

**Regular Board Meeting of the Board of Directors
1-A District Agricultural Association
Tuesday, April 16, 2019 – 10:00am
Paddock Room, Cow Palace
2600 Geneva Avenue, Daly City, California**

MINUTES

Mara Kopp, President Barbara Wanvig, 1st VP Anthony Pantaleoni, 2nd VP
Ken Flower, Director Tyrone Evans, Director Al Perez, Director
Nancy Atkinson, Director

I. Roll Call

President Kopp called the meeting to order at 10:07 a.m. All Board Members as noted were present: Director Wanvig, Director Atkinson, Director Flower, Director Perez, and Director Pantaleoni. Director Evans was excused by motion of Director Flower and seconded by Director Pantaleoni. All in favor. Motion passed. Lori Marshall, CEO, and Kelley Ferreira were also present.

II. Approval of Minutes of Board Meeting March 19, 2019 Motion made by Director Wanvig to approve minutes of March 19, 2019, seconded by Director Flower. All in favor. Motion passed.

III. Public Comments –Ruth Borenstein, Barry Pearl, Clare Senchyna, Luis Herrera, Adena Kershner, Karen Strauss, John Young, Mattie Scott, and Shawn Richard spoke to the Board in opposition of gun shows at the Cow Palace.

IV. Presidents Report: President Kopp reported that she attended the Half Moon Bay Farm Day.

V. CEO Report –

1. Updated calendar of events was distributed and reviewed individually.
2. Projects/Programs/Facility Update: CEO Marshall stated that staff has been working with Cal Fire in a major cleanup of an area behind Enterprise that has been an eyesore to the neighbors for many years. There have been repairs of water leaks and building gutters this month. The last couple months staff has been very busy with events. Kelley Ferreira gave a report on GNR/JGN sponsorships and partnerships.

VI. Consent Agenda: Director Wanvig motioned to approve the consent agenda items as submitted, seconded by Director Pantaleoni. All in favor. Motion passed.

VII. Committee Reports:

1. Budget and Finance Committee:

- i. **Financial Statements for March 2019:** Director Wanvig reported that Q1 is behind us now, and our financials continue to look good. No comparisons to budget are available yet, but we expect to approve a 2019 budget at next month's board meeting. March profits are \$59,000 less than last month, but YTD profits are up \$76,000. Total Rental Event revenues are \$50,000 more than a month ago. YTD, rental revenues are up by \$300,000. Total Operating Revenues are \$82,000 in one month, and up \$400,000 YTD. Operating expenditures are still

well-controlled and on par with a month ago. **CURRENT POSITION REPORT:** As always, this report makes our financial success clear. We have \$4 million cash on hand and in the bank, down \$239,000 in a month. Total Current Assets are down \$217,000, and Total Current Liabilities are down \$ 315,000 in the same period. So Current Assets in Excess of Current Liabilities are up almost \$100,000 in a month. A comparison we like to make is that since April, 2016, when Lori Marshall became our CEO, Assets in Excess of Liabilities have increased 620 per cent! **BALANCE SHEET:** Again, we point to Accounts Receivable where we have been long concerned about Larson Enterprises - the Garden Show - \$25,000 in debt to us. CEO Marshall has our legal counsel on it. Other AR are of minimal concern. Our Balance Sheet remains a point of pride: compared to a year ago, it is up more than \$1 million. Currently Q 2, April – June, looks slow for events, but we expect good land lease revenue. CEO Marshall reports that there is interested in a new tenant in the upper lot to replace Intren for the same amount of space and good revenue. So we are off to a very strong start in 2019.

ii. **Annual Budget 2019** – no report. Postponed for future meeting

iii. **Annual Statement of Operations 2018** – no report. Postponed for future meeting.

2. **Outreach Committee:** Director Perez gave a report of the on-going efforts and new ideas of the staff in marketing the facility and GNR and discussed the outreach events and increase in social media attention.

VIII. Action Item

1. **Approval of Statement of Policy to Discontinue Future Gun Shows:** Director Pantaleoni made a motion that the policy of the Board of Directors of the 1-A District Agricultural Association, a state agency, unless expressly rejected by the California Department of Food and Agriculture, will be to discontinue all gun shows at the Cow Palace facilities beginning January 1, 2020. This action is deemed to be within the proper exercise of discretion of the Board to select the type of shows and events deemed to be in the best interests of the 1-A District Agricultural Association and the communities it serves. In establishing this policy the Board is mindful, although not necessarily governed by, the existence of policies prohibiting such shows in the cities of Daly City and San Francisco and the counties of San Mateo and San Francisco as well as public input from citizens of these jurisdictions in favor of and opposed to such shows. This action in no way shall be taken to indicate that the Board has found there to be any improprieties on the part of the promoters of past gun shows at its facilities.” Motion seconded by Director Flower. All in Favor. Motion passed. Director Wanvig made an additional motion to add that there has been no recognized gun use or police records that show any gun used in a violent act that has ever been traced to the Cow Palace. Director Pantaleoni seconded. All in favor. Motion passed.
2. **Approval of Letter of Intent with SyWest Development LLC:** Joe Barkett gave a report on the progress of negotiations with SyWest regarding the development of the upper lot. To date Mr. Barkett stated there has been great progress in negotiating the terms of the letter, however to date, felt there was more work to do before presenting a letter of intent to the Board for approval. Director Pantaleoni made a motion the Board resolve that the 1-A District Agricultural Assn. Board supports and encourages the progress of the ongoing negotiations with SyWest Development, LLC to enter into a long-term lease of the upper parking lot parcel for a combined commercial and residential development of our adjacent parcels. The Board also supports and encourages cooperation with the City of Daly City in its current efforts to develop its contiguous parcel. Director Perez seconded. All in favor. Motion passed.

3. **Approval of the Financial Statements for March 2019:** Director Wanvig presented the financial statement for March 2019 for discussion and approval. Director Flower made a motion to approve the financials. Director Pantaleoni seconded. All in Favor. Motion passed.
4. **Approval of 2019 Annual Budget:** This item is moved to a future meeting
5. **Approval of 2018 Statement of Operations:** This item is moved to a future meeting.
6. **Approval of the Dickens Fair Rental Agreement:** This item is moved to a future meeting.

IX. Closed Session: No closed session was held.

X. Matters of Information

1. **CEO Comments:** CEO Marshall announced that tentatively May 20 has been set for Capitol Fair Day in Sacramento. CEO Marshall also reminded the Board that she will be on vacation May 25 through June 8.
2. **Director Comments:** Director Atkinson stated she attended the Flower show in Sacramento. President Kopp stated she would be out of the area from April 28 through May 11.
3. **Next Board Meeting:** Tuesday, May 21, 2019 at 10am.

XI. Adjournment: Motion to adjourn made by Director Wanvig, seconded by Director Pantaleoni. All in favor. Motion passed. Meeting adjourned 12:07pm.