from the sale were used to pay down the principal balance on the existing building mortgages.

The organization files Form 990, Return of Organization Exempt from Income Taxes under section 501(c)(3) of the Internal Revenue Code, and Form 990T Exempt Organization Business income tax return for unrelated business income.

CVE has available all documents open to public inspection in accordance with the Internal Revenue Code. Other information is available to stockholders of the organization on request. The information may be requested at the organization’s business office during normal business hours.

Respectfully Submitted,

Dawn Terrill, Treasurer
## TREASURER’S REPORT

### Statement of Revenue and Expenses

**December 31, 2019 and 2018**

*(See Treasurer’s Report)*

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Admissions and Entry Fees</td>
<td>$2,234,735</td>
<td>$1,979,887</td>
</tr>
<tr>
<td>Concessions and Sponsorships</td>
<td>780,659</td>
<td>750,104</td>
</tr>
<tr>
<td>Rental and Special Event Income</td>
<td>1,556,448</td>
<td>1,547,949</td>
</tr>
<tr>
<td>Other Income</td>
<td>99,536</td>
<td>76,056</td>
</tr>
<tr>
<td>Interest Income</td>
<td>4,373</td>
<td>2,718</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>4,675,751</strong></td>
<td><strong>4,356,714</strong></td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Entertainment Contracts</td>
<td>975,920</td>
<td>840,564</td>
</tr>
<tr>
<td>Personnel</td>
<td>1,100,570</td>
<td>1,079,948</td>
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<tr>
<td>Fair and CVE Produced Events</td>
<td>841,598</td>
<td>782,051</td>
</tr>
<tr>
<td>Special Events</td>
<td>153,098</td>
<td>171,469</td>
</tr>
<tr>
<td>Advertising and Promotion</td>
<td>57,493</td>
<td>239,268</td>
</tr>
<tr>
<td>Occupancy</td>
<td>442,582</td>
<td>427,834</td>
</tr>
<tr>
<td>Interest</td>
<td>75,133</td>
<td>100,940</td>
</tr>
<tr>
<td>Insurance</td>
<td>89,883</td>
<td>89,087</td>
</tr>
<tr>
<td>Repairs and Maintenance</td>
<td>121,986</td>
<td>116,105</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>259,029</td>
<td>281,593</td>
</tr>
<tr>
<td>Administration and Other</td>
<td>197,460</td>
<td>181,209</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>4,514,751</strong></td>
<td><strong>4,310,067</strong></td>
</tr>
<tr>
<td><strong>Excess Revenue over Expenses before Extraordinary Item</strong></td>
<td><strong>$161,000</strong></td>
<td><strong>$46,646</strong></td>
</tr>
<tr>
<td>Revenue from sale of Cell tower leases</td>
<td>608,000</td>
<td>-</td>
</tr>
<tr>
<td><strong>Excess Revenue over Expenses after Extraordinary Item</strong></td>
<td><strong>$769,000</strong></td>
<td><strong>$46,646</strong></td>
</tr>
</tbody>
</table>
## Statement of Financial Position

### December 31, 2019 and 2018

*(See Treasurer’s Report)*

### ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Investments</td>
<td>$467,233</td>
<td>$282,840</td>
</tr>
<tr>
<td>Accounts Receivable and Prepaids</td>
<td>226,261</td>
<td>167,208</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>693,494</td>
<td>450,048</td>
</tr>
<tr>
<td><strong>Property and Equipment</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Land and Improvements</td>
<td>2,573,584</td>
<td>2,540,005</td>
</tr>
<tr>
<td>Buildings and Improvements</td>
<td>8,520,650</td>
<td>8,488,567</td>
</tr>
<tr>
<td>Equipment</td>
<td>1,366,133</td>
<td>1,279,164</td>
</tr>
<tr>
<td><strong>Total Property and Equipment</strong></td>
<td>4,968,472</td>
<td>5,073,341</td>
</tr>
<tr>
<td><strong>Less: Accumulated Depreciation</strong></td>
<td>(7,491,895)</td>
<td>(7,234,395)</td>
</tr>
<tr>
<td><strong>Total Property and Equipment</strong></td>
<td>2,460,577</td>
<td>1,839,946</td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Planning and Organizational Expenses</td>
<td>-</td>
<td>2,000</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$5,661,966</td>
<td>$5,525,389</td>
</tr>
</tbody>
</table>

### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$256,700</td>
<td>$220,679</td>
</tr>
<tr>
<td>Current Portion of Long-Term Debt</td>
<td>190,407</td>
<td>249,216</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>208,926</td>
<td>93,448</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>656,033</td>
<td>563,343</td>
</tr>
<tr>
<td><strong>Long-Term Debt</strong></td>
<td>1,587,129</td>
<td>2,312,291</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>2,243,162</td>
<td>2,875,634</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Members Capital</td>
<td>74,500</td>
<td>74,450</td>
</tr>
<tr>
<td>Treasury Stock</td>
<td>(1,600)</td>
<td>(1,600)</td>
</tr>
<tr>
<td>Unrestricted Net Assets</td>
<td>3,345,904</td>
<td>2,576,905</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>3,418,804</td>
<td>2,649,755</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td>$5,661,966</td>
<td>$5,525,389</td>
</tr>
</tbody>
</table>
## TREASURER’S REPORT

### Statement of Cash Flows

**December 31, 2019 and 2018**

*(See Treasurer’s Report)*

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CASH FLOWS FROM OPERATING ACTIVITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>$769,000</td>
<td>$46,647</td>
</tr>
<tr>
<td>Adjustments to Reconcile Net Income to Net Cash provided by Operating Activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>257,500</td>
<td>280,063</td>
</tr>
<tr>
<td>Amortization</td>
<td>1,529</td>
<td>1,529</td>
</tr>
<tr>
<td>Changes In:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>(56,295)</td>
<td>95,671</td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>6,064</td>
<td>(10,192)</td>
</tr>
<tr>
<td>Accrued Expenses</td>
<td>25,268</td>
<td>(16,337)</td>
</tr>
<tr>
<td>Accrued Payroll and Related Expenses</td>
<td>4,690</td>
<td>19,466</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>115,477</td>
<td>(117,392)</td>
</tr>
<tr>
<td>Net Cash provided by Operating Activities</td>
<td>1,120,945</td>
<td>300,025</td>
</tr>
</tbody>
</table>

| **CASH FLOWS FROM INVESTING ACTIVITIES** |          |          |
| Purchase of Property and Equipment | (152,631)| (64,898) |
| Additions to (draws on) Cash Reserves | (3,421)  | (2,169)  |
| Net Cash used in Investing Activities | (156,053)| (67,067)|

| **CASH FLOWS FROM FINANCING ACTIVITIES** |          |          |
| Principal Payments on Long-Term Debt  | (783,971)| (239,703)|
| Acquisition of Intangible Assets      |          |          |
| Reissuance (retirement) of Treasury Stock | 50       | 100      |
| Net Cash used in Financing Activities  | (783,921)| (239,603)|
| Net Change in Cash and Cash Equivalents | 180,972  | (6,645)  |

| **CASH AND CASH EQUIVALENTS** |          |          |
| Beginning of Year               | 106,949  | 113,594  |
| End of Year                     | $287,921 | $106,949 |

### SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION

- **Cash paid during the year for:**
  - Interest: $75,133
  - Assets Acquired through Issuance of Debt: $32,091

- **Cash paid during the year for:**
  - Interest: $75,133
  - Assets Acquired through Issuance of Debt: $32,091
The Vermont Agricultural Hall of Fame celebrated its 17th year in 2019. The nomination criteria was expanded to reflect the evolving face of Vermont’s agriculture economy. For the first time ever, nominations were accepted in three categories: Emerging Leaders, Ag Innovators, and Lifetime Achievement. These new categories continue to honor those who’ve dedicated decades of service to Vermont agriculture industry, as well as recognize and encourage those poised to lead us in the future.

THE 2019 INDUCTEES WERE:

EMERGING LEADER
Joanna Samuelson Lidback, The Farm at Wheeler Mountain, Westmore

AG INNOVATOR
Marie Audet, Blue Spruce Farm, Bridport

LIFETIME ACHIEVEMENT
Anne & Jack Lazor, Butterworks Farm, Westfield
Bill Rowell, Green Mountain Dairy, Sheldon

To learn how to nominate someone please go to www.cvexpo.org/hall-of-fame or contact the CVE office at (802) 878-5545.

Photo Credit: Stephen Mease Photography
STAFF

Jeff Bartley
Sales and Marketing Manager

Jackie Buttolph
Administrative Assistant

Gary Gilmond
Special Projects Coordinator

Robert Jenkins
Director of Facilities

Lisa Lopes
Bookkeeper

Paul Moreno
Controller

Shawn Quinn
Sales and Marketing Manager

Timothy P. Shea
Executive Director

Jeremy Spaulding
Special Events Manager
Dairy Farmers of America
Dakin Farm, Inc.
Jeffrey L. & Karen Davis
Phyllis L. Drury
Efficiency Vermont
Engleberth Construction, Inc
Farm to Plate
Farrell Distributing Corp.
Gary & Jane Farrell
Joseph & Cathy Frank
Maurice Germain
Bradley Gillilan
Alfred J. & Kim Gobeille
Pamela J. Griffin
Mary Margaret Hamlin
Hauke Building Supply, Inc.
Hello Burlington
Patricia A. Horsford
Carlton Houghton
Richard J. Howrigan
Sandra J. Hussels
Alice James
Bill & Maryjean Kalanges
Dennis Kelly
Jolinda LaClair
Larkin Realty
Norbert & Claudette Lavigne
Carol Lavoie
Leader Evaporator Co. Inc.
Paul Leclair

CVE appreciates the following donors for their contributions and/or

David & Julie Abernethy
John & Gretchen Adsit
Robert & Debby Adsit III
AgVenture Financial Services
Al’s French Frys
Eugene Audet
Bonita Atwood
Judith & Byron Audy
Edward Austin, Jr.
Bascom Maple Farms
Bayer US Crop Science
David Boardman
Elaine B. Bonnette
Mark & Phyllis Bouffard
George Brady
Anne C. Brown
Richard W. Burgess
Butternut Mountain Farm
Cabot Creamery / Agri-Mark
Jeffrey Carr & Pat Bunt
Champlain Valley Equipment
Thomas Chase
Church Street Marketplace
Claussen’s Florist, Greenhouse,
& Perennial Farm
Co-operative Insurance Companies
CropLife America
Gerritt B. Crowley III
Glen & Ronalyn Cummings
Sam Cutting, IV
Bruce Lisman
Joan Maclay
Sen. Richard Mazza
James & Lucille McCullough
Robert & Polly McEwing
Middlebury College
Robert & Holly Miller
Robert L. Morse
Mr. Sausage
William T. Murray
Larry Myott
National Bank of Middlebury
NFP Insurance
Lois Nial
Susan H. Nolan
North Country Specialty Food
Joan G. O’Brien
Lawrence & Joanne Packard
Pecor Family Foundation
Pleasant Valley Farms
Poulin Grain
Cornelius Reed, Jr.
Judith P. Rooney
John Rouleau
Sausage Shack
Karen Schragle
Timothy & Amy Shea
Dr. Julie Smith
Snow Farm Winery, LLC
Amanda St. Pierre
John & Lois Stanhope
Michael J. Stevens
Syngenta Crop Protection
Thompson-Smith Family Trust
Andrew Thurber
Michael M. Trombley
USDA Farm Service Agency
USDA Natural Resources
Conservation Service
UVM College of Ag. & Life Sciences
UVM Extension
Vermont Agency of Agriculture, Food, & Markets
Vermont Agricultural Fairs Association
Vermont Dairy Industry Association
Vermont Farm Bureau
Vermont State Farm Service Agency
VT Agricultural Credit Corp.
VT Economic Development Authority
Lynn Waples
Patrick M. Ward
Washington Electric Co-op
Whitcomb’s Land of Pumpkins
Rachel Williams
Robert L. Wilson
Debbie & Gordon Winters
Yankee Farm Credit
The CVE thanks the following individuals for volunteering their time and talents during 2019.

Amanda Adams
Dave Adams
Judy Adams
Phil Adams
Karen Alderman
Jessica Alexander
Martha Alexander
Stuart Alexander
Becky Allen
Maggie Anderson
Tom Anderson
Josh Ashley
Sue Austin-Fleming
Sue Bailey
Baker Family
Linda Ballard
Lauren Barland
Richard Barrows
Nicole Beal
Lilly Beckwith
Sharon Beebe
Wayne Beebe
David Bekman
Dan Bennett
John Benoit
Terry Benoit
Babs Berg
Sharron Bigelow
Anne Biofore
Andy Bird
Jane Bird
Martha Blades
Abigail Blake
Gloria Blake
William Blake
Patty Blanchard
Katie Blunt
Chuck Bolton
Irene Bonin
Hannah Bora
Jessica Borte
Amanda Bosley
Georgia Bosley
Lily Bosley
Wade Bosley
Ben Boutin
Rachel Boyers
Abigail Bradshaw
Rich Brosam
Jim Brown
Suzanna Brown
Diane Burgess
Dot Busque
Colleen Butler
Natalie Butler
William Butler
Butler Family
Mary Cady
Deb Cahill
Lisa Campion
Leslie Carew
Bella Carrera
Gina Carrera
Beth Carroll
Mary Carroll
Stan Carroll
Barbara Carter
Jim Carter
Susan Carter
Joan Chase
Ray Chates
Chad Chilcote
Denae Chilcote
Lisa Chouinard
Bob Chutter
Caroline Claremont
Moe Clark
Rick Clark
Joanne Codling
Frank Collingwood
Carol Collins
Laura Collins
Penny Collins
Austin Combs
Kevin Companion
Christina Conant
Charlie Coney
Nancy Conner
Elsbeth Connolly
George Cook
Jean Correia
Dominic Corron
Joline Cosman
Jacques Cosman
Susan Cromwell
Alice Daley
David Dall
Ann Dandurand
Paul Dandurand
Barb Davide
Dave Davis
Debbie Davis
Jessie Davis
Lee Davis
Linda Davis
Megan Davis
Brody Dawson
Robin Dawson
Gary Dean
Justin Deforge
Davey DeGraff
Mindy Deibler & family
Elaine Delorme
Henry Dimitroff
Jane Dion
Anne Donegan
The CVE thanks the following individuals for volunteering their time and talents during 2019.
VOLUNTEERS

Carol Krug
Denis Laberge
Eugene LaBombard
Louise LaBombard
Mary Jo Lamell
Aurora Lamoreaux
Jacob Lamoreaux
Kelly Lamoreaux
Celeste Lang
Lynn Lang
Susan Lang
Gail Lapierre
Carol Lavallee
Richard Lavallee
Kathleen Laverty
Patricia Lavery
Winifred Lavery
Ellie Lawyer
Bridget Leopold
Steven Leopold
Cindy Lestage
Donna Lewis
Darcelene Lewis/Wedge
Audrey Linn
Jack Linn
Justin Little
Betty Livingston
Becky Loftus
Landin Loieslle
Emily Lowell
Matt Lyon
Peter Lyon
Sylvia Maille
Jim Manley
Lorraine Manley
Mary Jane Marchesault
Sherry Marcoux
Bruce Martell
Donna Martell
Betsy Martelle
Paul Martelle
Necia Massey
Ed Mathews
Louise Mathews
Tina Mauss
Vickie Mayo
Dick Mazza
Kathy McCann
John McCarthy
Amy McCormick
Jay McCormick
Ian McCullough
David McDonald
Janice McKnight
Beckley McNall
Michelle McNall
Steven Mease
Anna Mechler
Jerome Mendicino
Jessica Menninger
Cathie Merrihew
MaryAnn Meshako
Joseph Meyers
Wendy Miller
Katie Mills
Marie Miner
Steve Minor
Brandon Mitchell
Kate Mitchell
Peter Mitchell
Peter Monahan
Don Moore
Morgan Family
Robert Morrill
Lisa Mullerauh
Larry Myott
JP Nadeau
Herb Neill
John Neill
Nicholas Neill
Chris Neste
Maira Newell
Sean Newell
Joanne Nicks
Gennifer Noble
Susan & Leo Noelle
Lynn Obrien
Joe O’Brien
Louise O’Brien
Kathy O’Donnell
Annie Olejar
Michael O’Neill
Michele O’Neill
Mike Ovitt
Ursula Ovitt
Colleen Palmer
Paul Palmer
Veronica Paquette
Beverly Paradee
Francesca Parisi
Judith Parker
Karen Patno
Bob Pattison
Nancy Pecor
Danny Peet
Mary Peet
Meggie Perron
Pauline Perry
Ted Perry
Andrew Peters
Lawrence Phillips
Tammy Phillips
Ciera Pichet
Joyce Place
Danielle Ploof
Debbie Ploof
Cecilia Polansky
Chris Poley
Melanie Poley
Jacob Porter
Jennifer Poutre
Carol Pratt
Ken Pratt
Ken & Carol Pratt
Peggy Preston
Hawk Prime
Cathy Printon
Alex Prior
Ginnette Provencher
Lisa Quintin