

Notice of Meeting
Regular Meeting of the Board of Directors
#1-A District Agricultural Association
to be held
Tuesday, November 19, 2019 – 10:00 AM
In the Paddock Room
Cow Palace, 2600 Geneva Avenue, Daly City, California

Mara Kopp, President
Ken Flower, Director
Nancy Atkinson, Director

Barbara Wanvig, 1st VP
Tyrone Evans, Director
Leah Pimentel, Director

Tony Pantaleoni, 2nd VP
Al Perez, Director
Chris Corgas, Director

AGENDA

I. ROLL CALL

II. APPROVAL OF MINUTES OF BOARD MEETING – held October 15, 2019.

III. PUBLIC COMMENT FOR MATTERS NOT ON AGENDA. Speakers are limited to three minutes unless modified by the Chair. The Board of Directors will not act on any matter raised under this item unless the matter is specifically otherwise noticed in this agenda.

IV. PRESIDENTS REPORT

V. CLOSED SESSION – Closed Session may be held for the purpose of receiving advice of counsel, considering pending litigation, considering the appointment, employment, evaluation of performance or dismissal of a public employee or for the purpose of negotiating lease terms and transactions of real property, as authorized under Government Section 11126.

1. Board instructions to Cow Palace negotiator, Joe Barkett, regarding price and terms of payment involving the Exclusive Negotiating Agreement with Catellus/DECA and the Cow Palace property referred to in Item XI-3 below. (Gov. Code Section 11126(c)(7))
2. The Board is authorized to enter into Closed Session with CDFR Legal for the purpose of considering pending litigation – Gun Show Policy (Gov. Code Section 11126 (e) (1))

VI. RECONVENE TO OPEN SESSION

1. Report on actions, if any, taken by the Board in closed session.

VII. ACTION ITEMS

1. Gun Show Policy
2. Financial Statements for September 2019 and October 2019
3. License Agreement with ARE-TENANT, LLC to operate and indoor tennis facility
4. Exclusive Negotiating Agreement with Catellus/DECA

VIII. CEO REPORT -

1. Update on rental events and bookings: Staff Report.
2. Projects/Programs/Facility project update
3. GNR/JGN Update and preliminary report

IX. FRIENDS OF THE COW PALACE REPORT

X. CONSENT AGENDA

1. Contract #: L19-39
Contractor: Good News San Jose Church
Event Type: Christmas Cantata; a musical stage production
Dates: September 27-28 2019
Use: Main Arena
Terms: Minimum Rental fee: \$15,000
Projections: Admissions: N/A- Merchandise: N/A Parking Revenue: N/A
Food and Beverage: \$500 buyout for volunteer meals

2. Contract #: L19-40
Contractor: George P. Johnson
Event Type: Structure build for Salesforce Conference
Dates: November 5, 2019 through November 10, 2019.
Use: Main parking lot approx. 150' x150'
Terms: Minimum Rental fee: \$13,500 plus reimbursable expenses.
Projections: Admissions: N/A Merchandise: N/A
Parking Revenue: N/A Food and Beverage: N/A

3. Contract #: L 20-03
Contractor: USA Sports Production
Event Type: Gymnastics competition
Dates: January 17, 2019-January 19, 2020.
Use: Main Arena
Terms: Minimum Rental fee: \$13,500 vs 12% of Box Office receipts plus reimbursable expenses.
Projections: Admissions: \$25,000 Merchandise: \$250 Merchandise buyout.
Parking Revenue: \$5,500 Food and Beverage: \$1,000

4. Contract #: L 20-04
Contractor: COA Nor Cal Nationals
Event Type: Cheerleading competition
Dates: March 20-22, 2020.
Use: Main Arena
Terms: Rental fee: \$21,250, plus reimbursable expenses.
Projections: Admissions: \$22,000 Merchandise: \$700.00 Merchandise buyout.
Parking Revenue: \$13,500 Food and Beverage: \$2,500

5. Contract #: L 20-05
Contractor: Varsity Spirit, LLC dba NCA Norcal Open
Event Type: Cheerleading competition
Dates: February 14-16, 2020.
Use: Main Arena
Terms: Rental fee: \$21,250.00 flat, plus reimbursable expenses.
Projections: Admissions: \$20,000.00 Merchandise: \$700.00 Merchandise buyout.
Parking Revenue: \$22,500.00 Food and Beverage: \$6,500.00

6. Contract #: L 20-07
Contractor: Nationwide Expos
Event Type: Tradeshow/Expo (Home Show)
Dates: March 5-8, 2020.
Use: South Hall

Terms: Minimum Rental fee: \$10,000.00 or 12% of Box Office receipts, plus reimbursable expenses.
Projections: Admissions: \$39,000.00 Merchandise: N/A
Parking Revenue: \$36,000.00 Food and Beverage: \$5,500.00

7. Contract #: L 20-09

Contractor: All Elite Wrestling, LLC
Event Type: Professional Wrestling Pay-Per-View
Dates: March 5-8, 2020
Use: Main Arena and North Hall
Terms: Minimum Rental fee: \$25,000 flat, plus reimbursable expenses.
Projections: Admissions: \$675,000.00 Merchandise: 80%/20%
Parking Revenue: \$57,500.00 Food and Beverage: \$153,750.00

8. Contract #: L 20-10

Contractor: Ryan Minardi dba Reptilian Nation
Event Type: Reptile Show
Dates: February 8 & 9, 2020
Use: South Hall
Terms: Rental fee: \$4,500.00 vs 12% vs Box Office receipts, plus reimbursable expenses.
Projections: Admissions: \$100,000 Merchandise: N/A
Parking Revenue: \$32,000 Food and Beverage: \$2,500

XI. COMMITTEE REPORTS:

1. Budget and Finance Committee – Barbara Wanvig, Chair
 - i. Financial Statements for September 2019 and October 2019
2. Land Lease Development Committee – Tony Pantaleoni, Chair

XII. MATTERS OF INFORMATION

1. CEO Comments
2. Director Comments
3. Next Board Meeting – Tuesday, December 17, 2019 at 10 am.

XIII. ADJOURNMENT

Those persons wishing to attend the meeting and who may require special accommodations pursuant to the provisions of the Americans with Disabilities Act are requested to contact Lori Marshall at the office of the 1-A District Agricultural Association (415)404-4100. At the discretion of the Board of Directors, all items appearing on this Agenda, whether or not expressly listed for action, may be deliberated and may be subject to action by the Board of Directors. Items may not necessarily be taken up in the order shown on this Agenda. This agenda, and all notices required by Bagley-Keene Open Meeting Act are available on the Internet at: www.cowpalace.com