

**Regular Board Meeting of the Board of Directors
1-A District Agricultural Association
Tuesday, January 15, 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 10:09 a.m. All Board Members as noted were present: Director Wanvig, Director Atkinson, Director Flower, Director Evans and Director Nack. Director Perez was excused by motion of Director Flower and seconded by Director Wanvig. All in favor. Motion passed. CEO Lori Marshall and Kelley Ferreira were also present.

II. Approval of Minutes of Board Meeting December 18, 2018 Motion made by Director Wanvig to approve minutes of December 18, 2018, seconded by Director Flower. All in favor. Motion passed.

III. Public Comments –Ruth Borenstein spoke to the Board in opposition of holding Gun Shows at the Cow Palace. Six other members of the public were present that did not address the Board.

Let the records show that Director Pantaleoni joined the meeting at 10:13 am

IV. Nominating Committee: Director Nack stated he and Director Flower spoke prior to today’s meeting regarding Officer nominations. Director Nack made a motion to nominate Director Kopp as President, Director Wanvig as Vice President, and Director Pantaleoni as 2nd Vice President for 2019. Director Flower seconded the motion. All in favor. Motion passed.

V. Presidents Report: President Kopp stated that she and CEO Marshall met with the City of Daly City Interim City Manager, City Legal Council, Vice Mayor and Council Member. The meeting was of general conversation. The City is planning on building 400 houses on the hill west of the Cow Palace on “the hill”. The City is getting much pressure from the community to build. . President Kopp also stated herself and CEO Marshall met with Senator Weiner and Assembly Member Ting. Their interest is in “something happening at the Cow Palace” and there was much pressure to consider discussion for development of land. President Kopp also reported that she attended the Daly City Town Hall meeting and in that session there was much talk about development and building houses. However, the residents of the neighborhoods have concerns regarding too many people, and not enough police, fire, transportation and other services.

VI. Consent Agenda: None

VII. Review of the Grand National Rodeo event

A. There was general discussion of likes, dislikes, ideas, concerns, and suggestions in all areas of the event. General consensus of all Directors is they enjoy presenting to the exhibitors in the Jr Livestock Show, that the Military Appreciation Night is well received, and the evening is too long. CEO Marshall stated that the staff met previously and discussed things that went well and things that need to be improved. CEO Marshall will take Board comments back to the staff and Flying U

Rodeo. CEO Marshall also discussed expenses/revenue by departments and staff is working on creating detailed p/l statements for review.

VIII. CEO Report –

- A. Updated calendar of events was distributed and reviewed individually. CEO Marshall answered questions pertaining to the events.
- B. Projects Update: CEO Marshall discussed that during the meeting with Senator Weiner, he did let us know he will be reintroducing the Gun show bill. CEO Marshall gave an overview of the meeting she had with Scott Mason from Calco, she and staff are working on year end financials, starting to work on GNR contracts, graphics, and marketing material. There will be an RFP going out early spring for a ticket software provider, there has been a lot of catch up from staff being off for the holidays, and next week she and 2 staff members will be attending Western Fairs Association Conference. She has meetings scheduled during her time there with CCA regarding the roofing projects, Flying U Rodeo to discuss 2019 rodeo, Holly Baker from San Diego regarding ideas for enhanced ag education area for GNR and Fairs & Expos regarding grant funding timing.

IX. Committee Reports:

Budget and Finance Committee: OPERATING STATEMENT: December was an excellent month, but these reports are preliminary and our results will be much better when further reconciliations are made for the year-reports. Our December profit of \$807,000 YTD is excellent and it will get even larger as the revenue accounts are refined. Comparing December only with the previous month, we are \$113,000 ahead, and our YTD comparison with budget puts us at almost \$600,000 over budget. Total Operating Revenues are up \$420,000 from the previous month. As for comparison to budget, a month ago, we were \$175,000 below budget and now we are ahead by \$245,000 which puts us net \$420,000 ahead. As for Rodeo revenues, our losses are about the same as the previous report, but when all accounts are adjusted, the GNR loss will go down and the Junior Show loss will increase. As to Total Operating Expenditures, we remain well below budget - by \$346,000. CURRENT POSITION REPORT: This report is increasing evidence of our financial health. Cash on hand at \$3.9 million has grown by \$311,000, and Total Current Assets are close to \$4 million. CURRENT ASSETS IN EXCESS OF CURRENT LIABILITIES are almost \$2.9 million — the highest by far in three years. BALANCE SHEET: Adjustments are being made on AR, so that total will shrink. Most important, our Balance Sheet has grown by \$303,000 and now balances out at \$6.3 million. On the Liabilities side, you may notice that the Event Liabilities total is high, but a big amount will be reconciled into our revenue accounts, boosting profits on the year-end report.

X. Action Item

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

XI. Matters of Information

- A. CEO Comments: CEO Marshall stated she would be at the IAVM Region meeting during the next months' Board meeting and that Kelley Ferreira would present in her place if there were no objections.
- B. Director Comments: Director Flower stated he has an inquiry regarding having a basketball event at the Cow Palace and would speak further with CEO Marshall regarding details.
- C. Next Board meeting will be held February 19, 2019 at 10am in the Paddock Room.

XII. Adjournment – Motion to adjourn made by Director Wanvig seconded by Evans. All in favor. Motion passed. Meeting adjourned 12:10pm.