

**Regular Board Meeting of the Board of Directors
1-A District Agricultural Association
Tuesday, April 17, 2018 – 10:00am
Paddock Room, Cow Palace
2600 Geneva Avenue, Daly City, California**

MINUTES

Mara Kopp, President	Barbara Wanvig, 1st VP	Anthony Pantaleoni, 2 nd VP
Ken Flower, Director	William Nack, Director	Tyrone Evans, Director
Al Perez, Director	Nancy Atkinson, Director	Lori Marshall, CEO

I. Roll Call

President Kopp called the meeting to order at 10:05 a.m. All Board Members as noted were present: Director Wanvig, Director Pantaleoni, Director Atkinson, Director Nack and Director Flower. Director Evans was excused by motion of Director Wanvig, and seconded by Director Pantaleoni. All in Favor. Motion passed. Director Perez was not present. CEO Lori Marshall, and Kelley Ferreira was also present.

- II. Approval of Minutes of Board Meeting March 20, 2018** Motion made by Director Flower to approve minutes of March 20, 2018, seconded by Director Nack. All in favor. Motion passed. Let the record show that Director Al Perez arrived at 10:10 am .

- III. Public Comments** – Ruth Borenstein spoke to the Board requesting that they consider banning Gun Shows at the Cow Palace. Barry Pearl, of the SF Brady Campaign requested that the Board consider banning Gun Shows at the Cow Palace. Six additional public individuals were in attendance supporting the speakers, that did not address the Board.

- IV. President Report** – President Kopp reported that a prior Board Member, Leonard Stephanelli had passed away and that she and CEO Marshall would make sure something went to his widow from the Board. She stated that Ferreira and Director Evans had attended Farm Days in Half Moon Bay to represent the Cow Palace. President Kopp also reported that she had been in contact with Assemblyman Ting and Assemblyman Mullin regarding the need for funding at the Cow Palace for our roof repairs. She stated that she would be attending the Community Forum on Friday with Assemblyman Ting and Assemblyman Mullin to have additional conversation regarding the Cow Palace and all the good things we are doing.

- V. CEO Report** – CEO reported on the following.

A. Updated calendar of events was distributed and reviewed individually. CEO Marshall answered questions pertaining to the events. .

B. CEO Marshall reported on recent projects that were in progress or had been completed to include: safety tree trimming near neighborhood houses, snaking some drains that were excessively clogged with tree roots, there is a scheduled date for roofing contractors to come out to prepare pricing estimates, Hunt Club and CEO office were getting a facelift. CEO Marshall also reported the she and Kelley would be attending the San Mateo County CVB Mixer on Thursday, and that staff had attended and IAVM training day at the War Memorial. Kelley Ferreira gave a report on the status of GNR sponsors to date.

VI. Committee Reports:

A Budget and Finance Committee –

We have now finished the first quarter of 2018, and our financial picture continues to show careful management. Total Operating Revenues for March were \$210,000, slightly below a month ago. YTD they are just about even with 2017. The biggest part of Op Revenues is from Events. Total revenue in that category is about even with February; YTD, it is \$73,000 less than 2017. Operating Expenditures YTD are \$75,000 more than 2017, which is a bit surprising it is so low considering that we decided once again to pay our liability insurance of \$124,00 in one lump sum. There was a savings incentive to pay balance in full. Other expense categories show that operating costs keep creeping up, but our management continues to carefully monitor spending. For example, Rental Event Expenses YTD are \$20,000 below 2017. A bit of detail regarding Rental Event Revenues shows Parking Revenues in March ahead of February by \$15,000. In terms of profitability, we show a loss of \$6600 for March, but we are \$6000 in the black YTD. Turning to the **Current Position Report**, we find our Cash Position to be \$13,000 more than at the end of February, and Total Current Assets are up by the same amount. As usual, Accounts Payables looks large on paper but those invoices were paid at end of month. The Event Liabilities total is also large, but as you know, that number is not correct by Board meeting day; Some accounts have been reconciled because the respective events were held. Even though Total Current Assets are down a bit since February, Current Assets remain more than \$2 million above Current Liabilities. Our Balance Sheet has shrunk a small amount since February but since this time last year, we are up by \$1,293,000! Good news indeed.

VII. Action Item,

A. Director Wanvig presented the final financial statement for March 2018 for discussion and approval. Director Atkinson made a motion to approve the financials, Director Pantaleoni seconded. All in Favor. Motion passed.

VIII. Matters of Information

- A. CEO Comments – CEO Marshall stated she would be on vacation from May 4 – 11. Capitol Fair Day in Sacramento would be held on Tuesday, May 15 if any Board Members would like to attend. She announced that she was awarded the International Association of Venue Managers, Amphitheatres & Fairgrounds Sector, “Women in Industry “ Scholarship to attend the annual IAVM Conference.
- B. Director Comments – none
- C. Next Board meeting will be held May 22, 2018 at 10am in the Paddock Room –

IX. Adjournment – Motion to adjourn made by Director Flower, seconded by Director Wanvig. All in favor. Motion passed. Meeting adjourned 11:18am.