



Civic-Recreational-Industrial Authority

Regular Meeting Agenda
April 11, 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

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.

-
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 March 2018

RECOMMENDED ACTION: Receive and file.

6. **BOARD MATTERS**

6.1 Consideration of the Register of Demands submitted by the Finance Department for April 11, 2018

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 February 28, 2018

RECOMMENDED ACTION: Receive and file the report.

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

CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY

Additional back-up will be provided prior to the Meeting

ITEM NO. 5.1

Industry Hills Expo Center - Marketing Data

		01/18	02/18	03/18
Printed Newsletters		4,902	4,917	5,044
Cell Phone Texting	eztexting.com	4,459	4,477	4,488
Electronic Emails	ymlp.com	3,586	3,653	3,675
Twitter - IHEC	twitter.com/expoindustry	1,136	1,047	1,132
Twitter - Speedway	twitter.com/industryracing	1,802	1,798	1,797
Facebook - IHEC	facebook.com/industryexpoctr	1,902	1,996	2,081
Facebook - Speedway	facebook.com/industryracing	4,632	4,655	4,800
Instagram - IHEC	instagram.com/industryexpoctr	3,468	3,628	3,889
Instagram - Speedway	instagram.com/speedwayatthegrand	859	932	1,311

The Facebook for IHEC is up **85** (organic)

The Facebook for Industry Racing is up **145** (ad growth)

The Instagram for Expo is up **261** (organic)

The Instagram for Speedway At The Grand is up **379** (ad growth)

CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY

ITEM NO. 5.2

Industry Hills Expo Center - Check Register
MARCH

CHECK #	DATE	PAYEE	AMOUNT	DETAILS
12384	3/5/2018	MAX RUML	600.00	SPEEDWAY 2017 PTS PAYOUT
12385	3/5/2018	AARON FOX	500.00	SPEEDWAY 2017 PTS PAYOUT
12386	3/5/2018	DILLON RUML	425.00	SPEEDWAY 2017 PTS PAYOUT
12387	3/5/2018	BROC NICOL	250.00	SPEEDWAY 2017 PTS PAYOUT
12388	3/5/2018	GINO MANZARES	200.00	SPEEDWAY 2017 PTS PAYOUT
12389	3/5/2018	GAGE GEIST	175.00	SPEEDWAY 2017 PTS PAYOUT
12390	3/5/2018	AUSTIN NOVRATIL	150.00	SPEEDWAY 2017 PTS PAYOUT
12391	3/5/2018	SHAWN McCONNELL	125.00	SPEEDWAY 2017 PTS PAYOUT
12392	3/5/2018	BOB HICKS	100.00	SPEEDWAY 2017 PTS PAYOUT
12393	3/5/2018	LUKE BECKER	75.00	SPEEDWAY 2017 PTS PAYOUT
12394	3/6/2018	ALARMCO	190.00	SERVICE CALL-FIRE ALARM
12395	3/6/2018	CINTAS	409.60	MATS, MOPS & UNIFORMS
12396	3/6/2018	CITY OF INDUSTRY	3,554.92	ROLLOFF & DUMP FEES
12397	3/6/2018	CNC EQUESTRIAN MANAGEMENT	10,000.00	MONTHLY MANAGEMENT FEE-MARCH
12398	3/6/2018	FRONTIER COMMUNICATIONS	286.98	MONTHLY HIGH SPEED INTERNET
12399	3/6/2018	GINA HORN DESIGNS	1,335.12	SPEEDWAY PRINTED MATERIALS
12400	3/6/2018	HARBOR DISTRIBUTING,LLC	182.00	ALCOHOL INVENTORY
12401	3/6/2018	MX TROPHIES.COM	221.35	SPEEDWAY TROPHIES
12402	3/6/2018	OFFICE DEPOT	94.33	OFFICE SUPPLIES EXP.
12403	3/6/2018	P & R PAPER SUPPLY COMPANY	183.90	PAPER & BAR SUPPLIES EXP.
12404	3/6/2018	SATSUMA LANDSCAPE	8,895.41	LANDSCAPE CHGS-(SKIPPED INV) JAN.
12405	3/6/2018	SPARKLETTS	712.91	ALCOHOL INVENTORY
12406	3/6/2018	CNC EQUESTRIAN MANAGEMENT	49,493.22	MONTHLY SALARIES-MARCH
12407	3/6/2018	PCR CASH	1,692.27	REPLENISH PETTY CASH-FEB. RECEIPTS
12408	3/6/2018	JONES BIRDSONG LLP	989.00	SPEEDWAY INS.-ADD EVENT
12409	3/6/2018	JUAN LOPEZ	801.25	IT CONSULTING SERVICES
12410	3/6/2018	KIKI'S INDUSTRIAL JANITORIAL SERVICE	2,775.00	RR & TRASH ATT. ARENA EVENTS
12411	3/6/2018	OFFICE DEPOT	250.56	OFFICE SUPPLIES EXP.
12412	3/6/2018	RANCHO JANITORIAL SUPPLIES	170.27	CLEANING SUPPLIES EXP.
12413	3/6/2018	VOID CHECK	0.00	DATA ENTRY ERROR
12414	3/6/2018	PCR CASH	5,000.00	REPLENISH ATM TERMINALS
12415	3/6/2018	AR-030318 SARI CANTERO	300.00	SECURITY DEP. REFUND
12416	3/6/2018	PAV-030318 DENISE GUDINO	600.00	SECURITY DEP. REFUND

12417	3/6/2018	AR-030418	DEBORAH HOOKS	300.00	SECURITY DEP. REFUND
12418	3/12/2018		CAPITAL PROTECTION INC.	7,011.62	EVENT SECURITY SERVICES
12419	3/12/2018		CLASSIC DISTRIBUTING & BEV.	998.10	ALCOHOL INVENTORY
12420	3/12/2018		CNC EQUESTRIAN MANAGEMENT	7,620.84	PR W/E 030418
12421	3/12/2018		CULLIGAN WATER CONDITIONING	79.11	WATER FILTER SERVICE
12422	3/12/2018		F.GAVINA & SONS INC.	298.20	CONCESSION INVENTORY
12423	3/12/2018		JANUS PEST MANAGEMENT, INC.	555.00	PEST CONTROL
12424	3/12/2018		MERRITT'S ACE HARDWARE	102.37	PROPERTY MAINTENANCE
12425	3/12/2018		OFFICE DEPOT	92.74	OFFICE SUPPLIES EXP.
12426	3/12/2018		RANCHO JANITORIAL SUPPLIES	172.98	CLEANING SUPPLIES EXP.
12427	3/12/2018		SIGN DEPOT	274.28	NEW RR SIGNS-PAVILION
12428	3/12/2018		JUAN LOPEZ	1,385.00	IT CONSULTING SERVICES
12429	3/12/2018	MA-020218	LYNDA TJARKS SCPWDC	338.50	SECURITY DEP. REFUND
12430	3/12/2018	MA-020918	LYNDA TJARKS SAMOYED CLUB	730.00	REFUND OVERPMT ON ACCT.
12431	3/12/2018	MA-021818	CARNAVAL DE MOYOTZINGO	844.00	REFUND OVERPMT ON ACCT.
12432	3/12/2018		VOID CHECK	0.00	DATA ENTRY ERROR
12433	3/12/2018	PAV-022418	MARCELA LUGO-REPRINT	600.00	SEC DEPOSIT REFUND
12434	3/12/2018	PAV-031018R	OFELIA CHAVEZ	600.00	SECURITY DEP. REFUND
12435	3/12/2018	AR-031018	TERESA HERNANDEZ	300.00	SECURITY DEP. REFUND
12436	3/16/2018		ANHEUSER BUSCH SALES OF AMERICA	103.00	ALCOHOL INVENTORY
12437	3/16/2018		BOARD OF EQUALIZATION	7,583.00	PRE-PAY SALES TAX
12438	3/16/2018		CAPITAL PROTECTION INC.	1,508.76	EVENT SECURITY SERVICES
12439	3/16/2018		CINTAS	866.70	MATS, MOPS & UNIFORMS
12440	3/16/2018		CNC EQUESTRIAN MANAGEMENT	1,053.62	MISC. EXP-REIMBURSEMENT
12441	3/16/2018		COCA-COLA ENTERPRISES	569.84	ALCOHOL INVENTORY
12442	3/16/2018		DELHAVEN COMMUNITY CENTER	350.00	SHUTTLE SERVICE-BANQUET EVENTS (RAIN)
12443	3/16/2018		FED EX	65.76	POSTAGE EXPENSE
12444	3/16/2018		GINA HORN DESIGNS	507.00	PRINTED MATERIALS-SPEEDWAY
12445	3/16/2018		KIKI'S INDUSTRIAL JANITORIAL SERVICE	1,310.00	RR & TRASH ATT. ARENA EVENTS
12446	3/16/2018		LOCKS PLUS	521.28	RESET/SERVICE SAFE, REPAIR LOCKS-PAV.
12447	3/16/2018		OFFICE DEPOT	324.44	OFFICE SUPPLIES EXP.
12448	3/16/2018		PACIFIC PALMS CONFERENCE RESORT	359.70	HOTEL ACCOMMODATIONS-T. WILLS
12449	3/16/2018		ROGERS,CLEM & CO.	2,200.00	ACCT'G & CONSULTING SERVICES-MARCH
12450	3/16/2018		SATSUMA LANDSCAPE	9,818.50	MONTHLY LANDSCAPE CHGS-FEB.
12451	3/16/2018		XEROX FINANCIAL SERVICES	792.88	XEROX COPIER LEASE PMT.
12452	3/16/2018		YOUNG'S MARKET CO.	554.48	ALCOHOL INVENTORY
12453	3/19/2018		PCR CASH	15,000.00	REPLENISH ATM TERMINALS-ARENA EVENTS

12454 3/19/2018 BROWN & BROWN OF CALIFORNIA INC.
 12455 3/19/2018 Redmond Bohannon
 12456 3/19/2018 AR-031418 BEST FORMULATIONS
 12457 3/22/2018 PAV-031618 DEEANNE DURAN
 12458 3/22/2018 PAV-031718 PATTY ALFARO
 12459 3/23/2018 ACE BEVERAGE LLC
 12460 3/23/2018 ANHEUSER BUSCH SALES OF AMERICA
 12461 3/23/2018 CNC EQUESTRIAN MANAGEMENT
 12462 3/23/2018 FRONTIER COMMUNICATIONS
 12463 3/23/2018 GINA HORN DESIGNS
 12464 3/23/2018 KIKI'S INDUSTRIAL JANITORIAL SERVICE
 12465 3/23/2018 OFFICE DEPOT
 12466 3/19/2018 STEVEN LUCERO
 12467 3/28/2018 ACCO BRANDS USA, LLC
 12468 3/28/2018 AT&T
 12469 3/28/2018 CAPITAL PROTECTION INC.
 12470 3/28/2018 CLASSIC DISTRIBUTING & BEV.
 12471 3/28/2018 CNC EQUESTRIAN MANAGEMENT
 12472 3/28/2018 COASTAL CARBONIC
 12473 3/28/2018 DEX MEDIA
 12474 3/28/2018 HARBOR DISTRIBUTING,LLC
 12475 3/28/2018 KIKI'S INDUSTRIAL JANITORIAL SERVICE
 12476 3/28/2018 OFFICE DEPOT
 12477 3/28/2018 PITNEY BOWES
 12478 3/28/2018 RANCHO JANITORIAL SUPPLIES
 12479 3/28/2018 SOUTHERN CALIFORNIA EDISON
 12480 3/28/2018 SYSCO
 12481 3/28/2018 AR-031718 SYLVIA RAZO
 12482 3/28/2018 PAV-032418 ENRIQUE MEDINA
 12483 3/28/2018 AR-032318 MARIA IRMA ESTEBAN
 12484 3/28/2018 AR-032418 JESUS HERNANDEZ
 12485 3/28/2018 MA-030318 CARNAVAL SAN BALTAZAR
 12486 3/30/2018 OFFICE DEPOT

12,094.52 ANNUAL EQUINE LIABILITY INSURANCE
 60.00 REFUND SPEEDWAY LIC FEE-CO. RESIDENT
 300.00 SECURITY DEP. REFUND
 600.00 SECURITY DEP. REFUND
 366.00 SECURITY DEP. REFUND
 205.20 ALCOHOL INVENTORY
 296.00 ALCOHOL INVENTORY
 13,342.27 PR W/E 031118
 521.94 MONTHLY PHONE CHARGES-FEB/MARCH
 2,003.86 DESIGN EXP. APRIL, MAY, JUNE
 1,975.00 RR & TRASH ATT. ARENA EVENTS
 540.94 OFFICE SUPPLIES EXP.
 349.80 HOTEL ACCOMMODATIONS-REIMBURSE
 205.00 LAMINATING MACHINE-REPAIR EXPENSE
 461.34 MONTHLY WIRELESS CHARGES-FEB/MARCH
 2,480.50 EVENT SECURITY SERVICES
 1,166.90 ALCOHOL INVENTORY
 7,513.48 PR W/E 031818
 123.53 CARBO CHARGER-PATIO CAFÉ
 348.81 FACILITY ADVERTISING
 516.00 ALCOHOL INVENTORY
 775.00 RR & TRASH ATT. ARENA EVENTS
 209.70 OFFICE SUPPLIES EXP.
 138.82 POSTAGE METER CHARGES
 1,581.74 CLEANING SUPPLIES EXP.
 12,126.10 MONTHLY UTILITY EXPENSE-
 1,006.28 CONCESSION INVENTORY
 300.00 SECURITY DEP. REFUND
 600.00 SECURITY DEP. REFUND
 300.00 SECURITY DEP. REFUND
 300.00 SECURITY DEP. REFUND
 288.50 SECURITY DEP. REFUND
 15.54 OFFICE SUPPLIES EXP.

TOTAL

200,768.26

CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY

ITEM NO. 6.1

CIVIC-RECREATIONAL-INDUSTRIAL AUTHORITY
AUTHORIZATION FOR PAYMENT OF BILLS
Board Meeting April 11, 2018

<u>FUND</u>	<u>DESCRIPTION</u>	DISBURSEMENTS
360	INDUSTRY HILLS EXPO OPERATING ACCOUNT	34,939.67

<u>BANK</u>	<u>DESCRIPTION</u>	DISBURSEMENTS
WFCK	WELLS FARGO CHECKING	34,939.67

APPROVED PER ACTING DIRECTOR OF DEVELOPMENT SERVICES AND ADMINISTRATION

**Civic-Recreational-Industrial Authority
Board Meeting
April 11, 2018**

Check	Date		Payee Name	Check Amount
CRIA.WF.CHK - CRIA Wells Fargo Checking				
10742	03/21/2018		SOCALGAS	\$70.83
	Invoice	Date	Description	Amount
	2018-00001121	03/07/2018	02/01-03/05/18 SVC - 16200 TEMPLE AVE APT 100	\$18.75
	2018-00001122	03/07/2018	02/01-03/05/18 SVC - 16200 TEMPLE AVE APT 202	\$52.08
10743	04/11/2018		CITY OF INDUSTRY	\$783.06
	Invoice	Date	Description	Amount
	2018-00000048	01/31/2018	JANUARY 2018 FUEL COSTS	\$262.06
	2018-00000055	02/28/2018	FEBRUARY 2018 FUEL COSTS	\$521.00
10744	04/11/2018		CITY OF INDUSTRY-REFUSE	\$450.00
	Invoice	Date	Description	Amount
	0003151206	03/01/2018	IH RODEO STORAGE BOXES	\$450.00
10745	04/11/2018		CRIA-PAYROLL ACCOUNT	\$3,000.00
	Invoice	Date	Description	Amount
	MAR-18	03/16/2018	REIMBURSE PAYROLL - MARCH 2018	\$3,000.00
10746	04/11/2018		FRAZER, LLP	\$2,510.00
	Invoice	Date	Description	Amount
	153041	02/28/2018	PROFESSIONAL SVC - FEBRUARY 2018	\$2,510.00
10747	04/11/2018		GREG'S REFRIGERATION	\$1,781.92
	Invoice	Date	Description	Amount
	20811	02/14/2018	INSTALLATION OF SHELVES - EXPO CENTER	\$1,085.48
	20935	03/02/2018	REPAIR ICE MACHINES - EXPO CENTER	\$353.99
	20993	02/26/2018	REPAIR PAVILLION WALK-IN COOLER - EXPO CEN	\$342.45
10748	04/11/2018		RESOURCE BUILDING MATERIALS	\$4,381.57
	Invoice	Date	Description	Amount
	2330382	02/01/2018	SUPPLIES - EXPO CENTER	\$271.41
	2331260	02/02/2018	SUPPLIES - EXPO CENTER	\$2,936.79

**Civic-Recreational-Industrial Authority
Board Meeting
April 11, 2018**

Check	Date		Payee Name	Check Amount
CRIA.WF.CHK - CRIA Wells Fargo Checking				
	2331543	02/03/2018	SUPPLIES - EXPO CENTER	\$989.54
	2340015	02/16/2018	SUPPLIES - EXPO CENTER	\$183.83
10749	04/11/2018		REYES & SONS ELECTRIC, INC.	\$1,646.61
	Invoice	Date	Description	Amount
	77779152	03/13/2018	PRINTER OUTLET - EXPO CENTER AVALON ROOM	\$1,646.61
10750	04/11/2018		SATSUMA LANDSCAPE & MAINT.	\$18,120.68
	Invoice	Date	Description	Amount
	0218EC	02/27/2018	FEBRUARY 2018 LANDSCAPE MAINTENANCE	\$18,120.68
10751	04/11/2018		THE PUN GROUP	\$2,195.00
	Invoice	Date	Description	Amount
	111492	12/29/2017	AUDITING SVC - FY 16/17	\$2,195.00

Checks	Status	Count	Transaction Amount
	Total	10	\$34,939.67

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

STAFF REPORT

Date: March 30, 2018

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 February 28, 2018 Financial Report

RECOMMENDATION

Receive and file.

EXECUTIVE SUMMARY

Expo Center:

For the month ended February 28, 2018, the Expo Center generated revenues of \$164,786 and incurred expenses of \$173,974. Transfers from the Capital Projects Fund amounted to \$5,000.

For the year to date ended February 28, 2018, the Expo Center generated revenues of \$1,189,956 and incurred expenses of \$1,577,306. Transfers from the Capital Projects Fund amounted to \$349,723. Year to date revenues 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 \$334,767 of actual expenses for the eight months ended February 28, 2018.

DESCRIPTION OF REPORTS

The monthly financial statements are a comprehensive document reflecting the financial position and the result of operations of the Authority at February 28, 2018.

Fiscal Impact

There is no fiscal impact as result of this action.

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

FINANCIAL STATEMENTS

FEBRUARY 28, 2018

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

FINANCIAL STATEMENTS

FEBRUARY 28, 2018

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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
FEBRUARY 28, 2018

Expo Center Operations

During the month ended February 28, 2018, we held six events in the Pavilion and six events in the Avalon Room with contracts totaling \$41,373.

In the Grand Arena we held seven events with contracts totaling \$115,461. These events were LTAP – SCPWDC, Scentworks, LTAP Samoyed, Framework, Feria Del Caballo, Moyotzingo and San Augustin.

During the month ended February 28, 2018, we generated revenues from the Speedway events totaling \$7,258.

At February 28, 2018 and 2017, our financial statements reflect the following activity:

<u>Expo Center Operations</u>	<u>Month Ended</u> <u>2/28/2018</u>	<u>Year To Date</u> <u>2/28/2018</u>	<u>Annual Budget</u> <u>2017-2018</u>	<u>% of Annual</u> <u>Budget</u>	<u>Month Ended</u> <u>02/28/2017</u>	<u>Year To Date</u> <u>02/28/2017</u>
Total revenues	\$ 164,786	\$ 1,189,956	\$ 1,679,605	71%	\$ 112,867	\$ 1,020,870
Expenses:						
Direct Expo Center expenses	85,373	764,420	1,248,765	61%	71,492	748,492
General and administrative expenses	88,473	812,886	1,118,985	73%	71,446	655,394
Total direct Expo Center expenses	173,846	1,577,306	2,367,750	67%	142,938	1,403,886
Net loss from operations	(9,060)	(387,350)	(688,145)	56%	(30,071)	(383,016)
Net loss	\$ (9,060)	\$ (387,350)	\$ (688,145)	56%	\$ (30,071)	\$ (383,016)

The following is our summarized financial statements by department at February 28, 2018 and 2017:

<u>Expo Center Operations</u>	<u>Month Ended</u> <u>2/28/2018</u>	<u>Month Ended</u> <u>2/28/2018</u>	<u>Month Ended</u> <u>2/28/2018</u>	<u>Month Ended</u> <u>2/28/2018</u>	<u>Month Ended</u> <u>2/28/2018</u>
	<u>Speedway</u>	<u>Facilities</u>	<u>Grand</u> <u>Arena</u>	<u>General</u> <u>and Admin.</u>	<u>Totals</u>
Total revenues	\$ 7,258	\$ 41,373	\$ 115,461	\$ 694	\$ 164,786
Expenses:					
Direct Expo Center expenses	3,180	30,536	51,657	-	85,373
General and administrative expenses	-	-	-	88,473	88,473
Total direct Expo Center expenses	3,180	30,536	51,657	88,473	173,846
Net income (loss) from operations	4,078	10,837	63,804	(87,779)	(9,060)
Net income (loss) for the month ended	\$ 4,078	\$ 10,837	\$ 63,804	\$ (87,779)	\$ (9,060)

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

EXECUTIVE SUMMARY
FINANCIAL STATEMENTS
FEBRUARY 28, 2018

<u>Expo Center Operations</u>	Month Ended 2/28/2017	Month Ended 2/28/2017	Month Ended 2/28/2017 Grand Arena	Month Ended 2/28/2017 General and Admin.	Month Ended 2/28/2017 Totals
	<u>Speedway</u>	<u>Facilities</u>			
Total revenues	\$ 28,091	\$ 36,737	\$ 47,933	\$ 106	\$ 112,867
Expenses:					
Direct Expo Center expenses	10,949	33,152	27,391	-	71,492
General and administrative expenses	-	-	-	71,446	71,446
Total direct Expo Center expenses	<u>10,949</u>	<u>33,152</u>	<u>27,391</u>	<u>71,446</u>	<u>142,938</u>
Net income (loss) from operations	<u>17,142</u>	<u>3,585</u>	<u>20,542</u>	<u>(71,340)</u>	<u>(30,071)</u>
Net income (loss) for the month ended	<u>\$ 17,142</u>	<u>\$ 3,585</u>	<u>\$ 20,542</u>	<u>\$ (71,340)</u>	<u>\$ (30,071)</u>

<u>Expo Center Operations</u>	Year To Date 2/28/2018	Year To Date 2/28/2018	Year To Date 2/28/2018 Grand Arena	Year To Date 2/28/2018 General and Admin.	Year to Date 2/28/2018 Totals
	<u>Speedway</u>	<u>Facilities</u>			
Total revenues	\$ 126,167	\$ 450,313	\$ 606,670	\$ 6,806	\$ 1,189,956
Expenses:					
Direct Expo Center expenses	123,474	297,267	343,679	-	764,420
General and administrative expenses	-	-	-	812,886	812,886
Total direct Expo Center expenses	<u>123,474</u>	<u>297,267</u>	<u>343,679</u>	<u>812,886</u>	<u>1,577,306</u>
Net income (loss) from operations	<u>2,693</u>	<u>153,046</u>	<u>262,991</u>	<u>(806,080)</u>	<u>(387,350)</u>
Net income (loss) year to date	<u>\$ 2,693</u>	<u>\$ 153,046</u>	<u>\$ 262,991</u>	<u>\$ (806,080)</u>	<u>\$ (387,350)</u>

<u>Expo Center Operations</u>	Year To Date 2/28/2017	Year To Date 2/28/2017	Year To Date 2/28/2017 Grand Arena	Year To Date 2/28/2017 General and Admin.	Year to Date 2/28/2017 Totals
	<u>Speedway</u>	<u>Facilities</u>			
Total revenues	\$ 183,550	\$ 443,487	\$ 388,218	\$ 5,615	\$ 1,020,870
Expenses:					
Direct Expo Center expenses	172,170	248,429	327,893	-	748,492
General and administrative expenses	-	-	-	655,394	655,394
Total direct Expo Center expenses	<u>172,170</u>	<u>248,429</u>	<u>327,893</u>	<u>655,394</u>	<u>1,403,886</u>
Net income (loss) from operations	<u>11,380</u>	<u>195,058</u>	<u>60,325</u>	<u>(649,779)</u>	<u>(383,016)</u>
Net income (loss) year to date	<u>\$ 11,380</u>	<u>\$ 195,058</u>	<u>\$ 60,325</u>	<u>\$ (649,779)</u>	<u>\$ (383,016)</u>

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

EXECUTIVE SUMMARY
FINANCIAL STATEMENTS
FEBRUARY 28, 2018

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 February 28, 2018 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 February 28, 2018. 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 February 28, 2018, our financial statements reflect the following activity:

<u>Capital Projects Fund</u>	<u>Month Ended</u> <u>2/28/2018</u>	<u>Year To Date</u> <u>2/28/2018</u>	<u>Annual Budget</u> <u>2017-2018</u>	<u>% of Annual</u> <u>Budget</u>
Total revenues	\$ -	\$ 850	\$ 610	139%
Expenditures				
General and administrative expenses	50,133	334,767	330,675	101%
Total expenses	<u>50,133</u>	<u>334,767</u>	<u>330,675</u>	101%
Net loss	<u>\$ (50,133)</u>	<u>\$ (333,917)</u>	<u>\$ (330,065)</u>	101%

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

BALANCE SHEET
AS OF FEBRUARY 28, 2018

			Capital Projects		Expo Center
ASSETS					
CURRENT ASSETS:					
	Cash and cash equivalents	\$	67,664	\$	162,722
	Investments		138,606		-
	Accounts receivable, net		-		4,340
	Prepaid insurance		-		2,488
	Inventories		-		45,895
	Deposits		-		3,000
	Total current assets		206,270		218,445
	CAPITAL ASSETS, net				8,769,709
	Total assets	\$	206,270	\$	8,988,154
LIABILITIES AND FUND EQUITY					
CURRENT LIABILITIES:					
	Accounts payable		96,152		34,924
	Sales tax payable		-		7,459
	Advance rental payments		-		170,328
	Security deposits		-		75,662
	Total current liabilities		96,152		288,373
FUND EQUITY:					
	Fund balance		110,118		8,699,781
	Total liabilities and fund equity	\$	206,270	\$	8,988,154

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

STATEMENT OF OPERATIONS
FOR THE MONTH AND YEAR TO DATE ENDED FEBRAURY 28, 2018

	CAPITAL PROJECTS				EXPO CENTER			
	MONTH ENDED	YEAR TO DATE	2017-2018 ANNUAL BUDGET	% OF ANNUAL BUDGET	MONTH ENDED	YEAR TO DATE	2017-2018 ANNUAL BUDGET	% OF ANNUAL BUDGET
	2/28/2018	2/28/2018			2/28/2018	2/28/2018		
REVENUES:								
Expo center revenues	\$	\$	\$		\$ 164,786	\$ 1,189,956	\$ 1,679,605	71%
Other revenues	-	850	610	139%				
Total revenues	-	850	610	139%	164,786	1,189,956	1,679,605	71%
EXPENDITURES:								
General and administrative expenses	50,133	334,767	330,675	101%	88,473	812,886	1,118,985	73%
Operating expenses					85,373	764,420	1,248,765	61%
Total expenses	50,133	334,767	330,675	101%	173,846	1,577,306	2,367,750	67%
EXCESS OF EXPENDITURES OVER REVENUES	(50,133)	(333,917)	(330,065)	101%	(9,060)	(387,350)	(688,145)	56%
OTHER FINANCING SOURCES, NET	60,000	416,267	330,675	126%	-	337,844	688,145	49%
(EXCESS OF EXPENDITURES OVER REVENUES AND OTHER FINANCING SOURCES)/EXCESS OF REVENUES AND OTHER FINANCING SOURCES OVER EXPENDITURES	9,867	82,350	\$ 610		(9,060)	(49,506)	\$ -	
Fund balance, beginning	100,251	27,768			8,708,841	8,749,287		
Fund balance, ending	\$ 110,118	\$ 110,118			\$ 8,699,781	\$ 8,699,781		

CIVIC-RECREATIONAL-INDUSTRIAL-AUTHORITY
CITY OF INDUSTRY

INDUSTRY HILLS EXPO CENTER
STATEMENT OF CASH FLOWS
FOR THE EIGHT MONTHS ENDED FEBRUARY 28, 2018

		AMOUNT
CASH FLOWS FROM OPERATING ACTIVITIES		
	Net loss before transfers and other credits	\$ (387,350)
	Adjustments to reconcile net loss to net cash used	
	in operating activities:	
	Change in operating assets and liabilities	
	Accounts receivable, net	40,222
	Prepaid insurance	5,527
	Prepaid expenses	39,425
	Inventories	2,009
	Accounts payable	(58,103)
	Sales tax payable	5,206
	Advance rental payments	27,662
	Security deposits	25,590
	Net cash used in operating activities	(299,812)
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES		
	Other financing sources	337,844
NET CHANGE IN CASH		38,032
	Cash at July 1, 2017	124,690
	Cash at February 28, 2018	\$ 162,722

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 FEBRUARY 28, 2018 AND 2017

	MONTH ENDED 2/28/2018	YEAR TO DATE 2/28/2018	ANNUAL BUDGET 2017-2018	% OF ANNUAL BUDGET	MONTH ENDED 02/28/2017	YEAR TO DATE 02/28/2017
Expo Center Operations						
Revenues						
Facilities rentals	\$ 19,887	\$ 201,481	\$ 308,160	65%	\$ 13,426	\$ 199,681
Facilities rentals - bar sales	13,513	194,426	284,825	68%	15,443	188,515
Facilities - security	3,093	32,802	57,730	57%	3,724	38,537
Facilities - food	3,668	12,692	4,055	313%	1,534	4,638
Facilities - insurance	1,100	8,800	14,900	59%	700	10,000
Facilities - other	112	112	960	12%	1,910	2,116
Grand Arena - special events rentals	29,000	87,750	79,835	110%	7,700	54,500
Grand Arena - outdoor arena rentals	1,500	3,000	3,045	99%	-	1,600
Grand Arena - show barn stall rentals	1,025	25,048	34,150	73%	616	18,571
Grand Arena - shaving sales	1,695	4,634	4,665	99%	-	3,416
Grand Arena - security	5,734	34,695	35,865	97%	3,223	20,244
Grand Arena - trailer parking	1,325	8,300	9,055	92%	1,075	5,900
Grand Arena - bar sales	54,725	264,938	264,360	100%	24,502	159,783
Grand Arena - food	6,113	64,739	123,795	52%	4,425	61,656
Grand Arena - feed sales	-	-	465	0%	-	239
Grand Arena - other	14,344	113,566	126,695	90%	6,392	62,309
Speedway - Merchandise	-	4,424	12,890	34%	529	7,435
Speedway - Bar	-	26,523	68,075	39%	3,994	42,338
Speedway - Prize Money	70	12,046	40,465	30%	11,048	28,959
Speedway - General Admission	2,038	33,290	71,070	47%	3,494	40,716
Speedway - Concessions	-	20,356	63,960	32%	5,826	40,853
Speedway - Parking	100	9,109	22,170	41%	1,800	14,375
Speedway - Other	5,050	20,419	39,175	52%	1,400	8,874
G&A- Other	694	6,806	9,240	74%	106	5,615
Total revenues	164,786	1,189,956	1,679,605	71%	112,867	1,020,870
Expo expenses						
Cost of sales	13,220	99,734	154,800	64%	8,905	99,831
Bar supplies	2,257	20,211	5,855	345%	-	2,376
Promotional banquet	325	10,698	23,680	45%	494	14,662
Feed	-	-	690	0%	-	-
Contract labor/wages	53,563	365,982	455,660	80%	33,553	262,738
Furniture/fixtures & equipment	-	916	30,110	3%	-	7,133
Facilities - insurance	-	8,801	10,600	83%	-	4,301
Miscellaneous	-	678	32,800	2%	400	21,805
Promotional	650	24,095	96,280	25%	2,324	42,029
Property maintenance	-	(3,360)	23,190	-14%	5,929	24,920
Repairs and maintenance	-	1,656	-	0%	-	-
Security - Grand Arena	5,588	42,312	53,900	79%	-	28,368
Security - Facilities	3,072	31,999	49,490	65%	7,815	39,737
Security - Speedway	-	5,797	26,060	22%	3,894	20,358
Shavings	177	4,250	4,315	98%	140	4,182
Supplies	3,572	31,824	41,040	78%	2,624	27,837
Equipment rental	-	3,074	1,390	221%	-	822
Special event concessions	662	22,704	41,510	55%	1,783	35,347
Bad debt	-	3,750	-	0%	750	5,695
Speedway- Concessions	-	10,159	21,450	47%	-	-
Speedway- Merchandise	289	1,349	13,815	10%	-	5,245
Speedway- Insurance	1,244	9,953	13,470	74%	1,226	10,700
Speedway - Prize money	-	24,560	54,595	45%	150	36,155
Speedway- Outside services/contract labor	754	43,278	94,065	46%	1,505	54,251
Total Expo expenses	85,373	764,420	1,248,765	61%	71,492	748,492
Operating income before direct						
G & A and CRIA indirect expenses	79,413	425,536	430,840	99%	41,375	272,378

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 FEBRUARY 28, 2018 AND 2017

	MONTH ENDED 2/28/2018	YEAR TO DATE 2/28/2018	ANNUAL BUDGET 2017-2018	% OF ANNUAL BUDGET	MONTH ENDED 02/28/2017	YEAR TO DATE 02/28/2017
<u>Expo Center Operations</u>						
Direct general and administrative expenses						
Office supplies	-	3,637	620	587%	-	-
Travel and meetings	-	1,413	3,505	40%	36	1,610
Dues, subscriptions, books, etc.	1,053	4,029	1,285	314%	-	975
Equipment rental/lease	1,324	4,744	7,055	67%	340	2,837
Employee training	-	-	1,960	0%	-	1,901
Furniture/fixtures & equipment	520	2,641	5,710	46%	-	-
Advertising/printing	-	76	-	0%	-	-
Telephone	1,408	11,256	18,970	59%	1,344	11,990
Postage	45	1,329	9,005	15%	603	6,407
Miscellaneous	1,063	14,158	17,755	80%	362	9,251
Professional services	15,933	179,955	209,140	86%	9,945	101,163
Repairs and equipment	-	6,542	41,095	16%	2,274	24,170
Vehicle expenses	1,596	20,284	26,225	77%	5,741	22,939
Insurance and bonds	-	-	12,095	0%	-	-
Supplies	2,710	31,310	47,555	66%	1,451	30,542
Contract labor/administrative wages	41,556	344,499	400,000	86%	37,677	245,415
Property maintenance	11,691	83,378	168,395	50%	1,220	97,540
Utilities	9,574	103,635	148,615	70%	10,453	98,654
Total direct general and administrative expenses	88,473	812,886	1,118,985	73%	71,446	655,394
Expo Center operating loss	\$ (9,060)	\$ (387,350)	\$ (688,145)	56%	\$ (30,071)	\$ (383,016)

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 FEBRUARY 28, 2018

	MONTH ENDED 2/28/2018	YEAR TO DATE 2/28/2018	ANNUAL BUDGET 2017-2018	% OF ANNUAL BUDGET
REVENUES				
Other revenues	\$ -	\$ 850	\$ 610	139%
GENERAL AND ADMINISTRATIVE EXPENSES				
Salaries - board	2,835	22,677	42,525	53%
Payroll taxes	-	-	2,425	0%
Miscellaneous	-	13,015	500	2603%
Medicare/disability	39	327	625	52%
PARS - ARS	106	850	1,600	53%
Legal	-	-	5,000	0%
Professional services	10,000	38,128	88,000	43%
Accounting	58	10,121	16,000	63%
Planning, Survey and Design	-	-	10,000	0%
Vehicle expenses	12	1,973	6,000	33%
Advertising and Printing	-	-	2,000	0%
General engineering	-	-	30,000	0%
Property maintenance	37,022	221,206	80,000	277%
Insurance and bonds	-	25,990	45,000	58%
Utilities	61	480	1,000	48%
Total general and administrative expenses	50,133	334,767	330,675	101%
EXCESS OF EXPENDITURES OVER				
REVENUES	\$ (50,133)	\$ (333,917)	\$ (330,065)	101%