



# ***Civic-Recreational-Industrial Authority***

Regular Meeting Agenda  
January 10, 2018  
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

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## ***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

*RECOMMENDED ACTION: Receive and file.*

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

*RECOMMENDED ACTION: Receive and file.*

6. **BOARD MATTERS**

6.1 Consideration of the Register of Demands submitted by the Finance Department for January 10, 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 Report for November 30, 2017

*RECOMMENDED ACTION: Receive and file the report.*

7. Adjournment. Next regular meeting: Wednesday, February 6, 2018, at 9:00 a.m.

*CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY*

ITEM NO. 5.1

# **Industry Hills**

## **Expo Center**

### **DECEMBER 2017 Narrative**

#### **Banquets**

7 Pavilion Ballroom Rentals	Contracts	\$21,750.00
	Bar Sales	\$23,138.36
9 Avalon Room Rentals	Contracts	\$ 9,710.00
	Bar Sales	\$ 7,175.44
3 Rotary Club Events (catering services only)	Contracts	\$ 985.00

#### **Grand Arena Events**

December 1, 2017 AM.SUPERCAMP	Contract	\$ 3,600.00
December 10, 2017 WINTERDRIVE (Arena rental waived)	Concession	\$ 1,536.90
	Parking	\$ 4,390.00
December 15, 2017 LTAP-SC VISZLA	Contract	\$ 3,300.00
	Concessions	\$ 2,020.54
	Parking	\$ 1,750.00
December 27, 2017 LTAP-KEESHOUND	Contract	\$ 3,300.00
	Concessions	\$ 2,041.81
	Parking	\$ 1,880.00

#### **Upcoming Events for JANUARY**

<b>8 Banquet Events</b>	Contracts	\$17,890.00
Booked 4 Avalon Events - \$4,830.00 (beverage sales not included)		
Booked 4 Pavilion Events -\$13,060.00 (beverage sales not included)		

<b>4 Grand Arena Events</b>	Contracts	\$11,000.00
MA-010618 LTAP		
MA-011318 LB KENNEL CLUB		
MA-012018 LA CTY CHEER		
MA-012718 NUEVO GENERACION		

## December Marketing Data

Printed Newsletters: 4,889

Cell Phone Texting: 4,448  
<https://www.eztexting.com>

Electronic Emails: 3,489  
<https://www.ymlp.com>

Twitter - Expo: 1,138  
<https://twitter.com/expoindustry>

Twitter - Racing: 1,798  
<https://twitter.com/industryracing>

Facebook - Expo: 1,853  
<https://facebook.com/industryexpocenter>

Facebook - Racing: 4,621  
<https://facebook.com/IndustryRacing>

Instagram: 3,389  
<https://www.instagram.com/industryexpocenter/>

Instagram Racing: 825  
<https://www.instagram.com/speedwayatthegrand>

*CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY*

ITEM NO. 5.2



Industry Hills Expo Center - Check Register  
DECEMBER

DATE	CHECK NUMBER	PAYEE	AMOUNT	DETAILS
12/5/2017	12107	ALARMCO	700.00	ALARMCO PROG.PMT
12/5/2017	12108	ANDREA F MALDONADO	975.00	EMAIL/SOCIAL MEDIA MKTG.
12/5/2017	12109	CAPITAL PROTECTION INC.	2,567.84	EVENT SECURITY SERVICES
12/5/2017	12110	CINTAS	837.34	MATS, MOPS AND UNIFORMS
12/5/2017	12111	F.GAVINA & SONS INC.	206.39	CONCESSION INVENTORY
12/5/2017	12112	GRAHAM COMPANY	400.00	EMERGENCY LIGHTING SERVICE
12/5/2017	12113	HOME DEPOT	306.13	PROPERTY MAINTENANCE
12/5/2017	12114	JUAN LOPEZ	5,835.00	IT SUPPORT-NOVEMBER
12/5/2017	12115	KIKI'S INDUSTRIAL JANITORIAL SERVICE	2,760.00	FACILITY CLEAN/RR,TRASH ATT.
12/5/2017	12116	RANCHO JANITORIAL SUPPLIES	498.62	CLEANING SUPPLIES
12/5/2017	12117	SOUTHERN WINE & SPIRITS	1,048.20	ALCOHOL INVENTORY
12/5/2017	12118	STAPLES Business Advantage	76.08	OFFICE SUPPLIES
12/5/2017	12119	SYSCO	2,248.25	CONCESSION INVENTORY
12/5/2017	12120	XEROX FINANCIAL SERVICES	343.13	LEASE PAYMENT
12/5/2017	12121	YOUNG'S MARKET CO.	366.92	ALCOHOL INVENTORY
12/5/2017	12122	DMV RENEWAL	988.00	WATER TRUCK REGISTRATION
12/5/2017	12123	PCR CASH	10,000.00	REPLENISH ATM TERMINALS
12/11/2017	12124	AR-120317 VALERIA GARCIA	215.00	SEC DEPOSIT REFUND
12/11/2017	12125	AR-120217 DAISY MARTINEZ	300.00	SEC DEPOSIT REFUND
12/11/2017	12126	AR-120117 EMILY GROSSHEIDER	300.00	SEC DEPOSIT REFUND
12/12/2017	12127	7UP/RC BOTTLING OF S.CALIFORNIA	646.80	ALCOHOL INVENTORY
12/12/2017	12128	CNC EQUESTRIAN MANAGEMENT	15,208.35	PR W/E 11/26 & 12/03/17
12/12/2017	12129	COCA-COLA ENTERPRISES	961.92	ALCOHOL INVENTORY
12/12/2017	12130	CULLIGAN WATER CONDITIONING	76.95	WATER FILTER SERVICE-NOV.
12/12/2017	12131	dex MEDIA	343.82	FACILITY ADVERTISING
12/12/2017	12132	DMV RENEWAL	456.00	GMC TRUCK REGISTRATION
12/12/2017	12133	FRONTIER COMMUNICATIONS	286.98	MONTHLY INTERNET SERVICE
12/12/2017	12134	GINA HORN DESIGNS	189.20	PARKING TICKETS/PARTIAL
12/12/2017	12135	HARBOR DISTRIBUTING,LLC	237.00	ALCOHOL INVENTORY
12/12/2017	12136	KIKI'S INDUSTRIAL JANITORIAL SERVICE	675.00	RR/TRASH ATT.-ARENA EVENT
12/12/2017	12137	MARTHA PEREZ	250.00	SUPPLIES EXPENSE-BANQUETS
12/12/2017	12138	OFFICE DEPOT	158.60	OFFICE SUPPLIES
12/12/2017	12139	PITNEY BOWES GLOBAL FINANCE	138.82	POST. METER LEASE PAYMENT
12/12/2017	12140	SIMPLEX GRINNELL	393.58	ANNUAL HOOD INSPECTION
12/12/2017	12141	SPARKLETTS	739.71	ALCOHOL INVENTORY
12/12/2017	12142	YOUNG'S MARKET CO.	458.90	ALCOHOL INVENTORY
12/12/2017	12143	MERRITT'S ACE HARDWARE	25.67	PROPERTY MAINTENANCE



12/14/2017	12144	CNC EQUESTRIAN MANAGEMENT	64,519.32	MONTHLY P/R-SALARIES
12/12/2017	12145	PCR CASH	723.97	REPLENISH PETTY CASH-NOV.
12/12/2017	12146	AR-120117 EMILY GROSSHEIDER	544.00	SEC DEPOSIT REFUND
12/15/2017	12147	VOID CHECK	0.00	DATA ENTRY ERROR
12/12/2017	12148	AR-120917 FERNANDO TORRES	150.00	SEC DEPOSIT REFUND
12/12/2017	12149	PCR CASH	2,435.86	REPLENISH PETTY CASH-DEC
12/12/2017	12150	AR-120817 REGENCY GRAND	300.00	SEC DEPOSIT REFUND
12/19/2017	12151	VOID CHECK	0.00	PRINTER FEED ERROR
12/19/2017	12152	AR-121517 ACS IN HOME CARE PARTNERS	300.00	SEC DEPOSIT REFUND
12/19/2017	12153	AR-121617 KAREN LEPE	300.00	SEC DEPOSIT REFUND
12/20/2017	12154	ANDREA F MALDONADO	1,225.00	EMAIL/SOCIAL MEDIA MKTG.
12/20/2017	12155	AT&T	589.82	MONTHLY WIRELESS CHGS.
12/20/2017	12156	BOARD OF EQUALIZATION	5,423.00	PRE-PAY SALES TAX
12/20/2017	12157	CINTAS	537.51	MATS, MOPS AND UNIFORMS
12/20/2017	12158	CITY OF INDUSTRY	5,997.51	ROLLOFF,DUMP FEES-NOV.
12/20/2017	12159	COASTAL CARBONIC	116.94	CARBO CHARGER-PATIO CAFÉ
12/20/2017	12160	FED EX	51.43	POSTAGE EXPENSE
12/20/2017	12161	FRONTIER COMMUNICATIONS	516.49	MONTHLY PHONE CHARGES
12/20/2017	12162	GINA HORN DESIGNS	3,071.39	PARKING TICKETS/COMPLETE
12/20/2017	12163	J.S. PALUCH CO., INC.	960.00	FACILITY ADVERTISING
12/20/2017	12164	JANUS PEST MANAGEMENT, INC.	1,170.00	PEST CONTROL
12/20/2017	12165	KIKI'S INDUSTRIAL JANITORIAL SERVICE	360.00	RR/TRASH ATT.-ARENA EVENT
12/20/2017	12166	LOCKS PLUS	538.28	REPLACE LOCKS-PATIO CAFÉ
12/20/2017	12167	MERRITT'S ACE HARDWARE	6.11	PROPERTY MAINTENANCE
12/20/2017	12168	OFFICE DEPOT	140.94	OFFICE SUPPLIES
12/20/2017	12169	RANCHO JANITORIAL SUPPLIES	99.91	CLEANING SUPPLIES
12/20/2017	12170	ROGERS,CLEM & CO.	2,200.00	ACCT'G/CONSULTING SERVICE
12/20/2017	12171	SAN GABRIEL VALLEY NEWSPAPER GROUP	1,247.40	FACILITY ADVERTISING
12/20/2017	12172	SATSUMA LANDSCAPE	8,674.00	MONTHLY LANDSCAPE CHARGES
12/20/2017	12173	SYSCO	2,993.02	CONCESSION INVENTORY
12/19/2017	12174	PAV-121417 SWATFAME	600.00	SEC DEPOSIT REFUND
12/22/2017	12175	PAV-122217 SYLVIA CARREON	600.00	SEC DEPOSIT REFUND
12/22/2017	12176	AR-122417 RAUL LANDINO	100.00	SEC DEPOSIT REFUND
12/22/2017	12177	ANHEUSER BUSCH SALES OF AMERICA	312.10	ALCOHOL INVENTORY
12/22/2017	12178	BOARD OF EQUALIZATION	172.92	SALES TAX PENALTY
12/22/2017	12179	CNC EQUESTRIAN MANAGEMENT	6,114.23	P/R WEEKENDING
12/22/2017	12180	OFFICE DEPOT	255.92	OFFICE SUPPLIES
12/22/2017	12181	CNC EQUESTRIAN MANAGEMENT	759.66	AMEX CHARGES-REIMBURSE
12/22/2017	12182	MERRITT'S ACE HARDWARE	101.79	PROPERTY MAINTENANCE
12/22/2017	12183	P & R PAPER SUPPLY COMPANY	695.41	PAPER/BAR SUPPLIES



12/22/2017 12184 CINTAS  
12/22/2017 12185 CLASSIC DISTRIBUTING & BEV.  
12/22/2017 12186 COASTAL CARBONIC  
12/22/2017 12187 FERGUSON ENTERPRISES, INC.  
12/22/2017 12188 HOME DEPOT  
12/22/2017 12189 PITNEY BOWES  
12/22/2017 12190 RANCHO JANITORIAL SUPPLIES  
12/22/2017 12191 SYSCO  
12/22/2017 12193 MA-120117 AMERICAN SUPERCAMP

388.53 MATS, MOPS AND UNIFORMS  
64.00 ALCOHOL INVENTORY  
9.85 WEIGH TICKET FEE  
354.77 PROPERTY MAINTENANCE  
477.44 PROPERTY MAINTENANCE  
11.51 POSTAGE METER EXPENSE  
586.24 CLEANING SUPPLIES  
1,128.14 CONCESSION INVENTORY  
300.00 SEC DEPOSIT REFUND

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**TOTAL**

**170,443.61**

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*CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY*

ITEM NO. 6.1

**CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY**  
AUTHORIZATION FOR PAYMENT OF BILLS  
Board Meeting January 10, 2018

<u>FUND</u>	<u>DESCRIPTION</u>	DISBURSEMENTS
360	INDUSTRY HILLS EXPO OPERATING ACCOUNT	146,675.27

<u>BANK</u>	<u>DESCRIPTION</u>	DISBURSEMENTS
WFCK	WELLS FARGO CHECKING	146,675.27

APPROVED PER CITY MANAGER

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**Civic-Recreational-Industrial Authority**  
**Board Meeting**  
**January 10, 2018**

Check	Date		Payee Name	Check Amount
<b>CRIA.WF.CHK - CRIA Wells Fargo Checking</b>				
10713	12/14/2017		SOCALGAS	\$64.81
	Invoice	Date	Description	Amount
	2018-00000668	12/05/2017	10/31-12/1/17 SVC-16200 TEMPLE AVE APT 202	\$46.82
	2018-00000669	12/05/2017	10/31-12/1/17 SVC-16200 TEMPLE AVE APT 100	\$17.99
10714	12/20/2017		PREMIERE DESIGNS AVL	\$12,865.45
	Invoice	Date	Description	Amount
	2495	11/14/2017	SECURITY CAMERAS - EXPO CENTER-AVALON	\$1,838.86
	2497	12/12/2017	SECURITY CAMERAS - EXPO CENTER	\$11,026.59
10715	01/10/2018		CITY OF INDUSTRY	\$24.01
	Invoice	Date	Description	Amount
	2018-00000034	11/30/2017	NOVEMBER 2017 FUEL COSTS - EXPO CENTER	\$24.01
10716	01/10/2018		CITY OF INDUSTRY-REFUSE	\$450.00
	Invoice	Date	Description	Amount
	0003060901	12/01/2017	IH RODEO STORAGE BOXES	\$450.00
10717	01/10/2018		CRIA-EQUESTRIAN CENTER	\$93,287.00
	Invoice	Date	Description	Amount
	OCT-17	12/21/2017	REIMBURSEMENT FOR OCTOBER 2017 OPERATING	\$31,682.00
	NOV-17	12/21/2017	REIMBURSEMENT FOR NOVEMBER 2017	\$61,605.00
10718	01/10/2018		CRIA-PAYROLL ACCOUNT	\$3,000.00
	Invoice	Date	Description	Amount
	DEC-17	12/19/2017	REIMBURSE PAYROLL - DECEMBER 2017	\$3,000.00
10719	01/10/2018		FERGUSON ENTERPRISES, INC	\$106.18
	Invoice	Date	Description	Amount
	5452935	11/30/2017	SUPPLIES - EXPO CENTER	\$106.18
10720	01/10/2018		FRAZER, LLP	\$2,160.00



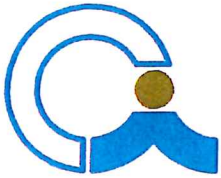
**Civic-Recreational-Industrial Authority  
Board Meeting  
January 10, 2018**

Check	Date		Payee Name	Check Amount
<b>CRIA.WF.CHK - CRIA Wells Fargo Checking</b>				
	Invoice	Date	Description	Amount
	151750	11/30/2017	PROFESSIONAL SVC - NOVEMBER 2017	\$2,160.00
<b>10721</b>	01/10/2018		<b>RESOURCE BUILDING MATERIALS</b>	<b>\$8,400.30</b>
	Invoice	Date	Description	Amount
	2296760	11/28/2017	SUPPLIES - EXPO CENTER	\$739.13
	2297487	11/29/2017	SUPPLIES - EXPO CENTER	\$3,695.63
	2298198	11/30/2017	SUPPLIES - EXPO CENTER	\$196.77
	2300543	12/04/2017	SUPPLIES - EXPO CENTER	\$3,141.28
	2300544	12/04/2017	SUPPLIES - EXPO CENTER	\$627.49
<b>10722</b>	01/10/2018		<b>SATSUMA LANDSCAPE &amp; MAINT.</b>	<b>\$26,317.52</b>
	Invoice	Date	Description	Amount
	1117EC	11/29/2017	NOVEMBER 2017 LANDSCAPE MAINTENANCE	\$26,317.52

Checks	Status	Count	Transaction Amount
	Total	10	\$146,675.27

*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 KARNS  
DANNY MOLINA

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

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## STAFF REPORT

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**Date:** December 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 November 30, 2017 Financial Statements

### RECOMMENDATION

Receive and file.

### EXECUTIVE SUMMARY

Expo Center:

For the month ended November 30, 2017, the Expo Center generated revenues of \$134,406 and incurred expenses of \$193,405. Transfers from the Capital Projects Fund amounted to \$51,793.

For the year to date ended November 30, 2017, the Expo Center generated revenues of \$800,796 and incurred expenses of \$1,082,111. Transfers from the Capital Projects Fund amounted to \$251,436. 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 \$162,933 of actual expenses for the five months ended November 30, 2017.

### DESCRIPTION OF REPORTS

The monthly financial statement is a comprehensive document reflecting the financial position of the Authority at November 30, 2017.

### **Fiscal Impact**

There is no fiscal impact as result of this action.

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY  
CITY OF INDUSTRY

FINANCIAL STATEMENTS

NOVEMBER 30, 2017



CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY  
CITY OF INDUSTRY

FINANCIAL STATEMENTS

NOVEMBER 30, 2017

TABLE OF CONTENTS

	<u>Page</u>
Executive Summary	1 – 3
Balance Sheet as of November 30, 2017	4
Statement of Operations for the month and year to date ended November 30, 2017	5
Statement of Cash Flows – Industry Hills Expo Center for the five months ended November 30, 2017	6
Schedule of Revenues and Expenses – Industry Hills Expo Center for the month and year to date ended November 30, 2017 and 2016 - Schedule 1	7 – 8
Schedule of Revenues and Expenditures – Capital Projects Fund for the month and year to date ended November 30, 2017 - Schedule 2	9

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  
NOVEMBER 30, 2017

**Expo Center Operations**

During the month ended November 30, 2017, we held seven events in the Pavilion and eight events in the Avalon Room with contracts totaling \$64,703.

In the Grand Arena we held four events with contracts totaling \$69,379. These event were SGV/AVKC, Veterans Benefit, IEHJ, and SGVJAAFC.

At November 30, 2017 and 2016, our financial statements reflect the following activity:

<u>Expo Center Operations</u>	Month Ended 11/30/2017	Year To Date 11/30/2017	Annual Budget 2017-2018	% of Annual Budget	Month Ended 11/30/2016	Year To Date 11/30/2016
Total revenues	\$ 134,406	\$ 800,796	\$ 1,679,605	48%	\$ 132,682	\$ 747,908
Expenses:						
Direct Expo Center expenses	80,515	545,601	1,248,765	44%	60,640	563,998
General and administrative expenses	112,890	536,510	1,118,985	48%	96,667	439,488
Total direct Expo Center expenses	193,405	1,082,111	2,367,750	46%	157,307	1,003,486
Net loss from operations	(58,999)	(281,315)	(688,145)	41%	(24,625)	(255,578)
Net loss	\$ (58,999)	\$ (281,315)	\$ (688,145)	41%	\$ (24,625)	\$ (255,578)

The following is our summarized financial statements by department at November 30, 2017 and 2016:

<u>Expo Center Operations</u>	Month Ended 11/30/2017	Month Ended 11/30/2017	Month Ended 11/30/2017	Month Ended 11/30/2017	Month Ended 11/30/2017
	Speedway	Facilities	Grand Arena	General and Admin.	Totals
Total revenues	\$ -	\$ 64,703	\$ 69,379	\$ 324	\$ 134,406
Expenses:					
Direct Expo Center expenses	2,954	34,112	43,449	-	80,515
General and administrative expenses	-	-	-	112,890	112,890
Total direct Expo Center expenses	2,954	34,112	43,449	112,890	193,405
Net income (loss) from operations	(2,954)	30,591	25,930	(112,566)	(58,999)
Net (loss) income for the month ended	\$ (2,954)	\$ 30,591	\$ 25,930	\$ (112,566)	\$ (58,999)

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY  
CITY OF INDUSTRY

EXECUTIVE SUMMARY  
FINANCIAL STATEMENTS  
NOVEMBER 30, 2017

<u>Expo Center Operations</u>	Month Ended 11/30/2016	Month Ended 11/30/2016	Month Ended 11/30/2016	Month Ended 11/30/2016	Month Ended 11/30/2016
	<u>Speedway</u>	<u>Facilities</u>	<u>Grand Arena</u>	<u>General and Admin.</u>	<u>Totals</u>
Total revenues	\$ -	\$ 68,895	\$ 63,092	\$ 695	\$ 132,682
Expenses:					
Direct Expo Center expenses	(32,622)	47,601	45,661	-	60,640
General and administrative expenses	-	-	-	96,667	96,667
Total direct Expo Center expenses	<u>(32,622)</u>	<u>47,601</u>	<u>45,661</u>	<u>96,667</u>	<u>157,307</u>
Net income (loss) from operations	<u>32,622</u>	<u>21,294</u>	<u>17,431</u>	<u>(95,972)</u>	<u>(24,625)</u>
Net income (loss) for the month ended	<u>\$ 32,622</u>	<u>\$ 21,294</u>	<u>\$ 17,431</u>	<u>\$ (95,972)</u>	<u>\$ (24,625)</u>

<u>Expo Center Operations</u>	Year To Date 11/30/2017	Year To Date 11/30/2017	Year To Date 11/30/2017	Year To Date 11/30/2017	Year to Date 11/30/2017
	<u>Speedway</u>	<u>Facilities</u>	<u>Grand Arena</u>	<u>General and Admin.</u>	<u>Totals</u>
Total revenues	\$ 104,259	\$ 293,841	\$ 397,697	\$ 4,999	\$ 800,796
Expenses:					
Direct Expo Center expenses	111,677	203,312	230,612	-	545,601
General and administrative expenses	-	-	-	536,510	536,510
Total direct Expo Center expenses	<u>111,677</u>	<u>203,312</u>	<u>230,612</u>	<u>536,510</u>	<u>1,082,111</u>
Net income (loss) from operations	<u>(7,418)</u>	<u>90,529</u>	<u>167,085</u>	<u>(531,511)</u>	<u>(281,315)</u>
Net (loss) income year to date	<u>\$ (7,418)</u>	<u>\$ 90,529</u>	<u>\$ 167,085</u>	<u>\$ (531,511)</u>	<u>\$ (281,315)</u>

<u>Expo Center Operations</u>	Year To Date 11/30/2016	Year To Date 11/30/2016	Year To Date 11/30/2016	Year To Date 11/30/2016	Year to Date 11/30/2016
	<u>Speedway</u>	<u>Facilities</u>	<u>Grand Arena</u>	<u>General and Admin.</u>	<u>Totals</u>
Total revenues	\$ 153,759	\$ 295,771	\$ 293,964	\$ 4,414	\$ 747,908
Expenses:					
Direct Expo Center expenses	155,768	160,223	248,007	-	563,998
General and administrative expenses	-	-	-	439,488	439,488
Total direct Expo Center expenses	<u>155,768</u>	<u>160,223</u>	<u>248,007</u>	<u>439,488</u>	<u>1,003,486</u>
Net income (loss) from operations	<u>(2,009)</u>	<u>135,548</u>	<u>45,957</u>	<u>(435,074)</u>	<u>(255,578)</u>
Net (loss) income year to date	<u>\$ (2,009)</u>	<u>\$ 135,548</u>	<u>\$ 45,957</u>	<u>\$ (435,074)</u>	<u>\$ (255,578)</u>

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY  
CITY OF INDUSTRY

EXECUTIVE SUMMARY  
FINANCIAL STATEMENTS  
NOVEMBER 30, 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 November 30, 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 November 30, 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 November 30, 2017, our financial statements reflect the following activity:

<u>Capital Projects Fund</u>	Month Ended 11/30/2017	Year To Date 11/30/2017	Annual Budget 2017-2018	% of Annual Budget
Total revenues	\$ (338)	\$ 401	\$ 610	66%
Expenditures				
General and administrative expenses	60,402	162,933	330,675	49%
Total expenses	60,402	162,933	330,675	49%
Net loss	\$ (60,740)	\$ (162,532)	\$ (330,065)	49%



CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY  
CITY OF INDUSTRY

BALANCE SHEET  
AS OF NOVEMBER 30, 2017

		Capital Projects	Expo Center
<b>ASSETS</b>			
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents	\$	57,785	\$ 108,617
Investments		148,157	-
Accounts receivable, net		-	23,201
Prepaid insurance		-	6,220
Prepaid expenses		-	5,000
Inventories		-	51,627
Deposits		-	3,000
Total current assets		205,942	197,665
CAPITAL ASSETS, net		150,668	8,769,709
Total assets	\$	356,610	\$ 8,967,374
<b>LIABILITIES AND FUND EQUITY</b>			
<b>CURRENT LIABILITIES:</b>			
Accounts payable		-	59,715
Sales tax payable		-	5,416
Advance rental payments		-	134,734
Security deposits		-	54,980
Total current liabilities		-	254,845
<b>FUND EQUITY:</b>			
Fund balance		356,610	8,712,529
Total liabilities and fund equity	\$	356,610	\$ 8,967,374

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY  
CITY OF INDUSTRY

STATEMENT OF OPERATIONS  
FOR THE MONTH AND YEAR TO DATE ENDED NOVEMBER 30, 2017

	CAPITAL PROJECTS				EXPO CENTER			
	MONTH ENDED 11/30/2017	YEAR TO DATE 11/30/2017	2017-2018 ANNUAL BUDGET	% OF ANNUAL BUDGET	MONTH ENDED 11/30/2017	YEAR TO DATE 11/30/2017	2017-2018 ANNUAL BUDGET	% OF ANNUAL BUDGET
REVENUES:								
Expo center revenues	\$	\$	\$		\$ 134,406	\$ 800,796	\$ 1,679,605	48%
Other revenues	(338)	401	610	66%				
Total revenues	(338)	401	610	66%	134,406	800,796	1,679,605	48%
EXPENDITURES:								
General and administrative expenses	60,402	162,933	330,675	49%	112,890	536,510	1,118,985	48%
Operating expenses					80,515	545,601	1,248,765	44%
Total expenses	60,402	162,933	330,675	49%	193,405	1,082,111	2,367,750	46%
EXCESS OF EXPENDITURES OVER REVENUES	(60,740)	(162,532)	(330,065)	49%	(58,999)	(281,315)	(688,145)	41%
OTHER FINANCING SOURCES	84,197	244,554	330,675	74%	51,793	244,557	688,145	36%
(EXCESS OF EXPENDITURES OVER REVENUES AND OTHER FINANCING SOURCES)/EXCESS OF REVENUES AND OTHER FINANCING SOURCES OVER EXPENDITURES	23,457	82,022	\$ 610		(7,206)	(36,758)	\$ -	
Fund balance, beginning	333,153	274,568			8,719,735	8,749,287		
Fund balance, ending	\$ 356,610	\$ 356,610			\$ 8,712,529	\$ 8,712,529		

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY  
CITY OF INDUSTRY

INDUSTRY HILLS EXPO CENTER  
STATEMENT OF CASH FLOWS  
FOR THE FIVE MONTHS ENDED NOVEMBER 30, 2017

			AMOUNT
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
	Net loss before transfers and other credits		\$ (281,315)
	Adjustments to reconcile net loss to net cash used		
	in operating activities:		
	Change in operating assets and liabilities		
	Accounts receivable, net		21,361
	Prepaid insurance		1,795
	Prepaid expenses		34,425
	Inventories		(3,723)
	Accounts payable		(33,312)
	Sales tax payable		3,163
	Advance rental payments		(7,932)
	Security deposits		4,908
	Net cash used in operating activities		(260,630)
<b>CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES</b>			
	Other financing sources		244,557
<b>NET CHANGE IN CASH</b>			
			(16,073)
	Cash at July 1, 2017		124,690
	Cash at November 30, 2017		\$ 108,617

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 NOVEMBER 30, 2017 AND 2016

	MONTH ENDED	YEAR TO DATE	ANNUAL	% OF	MONTH ENDED	YEAR TO DATE
Expo Center Operations	11/30/2017	11/30/2017	BUDGET	ANNUAL	11/30/2016	11/30/2016
			2017-2018	BUDGET		
<b>Revenues</b>						
Facilities rentals	\$ 28,962	\$ 132,838	\$ 308,160	43%	\$ 34,707	\$ 138,968
Facilities rentals - bar sales	28,508	125,854	284,825	44%	26,180	122,122
Facilities - security	4,872	22,088	57,730	38%	5,849	26,195
Facilities - food	1,261	7,461	4,055	184%	516	1,080
Facilities - insurance	1,100	5,600	14,900	38%	1,600	7,200
Facilities - other	-	-	960	0%	43	206
Grand Arena - special events rentals	9,950	36,550	79,835	46%	8,800	29,800
Grand Arena - outdoor arena rentals	-	1,500	3,045	49%	1,600	1,600
Grand Arena - show barn stall rentals	4,340	24,023	34,150	70%	3,175	16,755
Grand Arena - shaving sales	1,272	2,939	4,665	63%	1,498	2,976
Grand Arena - security	1,713	24,726	35,865	69%	2,266	15,536
Grand Arena - trailer parking	3,425	5,750	9,055	64%	1,550	3,700
Grand Arena - bar sales	2,286	199,749	264,360	76%	(540)	135,281
Grand Arena - food	23,760	40,324	123,795	33%	24,495	42,153
Grand Arena - feed sales	-	-	465	0%	-	239
Grand Arena - other	22,633	62,136	126,695	49%	20,248	45,924
Speedway - Merchandise	-	4,424	12,890	34%	-	6,906
Speedway - Bar	-	26,523	68,075	39%	-	38,344
Speedway - Prize Money	-	11,976	40,465	30%	-	17,911
Speedway - General Admission	-	31,252	71,070	44%	-	37,222
Speedway - Concessions	-	20,356	63,960	32%	-	35,027
Speedway - Parking	-	9,009	22,170	41%	-	12,575
Speedway - Other	-	719	39,175	2%	-	5,774
G&A - Other	324	4,999	9,240	54%	695	4,414
Total revenues	134,406	800,796	1,679,605	48%	132,682	747,908
<b>Expo expenses</b>						
Cost of sales	8,334	70,123	154,800	45%	7,849	77,677
Bar supplies	39	17,790	5,855	304%	-	2,229
Promotional banquet	1,586	7,474	23,680	32%	1,913	11,587
Feed	-	-	690	0%	-	-
Contract labor/wages	43,984	244,974	455,660	54%	55,934	165,735
Furniture/fixtures & equipment	556	556	30,110	2%	-	7,133
Facilities - insurance	1,100	6,301	10,600	59%	900	4,301
Miscellaneous	145	398	32,800	1%	353	17,129
Promotional	3,296	19,977	96,280	21%	1,913	36,923
Property maintenance	963	(8,018)	23,190	-35%	85	18,356
Repairs and maintenance	-	1,656	-	0%	-	-
Security - Grand Arena	1,744	32,379	53,900	60%	4,715	26,828
Security - Facilities	3,998	21,952	49,490	44%	5,670	24,087
Security - Speedway	-	5,797	26,060	22%	-	16,464
Shavings	1,928	4,073	4,315	94%	1,138	3,812
Supplies	1,722	22,030	41,040	54%	4,229	21,208
Equipment rental	2,997	3,074	1,390	221%	72	371
Special event concessions	6,129	11,391	41,510	27%	9,556	29,516
Bad debt	750	3,750	-	0%	1,250	3,445
Speedway- Concessions	-	5,223	21,450	24%	-	-
Speedway- Merchandise	-	1,397	13,815	10%	-	1,424
Speedway- Insurance	1,244	6,220	13,470	46%	1,226	7,022
Speedway - Prize money	-	24,560	54,595	45%	-	36,005
Speedway- Outside services/contract labor	-	42,524	94,065	45%	(36,163)	52,746
Total Expo expenses	80,515	545,601	1,248,765	44%	60,640	563,998
<b>Operating income before direct</b>						
G & A and CRIA indirect expenses	53,891	255,195	430,840	59%	72,042	183,910

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 NOVEMBER 30, 2017 AND 2016

	MONTH ENDED 11/30/2017	YEAR TO DATE 11/30/2017	ANNUAL BUDGET 2017-2018	% OF ANNUAL BUDGET	MONTH ENDED 11/30/2016	YEAR TO DATE 11/30/2016
<b>Expo Center Operations</b>						
Direct general and administrative expenses						
Office supplies	1,788	3,637	620	587%	-	-
Travel and meetings	135	135	3,505	4%	-	237
Dues, subscriptions, books, etc.	-	1,384	1,285	108%	-	975
Equipment rental/lease	482	2,696	7,055	38%	340	1,783
Employee training	-	-	1,960	0%	-	-
Furniture/fixtures & equipment	1,579	2,121	5,710	37%	-	-
Advertising/printing	76	76	-	0%	-	-
Telephone	1,824	7,020	18,970	37%	1,611	7,742
Postage	40	1,054	9,005	12%	133	4,122
Miscellaneous	1,545	10,806	17,755	61%	70	4,916
Professional services	29,404	115,631	209,140	55%	22,248	70,978
Repairs and equipment	-	4,396	41,095	11%	2,274	13,334
Vehicle expenses	1,996	15,440	26,225	59%	3,332	16,850
Insurance and bonds	-	-	12,095	0%	-	-
Supplies	2,761	22,586	47,555	47%	3,489	22,508
Contract labor/administrative wages	52,387	222,740	400,000	56%	39,352	156,893
Property maintenance	8,619	53,640	168,395	32%	13,677	69,969
Utilities	10,254	73,148	148,615	49%	10,141	69,181
Total direct general and administrative expenses	112,890	536,510	1,118,985	48%	96,667	439,488
Expo Center operating loss	\$(58,999)	\$(281,315)	\$(688,145)	41%	\$(24,625)	\$(255,578)

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 NOVEMBER 30, 2017

	MONTH ENDED	YEAR TO DATE	ANNUAL	
REVENUES	11/30/2017	11/30/2017	BUDGET	% OF ANNUAL
			2017-2018	BUDGET
Other revenues	\$ (338)	\$ 401	\$ 610	66%
<b>GENERAL AND ADMINISTRATIVE EXPENSES</b>				
Salaries - board	2,834	14,173	42,525	33%
Payroll taxes	-	-	2,425	0%
Miscellaneous	20	118	500	24%
Medicare/disability	42	206	625	33%
PARS - ARS	106	531	1,600	33%
Legal	-	-	5,000	0%
Professional services	8,000	13,000	88,000	15%
Accounting	3,050	5,548	16,000	35%
Planning, Survey and Design	-	-	10,000	0%
Vehicle expenses	320	1,870	6,000	31%
Advertising and Printing	-	-	2,000	0%
General engineering	-	-	30,000	0%
Property maintenance	19,966	101,216	80,000	127%
Insurance and bonds	25,990	25,990	45,000	58%
Utilities	74	281	1,000	28%
Total general and administrative expenses	60,402	162,933	330,675	49%
<b>EXCESS OF EXPENDITURES OVER</b>				
REVENUES	\$ (60,740)	\$ (162,532)	\$ (330,065)	49%