

**Regular Board Meeting of the Board of Directors  
1-A District Agricultural Association  
Tuesday, June 18, 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		

**I. Roll Call**

President Kopp called the meeting to order at 10:13 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 Wanvig and seconded by Director Flower. All in favor. Motion passed. Lori Marshall, CEO, Kelley Ferreira, and Joe Barkett were also present.

- II. Approval of Minutes of Board Meeting May 21, 2019** Motion made by Director Flower to approve minutes with correction in CEO Report #4, the date should be corrected to 2020 of May 21, 2019, seconded by Director Wanvig. All in favor. Motion passed.

- III. Public Comments** –None.

- IV. Presidents Report:** None

**V. CEO Report –**

- 1. Updated calendar of events** was distributed and reviewed individually.
- 2. Projects/Programs/Facility Update:** CEO Marshall gave a brief overview of projects that are in progress. Staff has continued with grounds cleanup and have finished cleaning the area behind Enterprise that the neighbors see from their yards, we have signed the Individual Project Agreement with CCA and have awarded the contract for the plans/specs to be drawn up for the roofs, we did some replacement of a few plants behind bays however most are doing well starting to create an obstructed view from the neighboring backyards, we are continuing with replacement of toilets/urinals through the city grant, and staff is starting to remove the west end of the stockyards with the assistance of Cal Fire. The ticket software RFP award has been protested by TicketMaster, so we are working through that process.
- 3. GNR/JGN Updates** – Kelley gave his report on progress of sponsors and partnerships for posting advertising banners. Lori stated that we had staff pass out GNR info during the Alameda Fair cattle drive, and we had a table along with radio promotion at the Livermore Rodeo. We have also confirmed a new partnership with Hot Country Live, for GNR promotions at no cost.

**VI. Committee Reports:**

- 1. Budget and Finance Committee: Financial Statements for May 2019:** Our financial position was down a bit in May, but our balance sheet remains solidly over \$6M. As to specifics, overall profit and YTD profit have dropped by \$71,000 because May was a slow month for event rentals which also brought down parking and concession revenues. But YTD details are better. Building revenues and Enterprise Rental revenues are up by \$70,000 and \$49,000, respectively, YTD. Total Rental Event Revenues are up \$121,000, and Total Operating Revenues are up by \$171,000, both YTD. Total Operating Expenditures increased by \$242,000 YTD but remain well under budget. **CURRENT POSITION REPORT** Cash on hand and Current Assets stand at \$4M which is \$200,000 less than a

month ago. Current Assets in Excess Current Liabilities are \$3.6M, a slight \$71,000 under one month ago. Compared to April three years ago when Lori Marshall became our CEO, the increase in Assets in Excess of Liabilities remains impressively large — at 637%. BALANCE SHEET Again, we'll start with Accounts Receivable where our attorneys still struggle to recover the \$25,000 owed us by Larson Enterprises, owner of last year's garden show. As mentioned in the beginning of this report, our Balance Sheet remains healthy and of much pride at \$6.3M, although down \$228,000 from a month ago. In conclusion, we may have dipped slightly in one month but we look forward to increased up rental event revenues and profitability as we move into summer and fall.

## **VII. Action Items**

### **1. Approval of Letter of Intent with SyWest Development LLC to enter into a long-term development ground lease for the Cow Palace property (Upper Parking Lot) to be combined with the adjacent property owned by SyWest in an approximately 25-acre mixed use commercial and residential development project.**

Joe Barkett stated that a potential opportunity has arisen with DECA having an interest in the development of Cow Palace property and they seem to understand and seem to be OK with the needs and concerns of the Cow Palace, that have been put forth in the parameters, to continue going further into a discussion. Dan Sachs of DECA gave an overview of their company, experience, backgrounds, and interest in developing as much of the Cow Palace land as available. Bill Viera of SyWest stated they have invested a lot of time and money into the project of potential development of the Cow Palace's upper 12 acres along with theirs and Daly City's property. They are interested in moving forward with the project and they would be able to design, facilitate, and be the developer in the project. Discussion occurred. Director Pantaleoni motioned that it "be resolved, that the 1-A District Agricultural Association is prepared to enter into a long-term lease agreement with SyWest Development LLC for the development of the Upper Parking Lot combined with the adjacent SyWest property, and/or a long-term lease agreement with DECA Companies Joint Venture to develop a significant portion (the total acreage to be determined) of the entire 1-A DAA property under the following conditions: 1. The City of Daly City expresses support of the intent of the 1-A DAA to enter into negotiations to achieve the above long-term lease development agreement(s); 2. The City of Daly City cooperates with the 1-A DAA to coordinate planning for the development with the adjacent properties owned by the City of Daly City and SyWest Development; and 3. The City of Daly City, as part of its cooperative efforts in the planning process, assumes and recognizes the negotiation of the long-term lease agreement(s) with DECA is based on the premises of a) continuing State ownership of the entire existing 1-A DAA property (approximately 68 acres), b) all lease revenue derived from the development of the 1-A DAA property remain with the 1-A DAA, c) the development provides for and is consistent with the preservation and enhancement of the Cow Palace Arena and exhibit buildings, d) the plan provides for adequate parking for the events and activities that occur at these facilities and e) the control of these facilities remains with the 1-A DAA." Seconded by Director Wanvig. All in favor. Motion passed.

**2. Approval of the Financial Statements for May 2019:** Director Wanvig presented the financial statement for May 2019 for discussion and approval. Director Perez made a motion to approve the financials. Director Pantaleoni seconded. All in Favor. Motion passed.

**VIII. Closed Session:** No closed session was held.

## **IX. Matters of Information**

**1. CEO Comments:** None

**2. Director Comments:** None

**3. Next Board Meeting:** Tuesday, July 16, 2019 at 10am.

**X. Adjournment:** Motion to adjourn made by Director Flower, seconded by Director Wanvig. All in favor. Motion passed. Meeting adjourned 12:24 pm.