

JANUARY, 2019 CEO REPORT

Financial Summary

- 2018 financials are being reviewed and closed out in preparation for the 2018 STOP.
- The MCF Heritage Foundation has paid \$15,000 to offset the slurry seal/asphalt repair done in 2018.
- A Finance Committee meeting will be held at 11:00 AM on 2.28.19 to review 2014-2015 audit reviews, where we are in process for 2016 full audit along with review of 2018 draft STOP.

Monterey County Fair

- The Fair Committee meeting will be held February 20th. Lots of exciting things to announce!
- RFP's have been sent out for sound, lighting and security to be scored and approved at 2.28.19 board meeting.

Interim

- Nicolette and Alyssa have attended two wedding shows in January and are in the process of following up on leads.
- Nicolette and Alyssa are participating in MCHA committees this year.
- The Monterey Jazz Festival dates have moved this year to the end of September. Kelly worked with CDFA legal as they booked over previously contracted dates. All worked out and they now have a new 5 year agreement. Gem Show 3 year agreement canceled and 1 year agreement has been issued.
- Kelly attended the MCCIA Conference held last December at the Portola Hotel. Met several people and will be sending another letter to the City in February.
- Meeting with City on February 15th to discuss Monterey Car Week with city management and CONA.
- RV bookings are going extremely well. AT&T Pro Am is sold out. Due to mud in overflow, Ray has had to move people around. Scott is getting bids to DG this area as we are losing money every time it rains. US Open is sold out in lot, now filling lawn space and midway.

Buildings and Grounds

- Maintenance has completed stage platform renovations.
- Maintenance has completed new block wall around Monterey Room planters, working on Gate 5, then Turf Club areas.
- West Art Building has been tented for termites. Now maintenance will be repainting this room.
- Whitson Engineering will be beginning work in February on site survey.
- Bids are in for horse barn destruction to be done fall/winter of 2019. Buildings and Grounds to review bids.
- City of Monterey has approved sidewalk permit; work to begin upon Golz Construction schedule.
- We have migrated the phone system over to Voice IP with Comcast and are in process of canceling most CalNet phone lines and some Verizon lines. This will save \$833/month and we now have managed IT services.

Satellite

- Kelly is still in her position as Northern CA Satellite Wagering Chair on the CA Authority of Racing Fairs Board of Directors. Sports Wagering is the new topic.
- Night racing is going very well. The price increase has brought zero complaints.

Other News:

- Still waiting on 1023 approval for Legacy. We will be planning our first meeting in February. Courtney Boyles and Ben Bransford (from Cowboy) have applied to be on the Legacy Board of Directors.