

## 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