

**Regular Board Meeting of the Board of Directors  
1-A District Agricultural Association  
Tuesday, July 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 <sup>nd</sup> 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 Perez, Director Flower, Director Nack and Director Evans. CEO Lori Marshall and Kelley Ferreira were also present

**II. Approval of Minutes of Board Meeting June 19, 2018** Motion made by Director Flower to approve minutes of June 19, 2018, seconded by Director Wanvig. All in favor. Motion passed.

**III. Public Comments** – Ruth Borenstein spoke to the Board requesting that the Cow Palace stop renting the facility for Gun Shows, urged the Cow Palace to investigate Crossroads eligibility in promoting gun shows, and stated she feels that state owned facilities should not be a place for supporting gun shows.

**IV. President Report** – President Kopp reported that she attended the New Japan Wrestling event and it was very successful. She stated that she has set up a speaking engagement for CEO Marshall at the Sacramento Club in September, exact date will be chosen by Ms. Marshall & the organizer.

**V. Consent Agenda** – Director Nack motioned to approve consent agenda items as submitted, seconded by Director Atkinson. All in favor. Motion passed.

**VI. 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.

i. CEO Marshall gave an overview of the process of the gun show contract process. She additionally stated that to date she had no luck finding a person to speak with at Department of Justice regarding a request for investigation. She had spoken to Louie Brown, our Fair Lobbyist and that the bill SB221 had passed the Safety Committee in June. He was present at that meeting along with the lobbyist from Crossroads of the West. The next approval needed for the bill to continue will be with Assembly Appropriations Committee, projected sometime in August. CEO Marshall did state that she was able to request and obtain a Certificate of Eligibility for the Crossroad Promoter, and that the signed copy of the Cow Palace contract is the same person.

B. CEO Marshall sent out a request to start working on the specs so we can move forward with roofing bids, but to date has not received a response. Maintenance staff has been diligently working on continued deferred maintenance of buildings and equipment, and making significant progress.

C. WFA/CFA Report - Funding: Prop 68 passed in June that will allocate some funding to Fairs for deferred maintenance. Additionally, there is also money being proposed in the state budget to assist Fairs with deferred maintenance. At this time CEO Marshall does not have any detail on the timing or process for requesting funds. There will be a memo from Fairs & Expositions when available with the instructions of how to apply.

## **VII. Committee Reports:**

A. **Budget and Finance Committee: OPERATING STATEMENT** We have finished the first half of our operating year and have much good news. Operating profits for June are \$38,000 more than a month ago, \$117,000 ahead on a YTD basis and above budget by \$357,000. Breaking that down: Total Operating Revenues YTD are \$118,000 ahead of May and up \$371,000 YTD. Total Rental Event Revenues are up \$82,000 in one month and \$273,000 YTD. Total Operating Expenditures: Again, we are nicely under budget, but this time by 64%!! It is temporary though; the Grand National has huge expenses that will show on our October statements. **CURRENT POSITION REPORT** This report, which is a snapshot of the last day of June, shows that our Total Current Assets have increased \$133,000 in one month and Total Cash on Hand almost that much. Current Assets in Excess of Current Liabilities are \$2.7 million — up \$125,000 in one month. Event Liabilities are high at more than \$728,000; most of that is from Japanese wrestling - much of which is ticket sales that will go back to them minus our rent and reimbursable costs. Our CEO advises me that we netted about \$150,000 on the wrestling event with rent, parking, food and merchandise sales. **BALANCE SHEET** As always, Balance Sheet details were discussed under Current Position Report. These two reports show our financial condition on the last day of June. The important number on the Balance Sheet is the reconciliation of Assets vs Liabilities. In our case that number at the end of June remains at just a hair under \$6 million - actually better than a month ago by \$36,000. Compared with this time a year ago, our balance Sheet has grown by almost \$2 million. Our CEO notes that our land leases help provide this steady income and help grow our reserves to spend on some large capital improvement projects. We all look forward to getting some of these going. Once again, in conclusion and thanks to the outstanding management of our CEO Lori Marshall, are doing very well indeed.

B. **GNR/JGN Committee:** Kelley Ferreira reported on his progress with sponsors. CEO Marshall stated that the schedule for GNR activities will be very similar to last year. Barrel Racing, the San Mateo Fair Horse Show and Hispanic Rodeo promoter are all planned to return. The Hispanic Rodeo promoter is looking to be here both weekends. We have started our “all staff meetings” to start discussing GNR and will continue monthly until the event.

C. **Outreach Committee:** Director Perez stated that the committee had met on July 11 and discussed ways to supplement what is already being done by CEO Marshall and staff. The committee discussed creating a data base to connect with media and other groups and would like to connect with local newspapers.

## **VII. Action Item,**

A. Director Wanvig presented the financial statement for June 2018 for discussion and approval. Director Flower 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 next week she would be attending the IAVM Conference.
- B. Director Comments –Director Perez invited everyone to the Pistahan Festival.
- C. Next Board meeting will be held August 21, 2018 at 10am in the Paddock Room and there will also be a JGN/GNR Committee meeting that morning at 9am. –

**IX. Adjournment** – Motion to adjourn made by Director Wanvig, seconded by Director Perez. All in favor. Motion passed. Meeting adjourned 11:14am.