

**Notice of Meeting**  
**Regular Meeting of the Board of Directors**  
**#1-A District Agricultural Association**  
**to be held**  
**On Tuesday, January 16, 2018 – 10:00 AM**  
**In the Paddock Room**  
**Cow Palace, 2600 Geneva Avenue, Daly City, California**

Mara Kopp, President  
Ken Flower, Director  
Al Perez, Director  
Lori Marshall, CEO

Barbara Wanvig, 1<sup>st</sup> VP  
William Nack, Director  
Jason Chan, Director

Tony Pantaleoni, 2<sup>nd</sup> VP  
Tyrone Evans, Director  
Nancy Atkinson, Director

**AGENDA**

**I. ROLL CALL**

**II. APPROVAL OF MINUTES OF BOARD MEETING - held November 21, 2017.**

**III. PUBLIC COMMENT FOR MATTERS NOT ON AGENDA**

Speakers are limited to three minutes unless modified by the Chair. The Board of Directors will not take action on any matter raised under this item unless the matter is specifically otherwise noticed in this agenda. This is for items not listed on the Agenda.

**IV. PRESIDENT'S REPORT**

**V. NOMINATING COMMITTEE REPORT**

A. Nomination and approval of 2018 Officers

**VI. CEO REPORT -**

- A. Update on rental events and bookings: Staff Report.
- B. GNR & JGN review and reports –
- C. Projects -

**VII. CONSENT AGENDA ITEMS:**

Contract #: L17-45

Contractor: Royal Coach Tours, Inc.

Event Type: Parking Lot Rental

Dates: November 6-9, 2017

Use: Staging of four (4) 56 passenger motor coaches servicing the Salesforce Conference at Moscone Center

Terms: Minimum Rental fee: \$600.00 flat rental fee plus est.reimbursable expenses as applicable.

Projections: Admissions: N/A Parking Revenue: N/A Food and Beverage: N/A

Contract #: L17-46

Contractor: Prologis, Inc.

Event Type: Test driving of (1) autonomous semi-truck's turning radius (6 hour rental)

Dates: November 28, 2017 Use: South Parking Lot

Terms: Minimum Rental fee: \$1,250.00 flat rental fee plus estimated reimbursable expenses as applicable.

Projections: Admissions: N/A Parking Revenue: N/A Food and Beverage: N/A

Contract #: L18-10  
Contractor: America's Best Cheer  
Event Type: Two-Day Cheerleading Competition  
Dates: March 24-25, 2018 Use: Arena  
Terms: Minimum Rental fee: \$21,250.00.00 plus estimated reimbursable expenses.  
Projections: Admissions: \$21,500.00 Parking Revenue: \$9,600.00  
Food and Beverage: \$8,500.00 Merchandise Buyout: \$700.00

Contract #: L18-11  
Contractor: Tristar Productions, Inc.  
Event Type: Sports Memorabilia show  
Dates: April 20-22, 2018 Use: South Hall  
Terms: Minimum Rental fee: \$4,500.00 or 12% of gross gate receipts, plus estimated reimbursable expenses.  
Projections: Admissions: \$4,500.00 Parking Revenue: \$8,500.00 Food and Beverage: \$950.00

Contract #: L18-14 (Three year contract)  
Contractor: Golden Gate Kennel Club  
Event Type: AKC Dog Show  
Dates: January 27-28, 2018 January 26-27, 2019 January 25-26, 2020  
Use: Arena, North and South Halls and Exhibit Bldgs. 1 & 2.  
Terms: Minimum Rental fee:  
2018: \$12,500.00 or 10% of net ticket sales, whichever is greater plus estimated reimbursable expenses.  
2019: \$12,500.00 or 10% of net ticket sales, whichever is greater plus estimated reimbursable expenses.  
2020: \$13,000.00 or 10% of net ticket sales, whichever is greater plus estimated reimbursable expenses.  
Projections: Admissions: % est \$15,500.00 Parking Revenue: \$15,500.00  
Food and Beverage: \$27,500.00 Programs/Novelties: 20% of gross sales \$250.00

### **VIII. COMMITTEE REPORTS:**

- A. Executive Committee – Mara Kopp, Chair
- B. Budget and Finance Committee – Barbara Wanvig, Chair
  - i. December 2017 Preliminary Financial Statements (see Item VIII-A)

### **IV. ACTION ITEMS**

- A. Approval of Preliminary Financial Statements for December 2017
- B. Delegation of Authority for 2018
- C. Approval to provide Workers Compensation Coverage for volunteers

### **X. MATTERS OF INFORMATION**

- B. CEO Comments
- C. Director Comments
- D. Next Board Meeting – Tuesday, February 20, 10 am.

### **X. ADJOURNMENT**

Those persons wishing to attend the meeting and who may require special accommodations pursuant to the provisions of the Americans with Disabilities Act are requested to contact the office of the 1-A District Agricultural Association (415)404-4100, at least five working days prior to the meeting to insure the proper arrangements can be made. At the discretion of the Board of Directors, all items appearing on this Agenda, whether or not expressly listed for action, may be deliberated and may be subject to action by the Board of Directors. The Board may convene to closed session pursuant to Government Code Section 11126, subdivisions (a) and (e) to consider personnel evaluation and/or possible litigation. Items may not necessarily be taken up in the order shown on this Agenda. This agenda, and all notices required by Bagley-Keene Open Meeting Act are available on the Internet at: [www.cowpalace.com](http://www.cowpalace.com)