

**Regular Board Meeting of the Board of Directors
1-A District Agricultural Association
Tuesday, September 20, 2022 – 10:00am
2600 Geneva Avenue, Daly City, California**

MINUTES

Chris Corgas, President	Leah Pimentel, 1 st Vice President	Al Perez , 2 nd Vice President
Mara Kopp, President	Anthony Pantaleoni, Director	Ken Flower, Director
Tyrone Evans, Director	Leo Ma, Director	

I. Roll Call

President Corgas called the meeting to order at 10:05a.m. All Board Members as noted were present: Director Flower, Director Kopp, Director Pantaleoni, Director Pimentel. Director Flower moved to excuse Director Evans and Director Perez. Director Pantaleoni seconded the motion.

Public in Attendance:

Others in Attendance: Joe Barkett, Allison Keaney, John Root, Dan Sachs, George Yerby

- II. Approval of Board Meeting Minutes from August 16:** Motion made by Director Ma to approve minutes of the regular Board meeting on August 16, 2022. Seconded by Director Flower. All in favor. Motion passed.

- III. Public Comments:** No public comment.

- IV. President’s Report:** President Corgas relayed that he received an update from CDFA on the completion status of required training courses for Board members; he asked that Directors check their online accounts and complete courses that are needed. He also shared that plans would begin to create a schedule of committee meetings.

- V. Closed Session:** The Board had no business requiring the need for a closed session.

- VI. CEO Report:** CEO Keaney reported on the following items:

- Staff news: The Cow Palace welcomed Tonya Pavone who is assisting with several GRN preparations and local marketing outreach.
- Blue Ribbon Awards: The Blue Ribbon Award candidates were presented to the Board, Nancy Atkinson, John Marino, Lori Marshall, Barbara Wanvig.
- Grand National update:
 - The Hispanic rodeo will not take place
 - Ticket sales strong at 3000 (Friday) and 4000 (Saturday)
 - Sponsorships are at \$8,500 in kind and \$9,200 in cash.
 - Jr. Livestock Show “on time” entries at 1900 for 262 exhibitors
 - CEO Keaney asked for any needs for the Directors’ room
 - Social media engagement up 9%-15% over last GNR.
 - Digital Ad engagement 4x the national average

- San Mateo Historical Project
 - Presentation of the transfer of ownership of Cow Palace memorabilia to the San Mateo Historical Society with comments in support provided by History Project committee members John Root and George Yerby.

VII. Committee Reports:

1. **Finance, Budget, Audit Committee:** President Corgas presented the July 2022 financial report, highlighting the following:
 - The current position is cash on hand at \$7,206,930; *Assets in Excess of Liabilities* gained an additional \$203,400 and sits now at \$6,587,644.
 - Revenues are 28% under budget for the year.
 - Expenses are 56% under for the year.
 - Net profit (after depreciation) is 75% for the year with four months to go and Dickens remaining in the calendar.
 - Accounts Receivable: now that July shows have been finalized, the receivables have decreased.
2. **Land Development:** Director Pantaleoni reported that SOM shared design recommendations, which were reviewed in committee and then returned to SOM. A meeting in October will take place in response to this feedback.
3. **Business Development:** Director Flower reported that the committee met on September 6th and discussed ideas to grow Cow Palace business through the strategic initiatives of strengthening the Grand National, making strategic use of partnerships like Chambers of Commerce, seeking the right anchor tenant, attracting major events, growing community engagement, and supporting equity, equality, and diversity with more events like Circus Caballero and the upcoming Dr. Martin Luther King Jr. event.

VIII. Action Items

1. **Financial Statements for August 2022:** Director Pantaleoni made a motion to approve the August 2022 Financials. Motion seconded by Director Kopp. All in favor. Motion passed.
2. **Transfer of Ownership of Artifacts to the San Mateo Historical Society**
Director Kopp moved to approve the transfer of ownership. The motion was seconded by Director Flower. All in favor; motion passed.
3. **Blue Ribbon Award Recipients**
Director Pantaleoni moved to approve the Blue Ribbon Award recognition for Nancy Atkinson, John Marino, Lori Marshall, and Barbara Wanvig. The motion was seconded by Director Kopp. All in favor; motion passed.

IX. In Recognition of Service: Mara Kopp

On behalf of the entire Board, Director Kopp was recognized for her extraordinary service of 16 years to the Cow Palace as a director and Board President. Her recognition plaque will hang in the Cow Palace Paddock Room.

X. Matters of Information

1.CEO Comments: None

2. Director Comments: None

3.Next Board Meeting: Tuesday, October 18, 2022, at 10:00 am in the Paddock room at the Cow Palace.

XI. Adjournment: Motion to adjourn made by Director Flower, seconded by Director Pantaleoni. All in favor. Motion passed. Meeting adjourned 10:26am.

Board President, Chris Corgas:

A handwritten signature in blue ink, appearing to be 'C. Corgas', written over a horizontal line.

CEO, Allison Keane

A handwritten signature in blue ink, appearing to be 'Allison Keane', written over a horizontal line.

