

**Regular Board Meeting of the Board of Directors  
1-A District Agricultural Association  
Tuesday, September 17, 2019 – 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	Tyrone Evans, Director	Al Perez, Director
Nancy Atkinson, Director	Leah Pimentel, Director	Chris Corgas, Director

**I. Roll Call**

President Kopp called the meeting to order at 10:14 a.m. All Board Members as noted were present: Director Wanvig, Director Atkinson, Director Flower, Director Pimentel, Director Evans and Director Corgas. Director Pantaleoni and Director Perez were excused by motion of Director Flower and seconded by Director Corgas. All in favor. Motion passed. Lori Marshall, CEO, and Kelley Ferreira, were also present.

**II. Approval of Minutes of Board Meeting August 20, 2019** Motion made by Director Wanvig to approve minutes with correction of Director Corgas not in attendance, seconded by Director Flower. All in favor. Motion passed.

**III. Public Comments** –None.

**IV. Presidents Report:** Director Kopp reminded everyone that we would be having an October board meeting, and that the important agenda item will be the review of the proposals for the RFQ/RFP

**V. CEO Report –**

- 1. Updated calendar of events** was distributed and reviewed individually.
- 2. Projects/Programs/Facility Update:** CEO Marshall went over her written report that updated grounds projects, short term land leases, facility marketing and outreach, and other miscellaneous updates. .

**VI. Consent Agenda** Director Corgas motioned to approve the consent agenda items as submitted, seconded by Director Pimentel. All in favor. Motion passed

**VII. Committee Reports:**

**1. Budget and Finance Committee: Financial Statements for August 2019:**

**OPERATING STATEMENT:** Our financial position remains positive. Total Operating Revenues are up \$53,000 in one month and \$144,000 YTD. Rental Event Revenues are up \$100,000 in a month and \$194,000 YTD. Yet we show an operating loss of \$23,000 this month in comparison to last year this month and \$73,000 YTD this year compared to last year YTD. Sharply affecting our current position is that Total Operating Expenditures are up sharply -- \$269,000 YTD and \$85,000 for the month. Singling out Rental Event Expenses, we see they have gone up \$75,000 in a month and \$171,000 YTD. Salaries, wages and professional services are the main categories of increase. But we are pleased to see that Maintenance Expenses are down by \$110,000 YTD. **CURRENT POSITION REPORT:** Our cash position, while still great, is \$57,000 lower than a month earlier. But Current Liabilities are down by \$31,000, so Assets over Liabilities are only down \$26,000. We are happy to note that overall Assets in Excess of Liabilities have increased by 6.5 times since April of 2016 when

Lori Marshall became our CEO. **BALANCE SHEET:** Still very healthy at \$6.6 million, although we show \$73,000 less profit YTD than this time last year. September has several smaller events, and then we move into October's GNR and the Dickens Faire in November-December. You will recall that Q4 is our big revenue earning period.

2. **Outreach Committee:** CEO Marshall reviewed her written staff outreach report and discussed all the new efforts that have been made this year.
3. **GNR/JGN Committee**– Kelley gave his report on progress of sponsors and partnerships. CEO Marshall gave an update on GNR promotions, schedule, military and first responder nights, and new programs, and marketing schedule for various GNR outreach.

## **VIII. Action Items**

1. **Approval of the Financial Statements for August 2019:** Director Wanvig presented the financial statement for August 2019 for discussion and approval. Director Flower made a motion to approve the financials. Director Evans seconded. All in Favor. Motion passed.
2. **Approval of out of state travel to 2019 IAFE Conference:** Director Wanvig made a motion to approve staff to attend the 2019 IAFE Conference. Director Corgas seconded. All if favor. Motion passed.
3. **Approval of Roof Project Expenditure for Bays E & F:** Director Wanvig made a motion to approve the IPA, Addendum #2 , CCA project #01A-19-008 with projected expenditures of \$506, 195 for the roofs of Bays E & F. Director Pimentel seconded. All in favor. Motion passed.

## **IX. Matters of Information**

- 1.**CEO Comments:** None
2. **Director Comments:** Director Corgas mentioned that 2021 is the San Jose Sharks 30 year anniversary and would it be possible that we could get them to come for an anniversary game.
3. **Next Board Meeting:** Tuesday, October 15, 2019 at 10am.

- X. **Adjournment:** Motion to adjourn made by Director Corgas, seconded by Director Evans. All in favor. Motion passed. Meeting adjourned 11:45 am.