



AUTHORITY BOARD MEETING

Date/Time: Wednesday, March 28, 2018; 12:00 P.M.

Location: BMO Harris Bank Center Board Room (Lower Level)
300 Elm Street, Rockford, IL 61101

MINUTES

Board Members Present: Craig Thomas Tom Walsh
John Phelps Mike Dunn
Howie Heaton Marcus Hill, Sr.
Michael Schirger Rudy Valdez
Sunil Puri

Board Members Absent: Fred Wescott

Others Present: Alderman, Frank Beach

Guests: Beth Howard, Friends of the Coronado
Isaac Guerrero; Local Editor, Rockford Register Star

Staff Present: Troy Flynn; Executive Director, BMO Harris Bank Center
Jollene Haney; Staff Accountant/RAVE Board Secretary/RAVE FOIA Officer, BMO Harris Bank Center
Gretchen Gilmore; Director of Finance, BMO Harris Bank Center
Julie McIntyre; Office Manager, BMO Harris Bank Center
Kristen O'Halloran; Booking Manager, BMO Harris Bank Center
Mike Walsh; Director of Facilities, BMO Harris Bank Center

Chairman Craig Thomas calls the meeting to order at 12:04 P.M.

MINUTES – The minutes from the January 24, 2018 meeting were reviewed and approved.

MOTION: *Motion to approve January 24, 2018 minutes made by Rudy Valdez, second by Sunil Puri. Motion passes unanimously.*

The minutes from the February 28, 2018 meeting were reviewed and approved.

MOTION: Motion to approve February 28, 2018 minutes made by Howie Heaton, second by Sunil Puri. Motion passes unanimously.

COMMITTEE REPORTS

- **Finance** **Mr. Sunil Puri, Chair**

Sunil Puri defers to Treasurer's report.

- **Executive** **Mr. Craig Thomas, Chairman**

Craig Thomas reminds the board members to fill out their Statement of Economic Interest. He reports the Legal Women Voters and Todd Cagnoni are proposing to host a Gubernatorial Debate at the Coronado. We are re-engaged with the City as they reevaluate their parking arrangements. We have had written and verbal communication with them and they are interested in our thoughts. As part of the Capital Review, there was a recommendation that we have an evaluation done of the exterior concrete. There is a significant recommendation of work that should be done and will be evaluated. Fortunately, from a safety perspective, there weren't any highlights of significant issues. There will need to be discussions with the City and with Finance on how to move forward on a budget sensitive approach. Craig Thomas states he and Troy Flynn sat down with Mike Schablaske with Transform Rockford to partner with them on an event around an IceHogs playoff game.

- **Davis Park** **Mr. Craig Thomas, Chairman**

Troy Flynn reports he has had monthly meetings with Todd Cagnoni in regards to the programming of Davis Park and the new hotel. They are going to start discussing a new plan for Davis Park.

- **Coronado** **Mr. Craig Thomas, Chairman**

Beth Howard reports Friends of the Coronado is heavily invested in the Lincoln Academy Event. There will be a lot of local celebrities present for the event. Sunil Puri recommends Sharefest may be an option to bring in to the BMO Center and Coronado to clean up. Beth Howard also states that she went to a few Neighborhood Home Association meetings recently and they are a large network to maybe have a Home Association Night at the IceHogs.

- **Program Advisory Group** **Mr. Michael Schirger, Chair**

Michael Schirger reports they are heavily promoting shows right now. He feels they are building a large audience with the On-Stage Concerts that they will be able to turn this around and fill the seats in the theater. He states that Jessalyn Carlsen did a lot to market this last event. Troy Flynn states he will showcase these events at the Marketing Summit as well as the GM Summit this summer.

- **Capital Improvement** **Mr. John Phelps, Vice Chairman**

John Phelps reports they have distributed a handout with the Capital Budget Estimates on a yearly basis for the first 10 years just for the BMO. They would like to get this annualized out to 20 years and include the Coronado as well. The estimate over the next 5 years is about \$3.5 million. It is important for us to sit down with the City and discuss how we are going to make this happen. This is just advisory, no action is needed at this time. John Phelps states that Bob Strop walked the site with he and Mike Walsh to look over what work would need to be done. The facility was built in 1980 and in 2003 there was some significant concrete work done to the facility. In 2008, the remodel of the facility with additional

concrete work was done. None of them thought there should be the amount of deterioration that they were noticing. Bob Strop referred John Phelps and Mike Walsh to a company out of the Chicago area by the name of Wiss, Janney, Elstner Associates, Inc. (WJE) to do a walk around and give us a recommendation. They agreed that the deterioration is beyond what they would expect. The concerns would be the design, the specs, and the concrete that was used. They are going to put together a proposal that we should be getting in April. The statute of limitation on any warranty we may have had seems to have passed. They also discovered that the base of the wall below the window curtains has shifted and is causing the windows to bow.

TREASURER'S REPORT

Mr. Sunil Puri, Chair

Sunil Puri reports that we are \$216,597 behind last year as of the end of February. We are \$528,742 behind budget. The concessions have gone down due to lower attendance at the IceHogs games. We are favorable on utilities and sponsorships. Sunil Puri's concern is at what point sponsors will feel they are not getting their money worth because of lower attendance. We are in a shrinking market and have lost many people in the community with disposable income. The forecast shows we will end the year at a negative \$566K versus last year we were negative \$301K on an operating basis. Sunil Puri recommends that the Board go to the City to find out what is planned for our subsidy after our bonds are paid. Craig Thomas states that those discussions are part of what the Capital Improvement Plan is being designed for. Sunil Puri recommends that we create a sub-committee to evaluate where we stand when our contract with SMG is up in 3 years. Craig Thomas agrees that we need to evaluate what the competition is willing to do and what SMG is willing to do looking forward to analyze what the correct path is for the future. Mike Dunn states that he would like to see more pressure put on the Chicago Blackhawks to help support and push our ticket sales more. Craig Thomas states that has been a focus of many conversations over the last couple of months and they are very receptive to helping. Troy Flynn states that our relationship with the Blackhawks has completely evolved this year. Our sales team was at their offices earlier this month trying to evaluate what kind of synergies we can create together. We are going to be more active with them. The City is going to be helping with the synergies by turning city lights red for every home game currently through next season.

MOTION: Motion to approve January 2018 financials made by Rudy Valdez, second by John Phelps. Motion passes unanimously.

MOTION: Motion to approve February 2018 financials made by Howie Heaton, second by John Phelps. Motion passes unanimously.

GENERAL MANAGERS REPORT

Mr. Troy Flynn

IceHogs Update: Troy Flynn reports we broke attendance and revenue records for WWE, we were close to sell out for Alan Jackson, we had two of our highest ticket revenue weekends for IceHogs, and IKWF is looking for another 3 year extension. We have added two events to May at the BMO which include a hard rock show as well as a beer fest. This weekend is the Polynesian/Hawaiian themed night to support Multiple Sclerosis (MS) Awareness. Bryan Bickell who is a former IceHogs and former Blackhawks player that suffers from MS will be at the game. The color orange is significant as the MS color. That is the color on the jerseys and the City is changing the downtown lights orange for the game. The Blackhawks helped coordinate bringing in Bryan Bickell. We will be putting an in-lay in the ice of hibiscus flowers. We are going to be having "Trop-Rock" with a Jimmy Buffett cover band and Flip-Flop Dave. We are also roasting a pig. The booster club is decorating the building. We will be auctioning the game worn jerseys after the

game. We are actively making changes to our approach for ticketing sales. We are about 25% on renewals for season ticket holders. Mike Dunn recommends we find a way to get our players recognizable to the local kids to get the youth more invested in the team. Troy Flynn states they have taken a look at that however we have an all new team and no guarantee we will keep them through the off season. Troy Flynn noticed as he dressed up as Hammy for the Winter Olympics that Hammy is very recognizable around town and it has resonated.

Marketing Update/Events Update: Troy Flynn reports that he often attempts to grade us compared to local competitors such as Sears Center, Rosemont, and United Center. In April, we are going to have 20 event days between our two facilities. United Center is doing 4 events, Rosemont is doing 6 (4 are hockey), Rosemont theater is doing 6, and Sears Center is doing 7 events in April. We are always having more events than the local competitors. We are putting the events in and they are performing for the most part.

COUNSEL’S REPORT

Attorney Tim Rollins

No report at this time.

CHAIRMAN’S REPORT

Mr. Craig Thomas

No report at this time.

OLD BUSINESS:

None at this time.

NEW BUSINESS:

None at this time.

MOTION: John Phelps made a motion to adjourn; seconded by Rudy Valdez. The motion passes unanimously.

ADJOURNMENT – The Authority Board adjourns at 1:06 P.M.

Respectfully Submitted,

Jollene Haney