

Steve Colangelo



Executive Summary

Visionary business leader with 30+ years of experience in business ownership, event management, and organizational leadership. Known for successfully turning the San Joaquin Fairgrounds from a deficit to profitability in two years as CEO, while spearheading multi-million dollar event operations and leading diverse teams. Proven expertise in financial management, strategic planning, and client relationship development.

Key Accomplishments

- Turned the San Joaquin County Fairgrounds from a deficit to profitability in two years, improving revenue by 35% and reducing operational costs by 42%.
- Oversaw the planning and execution of high-profile events, including NHL's Stanley Cup events and USA Gymnastics Championships.
- Expanded client portfolio to include national organizations, driving consistent revenue growth.

Professional Experience

Chief Executive Officer – San Joaquin County Fairgrounds (Second District Agricultural Assn)

2018–2020 | Stockton, CA

- Revitalized a struggling fairgrounds operating at a deficit, achieving profitability within two years.
- Increased revenue by 35% through strategic planning and community engagement initiatives.
- Reduced operational expenses by 42% while maintaining quality and expanding event offerings.
- Partnered with local businesses and organizations to increase attendance and sponsorships.

President/CEO – CAM Management, Inc.

1987–Present | Stockton, CA

- Leads operations for Metro Expositions, American Convention & Exposition Services, and American Event Rentals.
- Directs large-scale events and exhibitions, managing teams and ensuring client satisfaction.
- Implements strategic plans that result in steady business growth and client retention.

Founder & CEO – American Convention & Exposition Services

1994–2022 | Stockton, CA

- Managed events for high-profile clients including the NHL (San Jose Sharks, Stanley Cup), NCAA Men's and Women's Finals, and Olympic Trials.
- Directed logistics at major venues such as the San Jose Arena (SAP Center) and Westworld Scottsdale.
- Developed strategic partnerships to enhance event offerings and customer satisfaction.

Founder & CEO – Metro Expositions

1986–2018 | Stockton, CA

- Created and managed home and garden shows in multiple counties, driving community engagement and economic growth.
- Developed marketing strategies to attract vendors and increase event attendance.
- Oversaw all operational aspects of events, from planning to execution.

Partner & CEO – American Event Rentals

2004–2017 | Stockton, CA

- Provided high-quality event equipment rentals, including tents, tables, chairs, linens, and staging.
- Built a reputation for reliability and exceptional customer service, fostering long-term client relationships.

Skills

- Financial Turnarounds	- Social Media Marketing
- Budgeting and Cost Controls	- Vendor Negotiations
- Strategic and Contingency Planning	- Client and VIP Relationships
- Event Management	- Strategic Planning
- Conference and Meeting Planning	- Team Leadership
- Travel Coordination	- Client Relationship Management
- Hotel Block Negotiations	- Crowd Control and Safety
- Freight Negotiations	

Education and Certifications

- Cosumnes River College
- Emphasis in Business Law
- Sacramento City College
- Business Administration focus
- Certified in Exposition Management, International Association for Exhibition Management

Interests and Affiliations

- Board of Directors, President, American Rental Association of California
- National Legislative Chair, American Rental Association
- Two-Time Past President, Stockton/San Joaquin Convention & Visitors Bureau
- Financial Vice President, Greater Stockton Chamber of Commerce
- Member (appointment by Mayor), Weber Point Redevelopment Committee
- Past President, Stockton Asparagus Festival
- Editorial Advisory Board, Special Events Magazine