

**Regular Board Meeting of the Board of Directors
1-A District Agricultural Association
Tuesday, October 16, 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 Atkinson, Director Flower, Director Nack, Director Perez, and Director Pantaleoni. Director Evans was excused by motion of Director Flower and seconded by Director Pantaleoni. All in favor. Motion passed. CEO Lori Marshall and Kelley Ferreira were also present

II. Approval of Minutes of Board Meeting September, 18, 2018 Motion made by Director Nack to approve minutes of September 18, 2018, seconded by Director Perez. All in favor. Director Kopp and Director Pantaleoni abstained. Motion passed.

III. Public Comments – Ruth Borenstein, Clare Senchyna, Ed Pleamer, spoke to the Board in opposition of holding Gun Shows at the Cow Palace.

IV. CEO Report – CEO Marshall reported on the proposed ideas of land use around the facility. Staff gets many calls on a regular basis for interest in renting open space. CEO Marshall reviewed the areas available for land use rentals, a list of recent inquiries with space requirements, term requests, and the proposed use. CEO Marshall explained that the Stockyard Club and remaining stockyards are two areas that are completely underutilized areas and could possibly be very lucrative revenue sources if open space. The Stockyard Club building is unusable and only stores junk that has not been removed from the property. It would take hundreds of thousands of dollars to do any kind of remodel to the building and we do not get many inquiries for that type of building. The stockyard pens are only used for 5 days a year during Grand National Rodeo and the area could be used in a much more profitable fashion. She did explain that if the stockyards were removed and the area rented, staff could arrange for temporary pens to be brought in for the Jr. Grand National needs. The temporary pens could be placed in the area of the Stockyard Club, if that building was demolished. Discussion occurred.

V. Committee Reports:

A. Budget and Finance Committee: Director Wanvig presented the September Financials. OPERATING STATEMENT September was a slow month, but our financial position remains steady even though it did not increase much in the last couple of months. Our profitability declined slightly, but Total Operating Revenues are \$52,000 ahead of a month earlier, and YTD we are ahead by \$240,000, compared to 8-31. Rental revenues YTD are up by \$107,000. It is significant that land leases brought us \$127,000 more YTD than 12 months ago Total Operating Expenditures are up a bit but still nicely below budget. CURRENT POSITION REPORT In this snapshot of the last day of September, we have \$56,000 more Cash on Hand and \$69,000 more in Current Assets than at the end of August. Current Assets over Current Liabilities are \$2.6 million, down \$94,000 in a month, largely due to many Event Liabilities that will reconcile in our favor, and Accounts Payable as of 8-31, but as of today have been paid. BALANCE SHEET Our Balance Sheet is a more complete look at our financial position on the last day of September, Total Revenue over Expenses is down by \$72,000 since 8-31, but compared to a month ago, the Balance Sheet balance is up by \$91,000, and compared

to a year ago, it is up by \$1,300,000. Liabilities include a large amount of Event Liability - \$371,000. These are event accounts that will be reconciled, or may have been in the last two weeks, that will result in substantial revenue to us. In conclusion, we are continuing to progress and look forward to Q4, our most profitable time of the year.

B. GNR/JGN Committee: CEO Marshall gave preliminary information on the first weekend of Grand National Rodeo. The paid attendance from first weekend was down 25%, admission revenue down 13%, Fiesta Day Food & Beverage gross was a high of \$201,000. Looking forward to the second weekend and hoping that attendance improves. Director Atkinson reported on the Jr. Livestock Scholarship interviews and winners.

VI. Action Item

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

B. Approval of land use: Director Pantaleoni made a motion to demolish the Stockyard Club, remove the remaining stockyard pens, and seek potential rental revenue. CEO is to get information regarding costs/quotes for demolition and the project process and bring back to the Board for further approval. Director Nack seconded. All in Favor. Motion passed.

C. Approval of contract with Calco Commercial, Inc.: Discussion of proposed contract from Calco Commercial. CEO was directed to speak with Scott Mason at Calco on various items and review contract language with Joe Barkett then bring back information to the Board for further review.

VII. Matters of Information

A. Next Board meeting will be held November 27th, 2018 at 10am in the Paddock Room.

VII. Adjournment – Motion to adjourn made by Director Wanvig, seconded by Atkinson. All in favor. Motion passed. Meeting adjourned 11:30am.