

**Regular Board Meeting of the Board of Directors  
1-A District Agricultural Association  
Tuesday, September 18, 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**

CEO Marshall called the meeting to order at 10:04 a.m. All Board Members as noted were present: Director Atkinson, Director Flower, Director Nack, Director Evans and Director Perez. Director Kopp and Director Pantaleoni were excused by motion of Director Nack and seconded by Director Flower All in favor. Motion passed. Director Wanvig would be arriving late. CEO Lori Marshall and Kelley Ferreira were also present

**II. Approval of Minutes of Board Meeting August 21, 2018** Motion made by Director Nack to approve minutes of August 21, 2018, seconded by Director Perez. All in favor. Motion passed.

**III. Public Comments** – Mary Fryer, Barry Pearl, and Prudence Hull spoke to the Board in opposition of holding Gun Shows at the Cow Palace.

**IV. Consent Agenda** – Director Perez motioned to approve consent agenda items as submitted, seconded by Director Flower. All in favor. Motion passed.

**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 gave an update on maintenance projects that have been completed and those in progress, including some safety items that include trip and fall concerns, progression of contract with SFMTA regarding asphalt improvements, current asphalt repairs in the bays and parking lot, new carpet in the dressing rooms, tile in Hunt Club, and remodel of the old milk barn.

Let the record show the Direct Wanvig arrived to the meeting.

**VI. Committee Reports:**

**A. Budget and Finance Committee:** August was a slow month, but our financial position remains steady even though it did not increase much in the last couple of months. Total Operating Revenues are \$188,000 above a month ago, and Total Rental Event Revenue is up \$67,000 in the same period.. YTD Total Operating Expenditures are 49 % of budget, a very comfortable place to be in the eighth month of the year. **CURRENT POSITION REPORT** In this snapshot of the last day of August. we have \$3.1 million Cash on Hand and a bit more than that in Current Assets. Current Assets Over Current Liabilities are \$2.7 million, almost the same as a month ago. **BALANCE SHEET** Our Balance Sheet is actually \$19,000 better than a month ago, in spite of August being a quiet month. Compared to a year ago, our Balance Sheet is up by \$1.2 million. In conclusion, we are continuing to progress and look forward to Q4, our most profitable time the year.

**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. Things are going well and falling into place. Marketing team has begun with new promotional programs that will hopefully help with the attendance on Fridays. CEO Marshall explained the First Responder Friday promotion, the street team that will be out at BART stations 2x prior to GNR, the signature cocktail that Centerplate has created for our event, and other new food ideas she has been working on with Centerplate. “All staff meetings” continue monthly to discuss GNR details.

## **VII. Action Item**

A. Director Wanvig presented the financial statement for August 2018 for discussion and approval. Director Flower made a motion to approve the financials, Director Evans seconded. All in Favor. Motion passed.

## **VIII. Matters of Information**

- A. CEO Comments – none
- B. Director Comments –none
- C. Next Board meeting will be held October 16, 2018 at 10am in the Paddock Room.

**IX. Adjournment** – Motion to adjourn made by Director Flower, seconded by Director Evans. All in favor. Motion passed. Meeting adjourned 11:30am.