



Civic-Recreational-Industrial Authority

Regular Meeting Agenda
October 11, 2017
9:00 a.m.

Chairman Howard Lim
Board Member David Carmany
Board Member Larry Hartmann
Board Member John Karns
Board Member Danny Molina

Location: City Council Chamber, 15651 East Stafford Street, City of Industry, California

Addressing the Authority:

- ▶ **Agenda Items:** *Members of the public may address the Authority on any matter listed on the Agenda. In order to conduct a timely meeting, there will be a three-minute time limit per person for any matter listed on the Agenda. Anyone wishing to speak to the Authority is asked to complete a Speaker's Card which can be found at the back of the room and at each podium. The completed card should be submitted to the City Clerk prior to the Agenda item being called and prior to the individual being heard by the Authority.*
- ▶ **Public Comments (Non-Agenda Items):** *Anyone wishing to address the Authority on an item not on the Agenda may do so during the "Public Comments" period. In order to conduct a timely meeting, there will be a three-minute time limit per person for the Public Comments portion of the Agenda. State law prohibits the Authority from taking action on a specific item unless it appears on the posted Agenda. Anyone wishing to speak to the Authority is asked to complete a Speaker's Card which can be found at the back of the room and at each podium. The completed card should be submitted to the City Clerk prior to the Agenda item being called by the City Clerk and prior to the individual being heard by the Authority.*

Americans with Disabilities Act:

- ▶ *In compliance with the ADA, if you need special assistance to participate in any City meeting (including assisted listening devices), please contact the City Clerk's Office (626) 333-2211. Notification of at least 48 hours prior to the meeting will assist staff in assuring that reasonable arrangements can be made to provide accessibility to the meeting.*

Agendas and other writings:

- ▶ *In compliance with SB 343, staff reports and other public records permissible for disclosure related to open session agenda items are available at City Hall, 15625 East Stafford Street, Suite 100, City of Industry, California, at the office of the City Clerk during regular business hours, Monday through Friday 9:00 a.m. to 5:00 p.m. Any person with a question concerning any agenda item may call the City Clerk's Office at (626) 333-2211.*

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1. Call to Order
 2. Flag Salute
 3. Roll Call
 4. Public Comments

5. **EXPO CENTER MATTERS**

5.1 Update on the Expo Center.

5.2 Consideration of the Register of Demands submitted by the Industry Hills Expo Center for September 2017

RECOMMENDED ACTION: Receive and file.

6. **BOARD MATTERS**

6.1 Consideration of the Register of Demands submitted by the Finance Department for October 11, 2017

RECOMMENDED ACTION: Approve the Register of Demands and authorize the appropriate personnel to pay the bills.

6.2 Presentation and discussion regarding the Civic-Recreational-Industrial Authority's Financial Reports for July 31, 2017 and August 31, 2017.

RECOMMENDED ACTION: Receive and file the report.

7. Adjournment. Next regular meeting: Wednesday, November 8, 2017, at 9:00 a.m.

CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY

ITEM NO. 5.1

Industry Hills

Expo Center

SEPTEMBER 2017 Narrative

Banquets

5 Pavilion Ballroom Rentals	Contracts	\$20,500.00
	Bar Sales	\$17,472.66
5 Avalon Room Rentals	Contracts	\$6,350.00
	Bar Sales	\$4,150.82
4 Rotary Club events (catering services only)	Contracts	\$1,142.32

Grand Arena Events

September 1, 2017 LTAP DOG AGILITY	Contracts	\$4,400.00
	Concessions	\$3,104.24
September 9, 2017 LTAP DOG AGILITY	Contract	\$2,200.00
	Concessions	\$1,533.85
September 15-17, 2017 Feria del Caballos	Contract	\$3,300.00
	Bar Sales	\$64,817.60
September 23-24, 2017 Industry Charity Pro Rodeo	Contract	\$500.00
	Concessions	\$2,338.62
	Bar Sales	\$29,537.85

Upcoming Events for October

14 Banquet Events	Contracts	\$32,520.00
Booked 9 Avalon Events - \$ (beverage sales not included)		
Booked 5 Pavilion Events - \$ (beverage sales not included)		

3 Grand Arena Events (2 cancellations)

SEPTEMBER 2017 - BANQUET NON-AVAILABILITY SHEET

Date Called	Client Name	Date Requested	Pavilion	Avalon Room	Guests	Type of Event	How they heard	Contact
09/01/17	Terra	August 18, 2018		TS	150+	Wedding Reception	Referral	Phone
09/01/17	Daniela Juarez	December 2, 2017	1	1	100	Anniversary Dinner	Attended	Phone
09/01/17	Molly Delgado	January 13, 2018	TB	TS	100+	92nd Birthday Party	Referral	Phone
09/01/17	Jazzy	June 2, 2018		1	100	Quinceanera	Referral	Phone
09/01/17	Lina Carlin	August 18, 2018		1	100	40th Birthday Party	Website	E-Mail
09/01/17	Taro Barag	August, 2018		TS	150+	Sweet 16th	Attended	Phone
09/03/17	Christine Tanawan	November 18, 2017		1	100	Baptism/1st birthday	Attended	Phone
09/04/17	Fabiola Cuevas	September 1, 2018		1	100	Private Party	Website	E-Mail
09/05/17	Cynthia Landaverde	September 22, 2018		1	100	Wedding Reception	Website	E-Mail
09/05/17	Josie Salas	April 7, 2018	1		500	Wedding Reception	Attended	Phone
09/06/17	Gabriela Garcia	July 21, 2018	1		350	Wedding Reception	Referral	Phone
09/06/17	Veronica Lopez	December 16, 2017		TS	150	Quinceanera	Referral	
09/06/17	Jackeline Maldonado	November 18, 2017	1		300	Baptism/1st birthday	Attended	Phone
09/07/17	Diana	October, 2017		1	100	Baby Shower	Referral	Phone
09/08/17	Crystal Arculeta	June 2, 2018		1	100	Wedding Reception	Website	E-Mail
09/08/17	Lauren Mei	October 7, 2017	1		250	Social Convention	Website	E-Mail
09/08/17	Cecilia	July 14, 2018	1		250	Wedding Reception	Attended	Phone
09/08/17	Crystal Medina	June 30, 2018	1		200	Wedding Reception	Referral	Phone
09/10/17	Cathy Yanez	January 27, 2018		1	100	Private Party	Website	E-Mail
09/11/17	Frank Picazo	June 30, 2018	1		250	Wedding Reception	Attended	Phone
09/11/17	Patty	October 7, 2017		1	75	Quinceanera	Referral	Phone
09/11/17	Yesenia Alaniz	September 23, 2017	1		200	Wedding Reception	Referral	Phone
09/11/17	Teresa Sandoval	December 2, 2017	TB	TS	175+	Birthday Party	Referral	Phone
09/11/17	Belinda Wright	November 4,11,25, 2017		1	100	Baby Shower	Website	E-Mail
09/13/17	Jeanette Valdez	December 9, 2017		1	100	Private Party	Website	E-Mail
09/13/17	Eduardo Plata	November, 2017	1		250	Wedding Reception	Referral	E-Mail
09/15/17	Mari Gaona	April 14, 21, 2018	1		200	Wedding Anniversary	Website	E-Mail

SEPTEMBER 2017 - BANQUET NON-AVAILABILITY SHEET

Date Called	Client Name	Date Requested	Pavilion	Avalon Room	Guests	Type of Event	How they heard	Contact
09/16/17	Luis Chavarin	December 2, 2017		1	100	Private Party	Website	E-Mail
09/16/17	Brenda Buatista	March 31, 2017		1	100	Private Party	Website	E-Mail
09/18/17	Angela	November 7, 2017		1	30	Meeting	Referral	Phone
09/18/17	Maria Gonzalez	August 4, 2018	TB		175	Wedding Reception	Referral	Phone
09/20/17	Carmen	October, 2017	TB		200	Wedding Reception	Referral	Phone
09/22/17	Nessa Franco	November 4, 11, 2017		1	100	Private Party	Attended	Phone
09/22/17	Priscila	November 25, 2017		TS	150	Wedding Reception	Referral	Phone
09/25/17	Benjamin	March 24, 2018	1		200	Private Party	Website	E-Mail
09/25/17	Krystal Zavala	November, 2017		1	100	Birthday Party	Attended	Phone
09/26/17	Jeanette Erzinger	March 24, 2017		1	100	Private Party	Referral	Phone
09/26/17	Elena	February 3, 2017		1	100	Baby Shower	Attended	Phone
09/27/17	Jennifer	June 30, 2018	1		200	Quinceanera	Referral	Phone
09/28/17	Hector	January 6, 2018			250	60th Birthday Party	Attended	Phone
09/28/17	Janelle	April 21, 2018	1		200	Quinceanera	Attended	Phone
09/28/17	Alex Luna	June 9, 2018	1		250	Wedding Reception	Referral	Phone
09/29/17	Susana Rodriguez	June 30, 2018	1		300	Quinceanera	Referral	Phone
			20	25				

** In addition to the information listed here we also had 25 Pav. And 11 Avalon inquiries that ended the call once they were advised that the requested date was not available.

September Marketing Data

Printed Newsletters: 4,851

Cell Phone Texting: 4,375

<https://www.eztexting.com>

Electronic Emails: 3,267

<https://www.ymlp.com>

Twitter - Expo: 1,145

<https://twitter.com/expoindustry>

Twitter - Racing: 1,803

<https://twitter.com/industryracing>

Facebook - Expo: 1,730

<https://facebook.com/industryexpocenter>

Facebook - Racing: 4,591

<https://facebook.com/IndustryRacing>

Snapchat-80

Instagram: 2,860

<https://www.instagram.com/industryexpocenter/>

Instagram Racing: 652

<https://www.instagram.com/speedwayatthegrand>

October Marketing Data

Printed Newsletters: 4,861

Cell Phone Texting: 4,402
<https://www.eztexting.com>

Electronic Emails: 3,410
<https://www.ymlp.com>

Twitter - Expo: 1,142
<https://twitter.com/expoindustry>

Twitter - Racing: 1,808
<https://twitter.com/industryracing>

Facebook - Expo: 1,802
<https://facebook.com/industryexpocenter>

Facebook - Racing: 4,596
<https://facebook.com/IndustryRacing>

Instagram: 3,035
<https://www.instagram.com/industryexpocenter/>

Instagram Racing: 747
<https://www.instagram.com/speedwayatthegrand>

CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY

ITEM NO. 5.2

Industry Hills Expo Center - Check Register

DATE	CHECK NUMBER	PAYEE	AMOUNT	DETAILS
11839	9/1/2017	CNC EQUESTRIAN MANAGEMENT	\$11,523.81	PR WE 082717
11840	9/1/2017	VOID CHECK	\$0.00	DATA ENTRY ERROR
11841	9/1/2017	INDUSTRY MANUFACTURING COUNCIL	\$225.00	ANNUAL MEMBERSHIP
11842	9/8/2017	ALARMCO	\$700.00	PROGRESSIVE PMT-SEPTEMBER
11843	9/8/2017	ANHEUSER BUSCH SALES OF AMERICA	\$414.00	ALCOHOL INVENTORY
11844	9/8/2017	BROWN & BROWN OF CALIFORNIA INC.	\$400.00	TULIP BANQUET INS-JULY
11845	9/8/2017	CINTAS	\$793.49	MATS, MOPS AND UNIFORMS
11846	9/8/2017	CLASSIC DISTRIBUTING & BEV.	\$903.50	ALCOHOL INVENTORY
11847	9/8/2017	CNC EQUESTRIAN MANAGEMENT	\$61,692.32	MONTHLY SALARIES-SEPTEMBER
11848	9/8/2017	COCA-COLA ENTERPRISES	\$265.92	ALCOHOL INVENTORY
11849	9/8/2017	VOID CHECK	\$0.00	DATA ENTRY ERROR
11850	9/8/2017	HOME DEPOT	\$338.53	PROPERTY MAINTENANCE EXP.
11851	9/8/2017	OFFICE DEPOT	\$485.67	OFFICE SUPPLIES EXP.
11852	9/8/2017	RANCHO JANITORIAL SUPPLIES	\$1,158.58	CLEANING SUPPLIES
11853	9/8/2017	SOUTHERN WINE & SPIRITS	\$3,706.92	ALCOHOL INVENTORY
11854	9/8/2017	STAFFMARK	\$676.80	TEMP STAFFING 090617
11855	9/8/2017	THE BIG NORWEGIAN	\$9,338.22	EQUIPMENT REPAIR-WATER TRUCK
11856	9/8/2017	YOUNG'S MARKET CO.	\$2,095.48	ALCOHOL INVENTORY
11857	9/8/2017	PCR CASH	\$2,450.80	REPLENISH PETTY CASH RECEIPTS-
11858	9/8/2017	PCR CASH	\$591.00	REPLENISH PETTY CASH RECEIPTS-
11859	9/8/2017	PCR CASH	\$5,000.00	REPLENISH ATM TERMINAL-BANQUETS
11860	9/12/2017	AR-090217 SONIA MEJIA	\$498.00	SEC DEPOSIT REFUND
11861	9/12/2017	PAV-090117 DANIEL DIAZ	\$600.00	SEC DEPOSIT REFUND
11862	9/12/2017	PAV-090217 BRENDA GONZALEZ	\$600.00	SEC DEPOSIT REFUND
11863	9/12/2017	PAV-090317 TERESA ASSOC.	\$600.00	SEC DEPOSIT REFUND
11864	9/12/2017	AR-090317 VERONICA LINDO	\$700.00	SEC DEPOSIT REFUND
11865	9/12/2017	AR-090917 KATHY AVALO	\$300.00	SEC DEPOSIT REFUND
11866	9/12/2017	AR-090817 JANNET PEREZ	\$300.00	SEC DEPOSIT REFUND
11867	9/12/2017	PAV-090917 MARIA LIZARRAGA	\$600.00	SEC DEPOSIT REFUND
11868	9/13/2017	MA-080617 MISIONAROS SERVIDORES DE LA PAL	\$76.25	SEC DEPOSIT REFUND
11869	9/13/2017	PCR CASH	\$15,000.00	REPLENISH ATM TERMINAL-FERIA DEL CABALLOS

11870	9/13/2017 FRONTIER COMMUNICATIONS	\$286.98 MONTHLY INTERNET SERVICE-FRONTIER
11871	9/13/2017 JUAN LOPEZ	\$7,196.75 QRTLY IT SUPPORT SERVICES
11872	9/13/2017 KIKI'S INDUSTRIAL JANITORIAL SERVICE	\$2,360.00 FACILITY CLEAN-SEPT. RR/TRASH ATT.LTAP
11873	9/13/2017 OFFICE DEPOT	\$206.56 OFFICE SUPPLIES EXP.
11874	9/13/2017 ROGERS,CLEM & CO.	\$4,485.00 ACCT'G/CONSULT SERVICES/QB FILE REPAIR
11875	9/13/2017 VOID CHECK	\$0.00 PRINT ERROR
11876	9/13/2017 VOID CHECK	\$0.00 PRINT ERROR
11877	9/19/2017 ALL POINTS CHEM-DRY	\$4,040.37 BANQUET CARPET CLEANING EXP.
11878	9/19/2017 ANDREA F MALDONADO	\$1,225.00 DESIGN, EMAIL, SOC MEDIA MKTG.
11879	9/19/2017 AT&T	\$500.54 MONTHLY WIRELESS PHONE SERVICE
11880	9/19/2017 BOARD OF EQUALIZATION	\$8,162.00 PREPAY SALES TAX-AUGUST
11881	9/19/2017 CAPITAL PROTECTION INC.	\$6,669.74 EVENT SECURITY SERVICES
11882	9/19/2017 CINTAS	\$786.68 MATS, MOPS AND UNIFORMS
11883	9/19/2017 CITY OF INDUSTRY	\$3,558.74 ROLLOFF/DUMP FEES-AUGUST
11884	9/19/2017 CNC EQUESTRIAN MANAGEMENT	\$7,967.69 PR WE 091017
11885	9/19/2017 CULLIGAN WATER CONDITIONING	\$79.80 MONTHLY WATER SERVICE-AUGUST
11886	9/19/2017 dex MEDIA	\$339.00 FACILITY ADVERTISING
11887	9/19/2017 FRONTIER COMMUNICATIONS	\$518.60 MONTHLY OFFICE PHONE SERVICE
11888	9/19/2017 GINA HORN DESIGNS	\$1,988.97 QRTLY MAILER PRINT/MAIL SERVICE
11889	9/19/2017 GREGS REFRIGERATION	\$176.00 PROPERTY MAINTENANCE EXP.
11890	9/19/2017 HARBOR DISTRIBUTING,LLC	\$870.00 ALCOHOL INVENTORY
11891	9/19/2017 JANUS PEST MANAGEMENT, INC.	\$1,170.00 PEST CONTROL
11892	9/19/2017 KIKI'S INDUSTRIAL JANITORIAL SERVICE	\$120.00 RR/TRASH ATT 091017 LTAP
11893	9/19/2017 MID-VALLEY AUTOMATIC FIRE SYSTEMS, INC	\$1,489.36 QRTLY SERVICE/NEW FILTERS-HOOD SYSTEM
11894	9/19/2017 P & R PAPER SUPPLY COMPANY	\$1,137.64 PAPER & BAR SUPPLIES
11895	9/19/2017 RANCHO JANITORIAL SUPPLIES	\$449.17 CLEANING SUPPLIES
11896	9/19/2017 SAN GABRIEL VALLEY NEWSPAPER GROUP	\$1,512.00 FACILITY ADVERTISING
11897	9/19/2017 SCHAEFER AMBULANCE SERVICE	\$1,980.00 EMT AMB SERVICE-AUG. SPEEDWAY EVENTS
11898	9/19/2017 SPARKLETTS	\$1,232.00 ALCOHOL INVENTORY
11899	9/19/2017 XEROX FINANCIAL SERVICES	\$334.21 LEASE & PROPERTY TAX PMT.
11900	9/19/2017 CNC EQUESTRIAN MANAGEMENT	\$8,759.84 PR WE 090317 (SKIPPED INV)
11904	9/26/2017 A.M. PLAYER	\$196.65 UNIFORM HATS-EXPO
11905	9/26/2017 ANHEUSER BUSCH SALES OF AMERICA	\$981.00 ALCOHOL INVENTORY
11906	9/26/2017 CINTAS	\$413.99 MATS, MOPS AND UNIFORMS
11907	9/26/2017 CNC EQUESTRIAN MANAGEMENT	\$10,452.91 PR WE 091717

11908	9/26/2017 COCA-COLA ENTERPRISES	\$866.40 ALCOHOL INVENTORY
11909	9/26/2017 COLD STAR ICE	\$725.00 MA-091517 FERIA DEL CABALLOS
11910	9/26/2017 CSG	\$1,486.00 PRO CARE IT SERVICE-SEPT
11911	9/26/2017 DAN EDWARDS/TODAY'S CYCLE COVERAGE	\$750.00 SPEEDWAY ADVERTISING-SKIPPED INV.
11912	9/26/2017 FED EX	\$33.44 POSTAGE
11913	9/26/2017 GB REPAIRS	\$1,397.25 GOLF CART REPAIRS
11914	9/26/2017 HOME DEPOT	\$31.38 PROPERTY MAINTENANCE EXP.
11915	9/26/2017 JANUS PEST MANAGEMENT, INC.	\$1,205.00 PEST CONTROL
11916	9/26/2017 KIKI'S INDUSTRIAL JANITORIAL SERVICE	\$2,800.00 RR/TRASH & ADD'L CLEAN UP MA-091517 FERIA
11917	9/26/2017 MARTHA PEREZ	\$150.00 REIMBURSABLE EXP-LINENS BANQUET EVENT
11918	9/26/2017 OFFICE DEPOT	\$343.87 OFFICE SUPPLIES EXP.
11919	9/26/2017 P & R PAPER SUPPLY COMPANY	\$68.38 PAPER & BAR SUPPLIES
11920	9/26/2017 PITNEY BOWES-PURCHASE POWER	\$535.36 POSTAGE METER
11921	9/26/2017 RANCHO JANITORIAL SUPPLIES	\$856.81 CLEANING SUPPLIES
11922	9/26/2017 SATSUMA LANDSCAPE	\$8,674.00 MONTHLY LANDSCAPING CHARGES
11923	9/26/2017 T & C SPECIALTIES LLC	\$1,444.41 ALCOHOL INVENTORY
11924	9/26/2017 ANHEUSER BUSCH SALES OF AMERICA	\$352.00 ALCOHOL INVENTORY

TOTAL

225,400.78

CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY

ITEM NO. 6.1

CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY
AUTHORIZATION FOR PAYMENT OF BILLS
Board Meeting October 11, 2017

<u>FUND</u>	<u>DESCRIPTION</u>	DISBURSEMENTS
360	INDUSTRY HILLS EXPO OPERATING ACCOUNT	89,085.69

<u>BANK</u>	<u>DESCRIPTION</u>	DISBURSEMENTS
WFCK	WELLS FARGO CHECKING	89,085.69

APPROVED PER CITY MANAGER

Civic-Recreational-Industrial Authority
Wells Fargo Voided Checks
October 11, 2017

Check	Date	Payee Name	Check Amount
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CRIA.WF.CHK - CRIA Wells Fargo Checking

10674	09/13/2017		10/04/2017	GREG'S REFRIGERATION	(\$296.70)
	Invoice	Date	Description		Amount
	19986	07/27/2017	VOIDED		(\$296.70)

Checks	Status	Count	Transaction Amount
	Total	1	(\$296.70)

**Civic-Recreational-Industrial Authority
Board Meeting
October 11, 2017**

Check	Date		Payee Name	Check Amount
CRIA.WF.CHK - CRIA Wells Fargo Checking				
10678	09/13/2017		SOCALGAS	\$66.89
	Invoice	Date	Description	Amount
	2018-00000221	09/01/2017	08/01-08/30/17 SVC - 16200 TEMPLE AVE APT 100-	\$16.16
	2018-00000222	09/01/2017	08/01-08/30/17 SVC - 16200 TEMPLE AVE APT 202-	\$50.73
10679	10/11/2017		CITY OF INDUSTRY	\$967.98
	Invoice	Date	Description	Amount
	2018-00000013	08/31/2017	AUGUST 2017 FUEL COSTS - EXPO CENTER	\$967.98
10680	10/11/2017		CITY OF INDUSTRY-REFUSE	\$450.00
	Invoice	Date	Description	Amount
	0002968511	09/01/2017	IH RODEO STORAGE BOX	\$450.00
10681	10/11/2017		CRIA-EQUESTRIAN CENTER	\$59,490.21
	Invoice	Date	Description	Amount
	9/18/17	09/18/2017	REIMBURSEMENT - PC EQUIPMENT	\$10,838.21
	9/21/17	09/21/2017	REIMBURSEMENT - RESTROOM REMODELING	\$14,888.00
	AUG-17	09/21/2017	REIMBURSEMENT - AUGUST 2017 OPERATING	\$33,764.00
10682	10/11/2017		CRIA-PAYROLL ACCOUNT	\$3,000.00
	Invoice	Date	Description	Amount
	SEP-17	09/14/2017	REIMBURSE PAYROLL - SEPTEMBER 2017	\$3,000.00
10683	10/11/2017		FRAZER, LLP	\$2,300.00
	Invoice	Date	Description	Amount
	150674	08/31/2017	PROF SVC - AUGUST 2017	\$2,300.00
10684	10/11/2017		GREG'S REFRIGERATION	\$313.67
	Invoice	Date	Description	Amount
	20139	09/13/2017	REPAIR WALK-IN COOLER - EXPO CENTER	\$313.67
10685	10/11/2017		KLINE'S PLUMBING, INC.	\$4,300.00

Civic-Recreational-Industrial Authority
Board Meeting
October 11, 2017

Check	Date	Payee Name	Check Amount
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CRIA.WF.CHK - CRIA Wells Fargo Checking

Invoice	Date	Description	Amount
10438-02	09/08/2017	EMERGENCY PLUMBING SVC - EXPO CENTER	\$3,875.00
10469	09/12/2017	EMERGENCY PLUMBING SVC - EXPO CENTER	\$425.00

10686	10/11/2017		SATSUMA LANDSCAPE & MAINT.	\$18,493.64
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Invoice	Date	Description	Amount
0817EC	08/30/2017	AUGUST 2017 LANDSCAPE MAINTENANCE	\$18,493.64

Checks	Status	Count	Transaction Amount
	Total	9	\$89,382.39

CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY

ITEM NO. 6.2



CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY

City of Industry

CRIA BOARD OF DIRECTORS

HOWARD, LIM, CHAIRMAN
DAVID CARMANY
LARRY HARTMANN
JOHN KARNIS
DANNY MOLINA

15625 EAST STAFFORD STREET
CITY OF INDUSTRY, CALIFORNIA 91744-3366
(626) 333-2211

STAFF REPORT

Date: September 21, 2017

To: Chairman and Members of the Board of Directors
Civic-Recreational-Industrial Authority

Prepared by: Dean Yamagata – Frazer, LLP

Via: Susan Paragas, Director of Finance

Subject: Civic-Recreational-Industrial Authority August 31, 2017 Financial Statements

RECOMMENDATION

Receive and file.

EXECUTIVE SUMMARY

Expo Center:

For the month ended August 31, 2017, the Expo Center generated revenues of \$165,254 and incurred expenses of \$273,338. Transfers from the Capital Projects Fund amounted to \$73,000.

For the year to date ended August 31, 2017, the Expo Center generated revenues of \$382,267 and incurred expenses of \$499,250. Transfers from the Capital Projects Fund amounted to \$96,152. Year to date revenue and expenses are in line with the annual budgeted amounts.

Capital Projects Fund:

Total expenses budgeted for the year ending June 30, 2018 amount to \$330,675 which the Fund has incurred \$23,489 of actual expenses for the month ended August 31, 2017.

DESCRIPTION OF REPORTS

The monthly financial statement is a comprehensive document reflecting the financial position of the Authority at August 31, 2017.

Fiscal Impact

There is no fiscal impact as result of this action.

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

FINANCIAL STATEMENTS

AUGUST 31, 2017

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

FINANCIAL STATEMENTS

AUGUST 31, 2017

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Note: The presentation of these financial statements do not conform with Governmental Accounting Standards Board statement number 34 – Basic Financial Statements – and Management Discussion and Analysis – for State and Local Governments and do not include all the disclosures required by this pronouncement.

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

EXECUTIVE SUMMARY
FINANCIAL STATEMENTS
AUGUST 31, 2017

Expo Center Operations

During the month ended August 31, 2017, we held five events in the Pavilion and seven events in the Avalon Room with contracts totaling \$52,901.

In the Grand Arena we held three events with contracts totaling \$40,833. These event were So Cal Oval Karts, Misionaros and Feria Del Caballos.

During the month ended August 31, 2017, we received industry racing revenue for the Speedway totaling \$69,598.

At August 31, 2017 and 2016, our financial statements reflect the following activity:

<u>Expo Center Operations</u>	Month Ended 8/31/2017	Year To Date 8/31/2017	Annual Budget 2017-2018	% of Annual Budget	Month Ended 08/31/2016	Year To Date 08/31/2016
Total revenues	\$ 165,254	\$ 382,267	\$ 1,679,605	23%	\$ 175,833	\$ 319,200
Expenses:						
Direct Expo Center expenses	157,744	295,171	1,248,765	24%	156,380	310,150
General and administrative expenses	115,594	204,079	1,118,985	18%	87,334	174,756
Total direct Expo Center expenses	273,338	499,250	2,367,750	21%	243,714	484,906
Net loss from operations	(108,084)	(116,983)	(688,145)	17%	(67,881)	(165,706)
Net loss	\$ (108,084)	\$ (116,983)	\$ (688,145)	17%	\$ (67,881)	\$ (165,706)

The following is our summarized financial statements by department at August 31, 2017 and 2016:

<u>Expo Center Operations</u>	Month Ended 8/31/2017	Month Ended 8/31/2017	Month Ended 8/31/2017	Month Ended 8/31/2017	Month Ended 8/31/2017
	Speedway	Facilities	Grand Arena	General and Admin.	Totals
Total revenues	\$ 69,598	\$ 52,901	\$ 40,833	\$ 1,922	\$ 165,254
Expenses:					
Direct Expo Center expenses	62,257	47,352	48,135	-	157,744
General and administrative expenses	-	-	-	115,594	115,594
Total direct Expo Center expenses	62,257	47,352	48,135	115,594	273,338
Net income (loss) from operations	7,341	5,549	(7,302)	(113,672)	(108,084)
Net income (loss) for the month ended	\$ 7,341	\$ 5,549	\$ (7,302)	\$ (113,672)	\$ (108,084)

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

EXECUTIVE SUMMARY
FINANCIAL STATEMENTS
AUGUST 31, 2017

<u>Expo Center Operations</u>	Month Ended 8/31/2016	Month Ended 8/31/2016	Month Ended 8/31/2016	Month Ended 8/31/2016	Month Ended 8/31/2016
	<u>Speedway</u>	<u>Facilities</u>	<u>Grand Arena</u>	<u>General and Admin.</u>	<u>Totals</u>
Total revenues	\$ 89,310	\$ 71,758	\$ 13,139	\$ 1,626	\$ 175,833
Expenses:					
Direct Expo Center expenses	81,869	32,662	41,849	-	156,380
General and administrative expenses	-	-	-	87,334	87,334
Total direct Expo Center expenses	<u>81,869</u>	<u>32,662</u>	<u>41,849</u>	<u>87,334</u>	<u>243,714</u>
Net income (loss) from operations	<u>7,441</u>	<u>39,096</u>	<u>(28,710)</u>	<u>(85,708)</u>	<u>(67,881)</u>
Net income (loss) for the month ended	<u>\$ 7,441</u>	<u>\$ 39,096</u>	<u>\$ (28,710)</u>	<u>\$ (85,708)</u>	<u>\$ (67,881)</u>

<u>Expo Center Operations</u>	Year To Date 8/31/2017	Year To Date 8/31/2017	Year To Date 8/31/2017	Year To Date 8/31/2017	Year to Date 8/31/2017
	<u>Speedway</u>	<u>Facilities</u>	<u>Grand Arena</u>	<u>General and Admin.</u>	<u>Totals</u>
Total revenues	\$ 104,259	\$ 101,153	\$ 173,568	\$ 3,287	\$ 382,267
Expenses:					
Direct Expo Center expenses	95,971	86,579	112,621	-	295,171
General and administrative expenses	-	-	-	204,079	204,079
Total direct Expo Center expenses	<u>95,971</u>	<u>86,579</u>	<u>112,621</u>	<u>204,079</u>	<u>499,250</u>
Net income (loss) from operations	<u>8,288</u>	<u>14,574</u>	<u>60,947</u>	<u>(200,792)</u>	<u>(116,983)</u>
Net income (loss) year to date	<u>\$ 8,288</u>	<u>\$ 14,574</u>	<u>\$ 60,947</u>	<u>\$ (200,792)</u>	<u>\$ (116,983)</u>

<u>Expo Center Operations</u>	Year To Date 8/31/2016	Year To Date 8/31/2016	Year To Date 8/31/2016	Year To Date 8/31/2016	Year to Date 8/31/2016
	<u>Speedway</u>	<u>Facilities</u>	<u>Grand Arena</u>	<u>General and Admin.</u>	<u>Totals</u>
Total revenues	\$ 153,513	\$ 109,605	\$ 53,639	\$ 2,443	\$ 319,200
Expenses:					
Direct Expo Center expenses	152,045	54,999	103,106	-	310,150
General and administrative expenses	-	-	-	174,756	174,756
Total direct Expo Center expenses	<u>152,045</u>	<u>54,999</u>	<u>103,106</u>	<u>174,756</u>	<u>484,906</u>
Net income (loss) from operations	<u>1,468</u>	<u>54,606</u>	<u>(49,467)</u>	<u>(172,313)</u>	<u>(165,706)</u>
Net income (loss) year to date	<u>\$ 1,468</u>	<u>\$ 54,606</u>	<u>\$ (49,467)</u>	<u>\$ (172,313)</u>	<u>\$ (165,706)</u>

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

EXECUTIVE SUMMARY
FINANCIAL STATEMENTS
AUGUST 31, 2017

CRIA Capital Assets

In accordance with GASB 34, the Civic-Recreational-Industrial-Authority (referred to as "CRIA") is required to capitalize and depreciate their capital assets. The capital assets net of accumulated depreciation at August 31, 2017 amounted to \$8,769,709. This amount represents the cost of capital assets purchased or constructed over the years at the Industry Hills Expo Center and surrounding areas. No depreciation expense has been recorded in the statement of operations for the period ended August 31, 2017. It is the accounting policy of the CRIA to record annual depreciation expense subsequent to the completion of the June 30, 2018 annual audit.

Capital Projects Operations

The capital projects fund reflects expenditures for capital improvements and operational costs. Operational costs include Board and staff salaries, professional services and miscellaneous items.

At August 31, 2017, our financial statements reflect the following activity:

<u>Capital Projects Fund</u>	<u>Month Ended</u> <u>8/31/2017</u>	<u>Year To Date</u> <u>8/31/2017</u>	<u>Annual Budget</u> <u>2017-2018</u>	<u>% of Annual</u> <u>Budget</u>
Total revenues	\$ -	\$ 339	\$ 610	56%
Expenditures				
General and administrative expenses	23,489	25,799	330,675	8%
Total expenses	23,489	25,799	330,675	8%
Net loss	\$ (23,489)	\$ (25,460)	\$ (330,065)	8%

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

BALANCE SHEET
AS OF AUGUST 31, 2017

		Capital Projects	Expo Center
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$	59,212	\$ 149,376
Investments		148,295	-
Accounts receivable, net		-	25,298
Prepaid insurance		-	9,953
Prepaid expenses		3,376	10,838
Inventories		-	47,983
Deposits		-	3,000
Total current assets		210,883	246,448
CAPITAL ASSETS, net		72,075	8,769,709
Total assets	\$	282,958	\$ 9,016,157
LIABILITIES AND FUND EQUITY			
CURRENT LIABILITIES:			
Accounts payable	\$	-	\$ 54,830
Sales tax payable		-	8,007
Advance rental payments		-	154,870
Security deposits		-	51,146
Total current liabilities		-	268,853
FUND EQUITY:			
Fund balance		282,958	8,747,304
Total liabilities and fund equity	\$	282,958	\$ 9,016,157

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

STATEMENT OF OPERATIONS
FOR THE MONTH AND YEAR TO DATE ENDED AUGUST 31, 2017

	CAPITAL PROJECTS				EXPO CENTER			
	MONTH ENDED	YEAR TO DATE	2017-2018 ANNUAL	% OF ANNUAL	MONTH ENDED	YEAR TO DATE	2017-2018 ANNUAL	% OF ANNUAL
	8/31/2017	8/31/2017	BUDGET	BUDGET	8/31/2017	8/31/2017	BUDGET	BUDGET
REVENUES:								
Expo center revenues	\$	\$	\$		\$ 165,254	\$ 382,267	\$ 1,679,605	23%
Other revenues	-	339	610	56%				
Total revenues	-	339	610	56%	165,254	382,267	1,679,605	23%
EXPENDITURES:								
General and administrative expenses	23,489	25,799	330,675	8%	115,594	204,079	1,118,985	18%
Operating expenses					157,744	295,171	1,248,765	24%
Total expenses	23,489	25,799	330,675	8%	273,338	499,250	2,367,750	21%
EXCESS OF EXPENDITURES OVER								
REVENUES	(23,489)	(25,460)	(330,065)	8%	(108,084)	(116,983)	(688,145)	17%
OTHER FINANCING SOURCES								
	52,000	108,848	330,675	33%	73,000	115,000	688,145	17%
(EXCESS OF EXPENDITURES OVER REVENUES AND OTHER FINANCING SOURCES)/EXCESS OF REVENUES AND OTHER FINANCING SOURCES OVER EXPENDITURES								
	28,511	83,388	\$ 610		(35,084)	(1,983)	\$ -	
Fund balance, beginning	254,447	199,570			8,782,388	8,749,287		
Fund balance, ending	\$ 282,958	\$ 282,958			\$ 8,747,304	\$ 8,747,304		

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

INDUSTRY HILLS EXPO CENTER
STATEMENT OF CASH FLOWS
FOR THE TWO MONTHS ENDED AUGUST 31, 2017

		AMOUNT
CASH FLOWS FROM OPERATING ACTIVITIES		
	Net loss before transfers and other credits	\$ (116,983)
	Adjustments to reconcile net loss to net cash used in operating activities:	
	Change in operating assets and liabilities	
	Accounts receivable, net	19,264
	Prepaid insurance	(1,938)
	Prepaid expenses	28,587
	Inventories	(79)
	Accounts payable	(38,197)
	Sales tax payable	5,754
	Advance rental payments	12,204
	Security deposits	1,074
	Net cash used in operating activities	(90,314)
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES		
	Other financing sources	115,000
NET CHANGE IN CASH		
		24,686
	Cash at August 1, 2017	124,690
	Cash at August 31, 2017	\$ 149,376

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

Schedule 1
Page 1

INDUSTRY HILLS EXPO CENTER
SCHEDULE OF REVENUES AND EXPENSES
FOR THE MONTH AND YEAR TO DATE ENDED AUGUST 31, 2017 AND 2016

	MONTH ENDED 8/31/2017	YEAR TO DATE 8/31/2017	ANNUAL BUDGET 2017-2018	% OF ANNUAL BUDGET	MONTH ENDED 08/31/2016	YEAR TO DATE 08/31/2016
Expo Center Operations						
Revenues						
Facilities rentals	\$ 23,305	\$ 46,678	\$ 308,160	15%	\$ 34,220	\$ 53,259
Facilities rentals - bar sales	22,156	41,316	284,825	15%	29,673	43,515
Facilities - security	3,977	7,847	57,730	14%	6,107	9,950
Facilities - food	2,363	3,212	4,055	79%	73	146
Facilities - insurance	1,100	2,100	14,900	14%	1,600	2,600
Facilities - other	-	-	960	0%	85	135
Grand Arena - special events rentals	4,100	12,100	79,835	15%	2,700	8,200
Grand Arena - outdoor arena rentals	-	-	3,045	0%	-	-
Grand Arena - show barn stall rentals	254	2,594	34,150	8%	-	1,545
Grand Arena - shaving sales	88	330	4,665	7%	-	431
Grand Arena - security	3,587	16,245	35,865	45%	297	2,145
Grand Arena - trailer parking	-	1,100	9,055	12%	75	625
Grand Arena - bar sales	27,909	101,089	264,360	38%	2,951	14,105
Grand Arena - food	1,585	9,587	123,795	8%	2,859	9,185
Grand Arena - feed sales	-	-	465	0%	-	-
Grand Arena - other	3,310	30,523	126,695	24%	4,257	17,403
Speedway - Merchandise	3,395	4,424	12,890	34%	4,270	6,880
Speedway - Bar	17,081	26,523	68,075	39%	22,600	38,263
Speedway - Prize Money	7,818	11,976	40,465	30%	9,600	17,911
Speedway - General Admission	21,311	31,252	71,070	44%	21,829	37,222
Speedway - Concessions	13,663	20,356	63,960	32%	20,605	35,027
Speedway - Parking	5,894	9,009	22,170	41%	7,250	12,575
Speedway - Other	436	719	39,175	2%	3,156	5,635
G&A- Other	1,922	3,287	9,240	36%	1,626	2,443
Total revenues	165,254	382,267	1,679,605	23%	175,833	319,200
Expo expenses						
Cost of sales	15,789	27,800	154,800	18%	13,228	25,223
Bar supplies	12,904	13,504	5,855	231%	-	469
Promotional banquet	375	2,772	23,680	12%	2,304	3,554
Feed	-	-	690	0%	-	-
Contract labor/wages	75,064	149,333	533,100	28%	26,840	57,934
Furniture/fixtures & equipment	-	-	30,110	0%	5,006	7,703
Facilities - insurance	1,400	4,101	10,600	39%	1,000	2,001
Miscellaneous	16	253	32,800	1%	9,608	14,311
Promotional	3,521	8,545	96,280	9%	14,476	24,447
Property maintenance	1,735	1,735	23,190	7%	2,858	17,746
Security - Grand Arena	2,706	18,238	53,900	34%	1,880	7,949
Security - Facilities	4,593	8,221	49,490	17%	5,680	9,366
Security - Speedway	3,036	5,797	26,060	22%	5,554	12,799
Shavings	66	(104)	4,315	-2%	425	425
Supplies	7,785	12,571	41,040	31%	4,628	7,124
Equipment rental	-	77	1,390	6%	75	150
Special event concessions	433	2,211	41,510	5%	5,308	14,787
Bad debt	750	1,500	-	0%	-	-
Speedway- Concessions	3,736	5,223	21,450	24%	-	-
Speedway- Merchandise	1,351	1,351	13,815	10%	-	1,424
Speedway- Insurance	1,244	2,488	13,470	18%	3,008	4,234
Speedway - Prize money	19,340	24,560	54,595	45%	18,170	31,005
Speedway- Outside services/contract labor	1,900	4,995	16,625	30%	36,332	67,499
Total Expo expenses	157,744	295,171	1,248,765	24%	156,380	310,150
Operating income before direct						
G & A and CRIA indirect expenses	7,510	87,096	430,840	20%	19,453	9,050

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

Schedule 1
Page 2

INDUSTRY HILLS EXPO CENTER
SCHEDULE OF REVENUES AND EXPENSES
FOR THE MONTH AND YEAR TO DATE ENDED AUGUST 31, 2017 AND 2016

	MONTH ENDED	YEAR TO DATE	ANNUAL	% OF	MONTH ENDED	YEAR TO DATE
Expo Center Operations	8/31/2017	8/31/2017	BUDGET	ANNUAL	08/31/2016	08/31/2016
			2017-2018	BUDGET		
Direct general and administrative expenses						
Office supplies	-	-	620	0%	-	-
Travel and meetings	-	-	3,505	0%	81	196
Dues, subscriptions, books, etc.	620	1,015	1,285	79%	475	915
Equipment rental/lease	340	396	7,055	6%	334	763
Employee training	-	-	1,960	0%	-	-
Furniture/fixtures & equipment	-	542	5,710	9%	-	-
Telephone	1,799	3,085	18,970	16%	1,473	3,586
Postage	110	307	9,005	3%	619	1,917
Miscellaneous	1,016	2,748	17,755	15%	1,639	2,880
Professional services	22,253	38,884	209,140	19%	11,555	22,295
Repairs and equipment	8,890	10,376	41,095	25%	3,035	6,417
Vehicle expenses	2,662	2,662	26,225	10%	5,879	7,270
Insurance and bonds	-	-	12,095	0%	-	-
Supplies	8,548	12,445	47,555	26%	3,294	8,633
Contract labor/administrative wages	42,268	73,679	400,000	18%	31,679	64,176
Property maintenance	10,169	24,970	168,395	15%	12,341	25,914
Utilities	16,919	32,970	148,615	22%	14,930	29,794
Total direct general and administrative expenses	115,594	204,079	1,118,985	18%	87,334	174,756
Expo Center operating loss	\$ (108,084)	\$ (116,983)	\$ (688,145)	17%	\$ (67,881)	\$ (165,706)

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

Schedule 2

CAPITAL PROJECTS FUND
SCHEDULE OF REVENUES AND EXPENDITURES
FOR THE MONTH AND YEAR TO DATE ENDED AUGUST 31, 2017

	MONTH ENDED	YEAR TO DATE	ANNUAL	
	8/31/2017	8/31/2017	BUDGET	% OF ANNUAL
REVENUES			2017-2018	BUDGET
Other revenues	\$ -	\$ 339	\$ 610	56%
GENERAL AND ADMINISTRATIVE EXPENSES				
Salaries - board	-	-	42,525	0%
Payroll taxes	-	-	2,425	0%
Miscellaneous	-	26	500	5%
Medicare/disability	51	82	625	13%
PARS - ARS	133	213	1,600	13%
Legal	-	-	5,000	0%
Professional services	-	-	88,000	0%
Accounting	51	98	16,000	1%
Planning, Survey and Design	-	-	10,000	0%
Vehicle expenses	-	-	6,000	0%
Advertising and Printing	-	-	2,000	0%
General engineering	-	-	30,000	0%
Property maintenance	19,639	19,639	80,000	25%
Insurance and bonds	3,543	5,669	45,000	13%
Utilities	72	72	1,000	7%
Total general and administrative expenses	23,489	25,799	330,675	8%
EXCESS OF EXPENDITURES OVER				
REVENUES	\$ (23,489)	\$ (25,460)	\$ (330,065)	8%



CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY

City of Industry

CRIA BOARD OF DIRECTORS

HOWARD, LIM, CHAIRMAN
DAVID CARMANY
LARRY HARTMANN
JOHN KARNIS
DANNY MOLINA

15625 EAST STAFFORD STREET
CITY OF INDUSTRY, CALIFORNIA 91744-3366
(626) 333-2211

STAFF REPORT

Date: September 6, 2017

To: Chairman and Members of the Board of Directors
Civic-Recreational-Industrial Authority

Prepared by: Dean Yamagata – Frazer, LLP

Via: Susan Paragas, Director of Finance

Subject: Civic-Recreational-Industrial Authority July 31, 2017 Financial Statements

RECOMMENDATION

Receive and file.

EXECUTIVE SUMMARY

Expo Center:

For the month ended July 31, 2017, the Expo Center generated revenues of \$217,013 and incurred expenses of \$225,912. Transfers from the Capital Projects Fund amounted to \$23,152.

For the year to date ended July 31, 2017, the Expo Center generated revenues of \$217,013 and incurred expenses of \$225,912. Transfers from the Capital Projects Fund amounted to \$23,152. Year to date revenue and expenses are in line with the annual budgeted amounts.

Capital Projects Fund:

Total expenses budgeted for the year ending July 31, 2018 amount to \$330,675 which the Fund has incurred \$2,310 of actual expenses for the month ended July 31, 2017.

DESCRIPTION OF REPORTS

The monthly financial statement is a comprehensive document reflecting the financial position of the Authority at July 31, 2017.

Fiscal Impact

There is no fiscal impact as result of this action.

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

FINANCIAL STATEMENTS

JULY 31, 2017

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

FINANCIAL STATEMENTS

JULY 31, 2017

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Note: The presentation of these financial statements do not conform with Governmental Accounting Standards Board statement number 34 – Basic Financial Statements – and Management Discussion and Analysis – for State and Local Governments and do not include all the disclosures required by this pronouncement.

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

EXECUTIVE SUMMARY
FINANCIAL STATEMENTS
JULY 31, 2017

Expo Center Operations

During the month ended July 31, 2017, we held four events in the Pavilion and six events in the Avalon Room with contracts totaling \$48,252.

In the Grand Arena we held four events with contracts totaling \$132,735. These event were LTAP SCLA, BPIR, Mega Fest Peru and Junior Rodeo Association.

During the month ended July 31, 2017, we received industry racing revenue for the Speedway totaling \$34,661.

At July 31, 2017 and 2016, our financial statements reflect the following activity:

<u>Expo Center Operations</u>	Month Ended 7/31/2017	Year To Date 7/31/2017	Annual Budget 2017-2018	% of Annual Budget	Month Ended 07/31/2016	Year To Date 07/31/2016
Total revenues	\$ 217,013	\$ 217,013	\$ 1,679,605	13%	\$ 143,367	\$ 143,367
Expenses:						
Direct Expo Center expenses	137,427	137,427	1,248,765	11%	153,770	153,770
General and administrative expenses	88,485	88,485	1,118,985	8%	87,422	87,422
Total direct Expo Center expenses	225,912	225,912	2,367,750	10%	241,192	241,192
Net loss from operations	(8,899)	(8,899)	(688,145)	1%	(97,825)	(97,825)
Net loss	\$ (8,899)	\$ (8,899)	\$ (688,145)	1%	\$ (97,825)	\$ (97,825)

The following is our summarized financial statements by department at July 31, 2017 and 2016:

<u>Expo Center Operations</u>	Month Ended 7/31/2017	Month Ended 7/31/2017	Month Ended 7/31/2017	Month Ended 7/31/2017	Month Ended 7/31/2017
	Speedway	Facilities	Grand Arena	General and Admin.	Totals
Total revenues	\$ 34,661	\$ 48,252	\$ 132,735	\$ 1,365	\$ 217,013
Expenses:					
Direct Expo Center expenses	33,714	39,227	64,486	-	137,427
General and administrative expenses	-	-	-	88,485	88,485
Total direct Expo Center expenses	33,714	39,227	64,486	88,485	225,912
Net income (loss) from operations	947	9,025	68,249	(87,120)	(8,899)
Net income (loss) for the month ended	\$ 947	\$ 9,025	\$ 68,249	\$ (87,120)	\$ (8,899)

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

EXECUTIVE SUMMARY
FINANCIAL STATEMENTS
JULY 31, 2017

<u>Expo Center Operations</u>	Month Ended 7/31/2016	Month Ended 7/31/2016	Month Ended 7/31/2016 Grand Arena	Month Ended 7/31/2016 General and Admin.	Month Ended 7/31/2016 Totals
	<u>Speedway</u>	<u>Facilities</u>			
Total revenues	\$ 64,203	\$ 37,847	\$ 40,500	\$ 817	\$ 143,367
Expenses:					
Direct Expo Center expenses	70,176	22,337	61,257	-	153,770
General and administrative expenses	-	-	-	87,422	87,422
Total direct Expo Center expenses	<u>70,176</u>	<u>22,337</u>	<u>61,257</u>	<u>87,422</u>	<u>241,192</u>
Net income (loss) from operations	<u>(5,973)</u>	<u>15,510</u>	<u>(20,757)</u>	<u>(86,605)</u>	<u>(97,825)</u>
Net income (loss) for the month ended	<u>\$ (5,973)</u>	<u>\$ 15,510</u>	<u>\$ (20,757)</u>	<u>\$ (86,605)</u>	<u>\$ (97,825)</u>

<u>Expo Center Operations</u>	Year To Date 7/31/2017	Year To Date 7/31/2017	Year To Date 7/31/2017 Grand Arena	Year To Date 7/31/2017 General and Admin.	Year to Date 7/31/2017 Totals
	<u>Speedway</u>	<u>Facilities</u>			
Total revenues	\$ 34,661	\$ 48,252	\$ 132,735	\$ 1,365	\$ 217,013
Expenses:					
Direct Expo Center expenses	33,714	39,227	64,486	-	137,427
General and administrative expenses	-	-	-	88,485	88,485
Total direct Expo Center expenses	<u>33,714</u>	<u>39,227</u>	<u>64,486</u>	<u>88,485</u>	<u>225,912</u>
Net income (loss) from operations	<u>947</u>	<u>9,025</u>	<u>68,249</u>	<u>(87,120)</u>	<u>(8,899)</u>
Net income (loss) year to date	<u>\$ 947</u>	<u>\$ 9,025</u>	<u>\$ 68,249</u>	<u>\$ (87,120)</u>	<u>\$ (8,899)</u>

<u>Expo Center Operations</u>	Year To Date 7/31/2016	Year To Date 7/31/2016	Year To Date 7/31/2016 Grand Arena	Year To Date 7/31/2016 General and Admin.	Year to Date 7/31/2016 Totals
	<u>Speedway</u>	<u>Facilities</u>			
Total revenues	\$ 64,203	\$ 37,847	\$ 40,500	\$ 817	\$ 143,367
Expenses:					
Direct Expo Center expenses	70,176	22,337	61,257	-	153,770
General and administrative expenses	-	-	-	87,422	87,422
Total direct Expo Center expenses	<u>70,176</u>	<u>22,337</u>	<u>61,257</u>	<u>87,422</u>	<u>241,192</u>
Net income (loss) from operations	<u>(5,973)</u>	<u>15,510</u>	<u>(20,757)</u>	<u>(86,605)</u>	<u>(97,825)</u>
Net income (loss) year to date	<u>\$ (5,973)</u>	<u>\$ 15,510</u>	<u>\$ (20,757)</u>	<u>\$ (86,605)</u>	<u>\$ (97,825)</u>

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

EXECUTIVE SUMMARY
FINANCIAL STATEMENTS
JULY 31, 2017

CRIA Capital Assets

In accordance with GASB 34, the Civic-Recreational-Industrial-Authority (referred to as "CRIA") is required to capitalize and depreciate their capital assets. The capital assets net of accumulated depreciation at July 31, 2017 amounted to \$8,769,709. This amount represents the cost of capital assets purchased or constructed over the years at the Industry Hills Expo Center and surrounding areas. No depreciation expense has been recorded in the statement of operations for the period ended July 31, 2017. It is the accounting policy of the CRIA to record annual depreciation expense subsequent to the completion of the June 30, 2018 annual audit.

Capital Projects Operations

The capital projects fund reflects expenditures for capital improvements and operational costs. Operational costs include Board and staff salaries, professional services and miscellaneous items.

At July 31, 2017, our financial statements reflect the following activity:

<u>Capital Projects Fund</u>	<u>Month Ended</u> <u>7/31/2017</u>	<u>Year To Date</u> <u>7/31/2017</u>	<u>Annual Budget</u> <u>2017-2018</u>	<u>% of Annual</u> <u>Budget</u>
Total revenues	\$ 339	\$ 339	\$ 610	56%
Expenditures				
General and administrative expenses	2,310	2,310	330,675	1%
Total expenses	2,310	2,310	330,675	1%
Net loss	\$ (1,971)	\$ (1,971)	\$ (330,065)	1%

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

BALANCE SHEET
AS OF JULY 31, 2017

		Capital Projects	Expo Center
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$	33,956	\$ 201,979
Investments		147,956	-
Accounts receivable, net		-	26,154
Prepaid insurance		-	11,197
Prepaid expenses		3,376	8,015
Inventories		-	44,469
Deposits		-	3,000
Total current assets		185,288	294,814
CAPITAL ASSETS, net		72,075	8,769,709
Total assets	\$	257,363	\$ 9,064,523
LIABILITIES AND FUND EQUITY			
CURRENT LIABILITIES:			
Accounts payable	\$	3,255	\$ 69,522
Sales tax payable		-	10,773
Advance rental payments		-	153,918
Security deposits		-	47,922
Total current liabilities		3,255	282,135
FUND EQUITY:			
Fund balance		254,108	8,782,389
Total liabilities and fund equity	\$	257,363	\$ 9,064,524

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

STATEMENT OF OPERATIONS
FOR THE MONTH AND YEAR TO DATE ENDED JULY 31, 2017

	CAPITAL PROJECTS				EXPO CENTER			
	MONTH ENDED	YEAR TO DATE	2017-2018 ANNUAL	% OF ANNUAL	MONTH ENDED	YEAR TO DATE	2017-2018 ANNUAL	% OF ANNUAL
	7/31/2017	7/31/2017	BUDGET	BUDGET	7/31/2017	7/31/2017	BUDGET	BUDGET
REVENUES:								
Expo center revenues	\$	\$	\$		\$ 217,013	\$ 217,013	\$ 1,679,605	13%
Other revenues	339	339	610	56%				
Total revenues	339	339	610	56%	217,013	217,013	1,679,605	13%
EXPENDITURES:								
General and administrative expenses	2,310	2,310	330,675	1%	88,485	88,485	1,118,985	8%
Operating expenses					137,427	137,427	1,248,765	11%
Total expenses	2,310	2,310	330,675	1%	225,912	225,912	2,367,750	10%
EXCESS OF EXPENDITURES OVER								
REVENUES	(1,971)	(1,971)	(330,065)	1%	(8,899)	(8,899)	(688,145)	1%
OTHER FINANCING SOURCES	56,848	56,848	330,675	17%	42,000	42,000	688,145	6%
(EXCESS OF EXPENDITURES OVER REVENUES AND OTHER FINANCING SOURCES)/EXCESS OF REVENUES AND OTHER FINANCING SOURCES OVER EXPENDITURES	54,877	54,877	\$ 610		33,101	33,101	\$ -	
Fund balance, beginning	199,231	199,231			8,749,288	8,749,288		
Fund balance, ending	\$ 254,108	\$ 254,108			\$ 8,782,389	\$ 8,782,389		

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

INDUSTRY HILLS EXPO CENTER
STATEMENT OF CASH FLOWS
FOR THE ONE MONTH ENDED JULY 31, 2017

		AMOUNT
CASH FLOWS FROM OPERATING ACTIVITIES		
	Net loss before transfers and other credits	\$ (8,899)
	Adjustments to reconcile net loss to net cash provided	
	by operating activities:	
	Change in operating assets and liabilities	
	Accounts receivable, net	18,408
	Prepaid insurance	(3,182)
	Prepaid expenses	31,410
	Inventories	3,435
	Accounts payable	(23,505)
	Sales tax payable	8,520
	Advance rental payments	11,252
	Security deposits	(2,150)
	Net cash provided by operating activities	35,289
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES		
	Other financing sources	42,000
NET CHANGE IN CASH		77,289
	Cash at July 1, 2017	124,690
	Cash at July 31, 2017	\$ 201,979

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

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INDUSTRY HILLS EXPO CENTER
SCHEDULE OF REVENUES AND EXPENSES
FOR THE MONTH AND YEAR TO DATE ENDED JUNE 30, 2017 AND 2016

	MONTH ENDED 7/31/2017	YEAR TO DATE 7/31/2017	ANNUAL BUDGET 2017-2018	% OF ANNUAL BUDGET	MONTH ENDED 07/31/2016	YEAR TO DATE 07/31/2016
Expo Center Operations						
Revenues						
Facilities rentals	\$ 23,373	\$ 23,373	\$ 308,160	8%	\$ 19,039	\$ 19,039
Facilities rentals - bar sales	19,160	19,160	284,825	7%	13,842	13,842
Facilities - security	3,870	3,870	57,730	7%	3,843	3,843
Facilities - food	849	849	4,055	21%	73	73
Facilities - insurance	1,000	1,000	14,900	7%	1,000	1,000
Facilities - other	-	-	960	0%	50	50
Grand Arena - special events rentals	8,000	8,000	79,835	10%	5,500	5,500
Grand Arena - outdoor arena rentals	-	-	3,045	0%	-	-
Grand Arena - show barn stall rentals	2,340	2,340	34,150	7%	1,545	1,545
Grand Arena - shaving sales	242	242	4,665	5%	431	431
Grand Arena - security	12,658	12,658	35,865	35%	1,848	1,848
Grand Arena - trailer parking	1,100	1,100	9,055	12%	550	550
Grand Arena - bar sales	73,180	73,180	264,360	28%	11,154	11,154
Grand Arena - food	8,002	8,002	123,795	6%	6,326	6,326
Grand Arena - feed sales	-	-	465	0%	-	-
Grand Arena - other	27,213	27,213	126,695	21%	13,146	13,146
Speedway - Merchandise	1,029	1,029	12,890	8%	2,610	2,610
Speedway - Bar	9,442	9,442	68,075	14%	15,663	15,663
Speedway - Prize Money	4,158	4,158	40,465	10%	8,311	8,311
Speedway - General Admission	9,941	9,941	71,070	14%	15,393	15,393
Speedway - Concessions	6,693	6,693	63,960	10%	14,422	14,422
Speedway - Parking	3,115	3,115	22,170	14%	5,325	5,325
Speedway - Other	283	283	39,175	1%	2,479	2,479
G&A- Other	1,365	1,365	9,240	15%	817	817
Total revenues	217,013	217,013	1,679,605	13%	143,367	143,367
Expo expenses						
Cost of sales	12,011	12,011	154,800	8%	11,995	11,995
Bar supplies	600	600	5,855	10%	469	469
Promotional banquet	2,397	2,397	23,680	10%	1,250	1,250
Feed	-	-	690	0%	-	-
Contract labor/wages	74,269	74,269	533,100	14%	31,094	31,094
Furniture/fixtures & equipment	-	-	30,110	0%	2,697	2,697
Facilities - insurance	2,701	2,701	10,600	25%	1,001	1,001
Miscellaneous	237	237	32,800	1%	4,703	4,703
Promotional	5,024	5,024	96,280	5%	9,971	9,971
Property maintenance	-	-	23,190	0%	14,888	14,888
Security - Grand Arena	15,532	15,532	53,900	29%	6,069	6,069
Security - Facilities	3,628	3,628	49,490	7%	3,686	3,686
Security - Speedway	2,761	2,761	26,060	11%	7,245	7,245
Shavings	(170)	(170)	4,315	-4%	-	-
Supplies	4,786	4,786	41,040	12%	2,496	2,496
Equipment rental	77	77	1,390	6%	75	75
Special event concessions	1,778	1,778	41,510	4%	9,479	9,479
Bad debt	750	750	-	0%	-	-
Speedway- Concessions	1,487	1,487	21,450	7%	-	-
Speedway- Merchandise	-	-	13,815	0%	1,424	1,424
Speedway- Insurance	1,244	1,244	13,470	9%	1,226	1,226
Speedway - Prize money	5,220	5,220	54,595	10%	12,835	12,835
Speedway- Outside services/contract labor	3,095	3,095	16,625	19%	31,167	31,167
Total Expo expenses	137,427	137,427	1,248,765	11%	153,770	153,770
Operating income before direct						
G & A and CRIA indirect expenses	79,586	79,586	430,840	18%	(10,403)	(10,403)

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

Schedule 1
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INDUSTRY HILLS EXPO CENTER
SCHEDULE OF REVENUES AND EXPENSES
FOR THE MONTH AND YEAR TO DATE ENDED JUNE 30, 2017 AND 2016

	MONTH ENDED	YEAR TO DATE	ANNUAL	% OF	MONTH ENDED	YEAR TO DATE
Expo Center Operations	7/31/2017	7/31/2017	2017-2018	ANNUAL	07/31/2016	07/31/2016
			BUDGET	BUDGET		
Direct general and administrative expenses						
Office supplies	-	-	620	0%	-	-
Travel and meetings	-	-	3,505	0%	115	115
Dues, subscriptions, books, etc.	395	395	1,285	31%	440	440
Equipment rental/lease	56	56	7,055	1%	429	429
Employee training	-	-	1,960	0%	-	-
Furniture/fixtures & equipment	542	542	5,710	9%	-	-
Telephone	1,286	1,286	18,970	7%	2,113	2,113
Postage	197	197	9,005	2%	1,298	1,298
Miscellaneous	1,732	1,732	17,755	10%	1,241	1,241
Professional services	16,631	16,631	209,140	8%	10,740	10,740
Repairs and equipment	1,486	1,486	41,095	4%	3,382	3,382
Vehicle expenses	-	-	26,225	0%	1,391	1,391
Insurance and bonds	-	-	12,095	0%	-	-
Supplies	3,897	3,897	47,555	8%	5,339	5,339
Contract labor/administrative wages	31,411	31,411	400,000	8%	32,497	32,497
Property maintenance	14,801	14,801	168,395	9%	13,573	13,573
Utilities	16,051	16,051	148,615	11%	14,864	14,864
Total direct general and administrative expenses	88,485	88,485	1,118,985	8%	87,422	87,422
Expo Center operating loss	\$ (8,899)	\$ (8,899)	\$ (688,145)	1%	\$ (97,825)	\$ (97,825)

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

Schedule 2

CAPITAL PROJECTS FUND
SCHEDULE OF REVENUES AND EXPENDITURES
FOR THE MONTH AND YEAR TO DATE ENDED JULY 31, 2017

	MONTH ENDED 7/31/2017	YEAR TO DATE 7/31/2017	ANNUAL BUDGET 2017-2018	% OF ANNUAL BUDGET
REVENUES				
Other revenues	\$ 339	\$ 339	\$ 610	56%
GENERAL AND ADMINISTRATIVE EXPENSES				
Salaries - board	-	-	42,525	0%
Payroll taxes	-	-	2,425	0%
Miscellaneous	26	26	500	5%
Medicare/disability	31	31	625	5%
PARS - ARS	80	80	1,600	5%
Legal	-	-	5,000	0%
Professional services	-	-	88,000	0%
Accounting	47	47	16,000	0%
Planning, Survey and Design	-	-	10,000	0%
Vehicle expenses	-	-	6,000	0%
Advertising and Printing	-	-	2,000	0%
General engineering	-	-	30,000	0%
Property maintenance	-	-	80,000	0%
Insurance and bonds	2,126	2,126	45,000	5%
Utilities	-	-	1,000	0%
Total general and administrative expenses	2,310	2,310	330,675	1%
EXCESS OF EXPENDITURES OVER				
REVENUES	\$ (1,971)	\$ (1,971)	\$ (330,065)	1%