



AUTHORITY BOARD MEETING

Date/Time: Wednesday, April 25, 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
Sunil Puri Rudy Valdez
Michael Schirger

Board Members Absent: Fred Wescott Howie Heaton
Marcus Hill, Sr.

Others Present: Alderman, Frank Beach
Alderman, Chad Tuneberg
Attorney, Tim Rollins

Guests: Beth Howard, Friends of the Coronado

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
Jena Keith; Director of Ticketing Services, BMO Harris Bank Center
Ulises Picon; Box Office Manager, BMO Harris Bank Center

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

MINUTES – The minutes from the March 28, 2018 meeting were reviewed and approved.

MOTION: *Motion to approve March 28, 2018 minutes made by Sunil Puri, second by Michael Schirger. Motion passes unanimously.*

COMMITTEE REPORTS

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

Sunil Puri defers to the Treasurer's report.

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

Craig Thomas reminds Board Members to file their Statement of Economic Interest.

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

None at this time.

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

Craig Thomas reports they are waiting to hear from the Friends of the Coronado in regards to an amendment to the Memo Of Understanding (MOU). He has contacted Todd Cagnoni to express the need to come to a decision in regards to the relationship between RAVE and Friends. Craig Thomas recommends that the Board think about discussions in regards to a fundraiser and to set up a foundation for the Coronado Theater. Friends has informed Craig Thomas that they are doing a self-evaluation of their mission and how they pursue their mission. Mike Dunn asks if Craig Thomas can share what the changes are to the MOU that are being recommended. Craig Thomas states that there has not been any specifics determined. The initial conversation was based on operational issues and event planning, however; he has stated that the Boards' expectations are that the Friends' role is focused specifically on preservation and fund raising. Mike Dunn asks how much money the Friends have contributed to projects at the Coronado since the inception of the current RAVE Board. Craig Thomas replies that Friends have spent less than we had hoped for or anticipated. Mike Dunn asks how much the RAVE organization has spent on projects at the Coronado. Sunil Puri replies that RAVE has spent close to \$1 Million on projects at the Coronado.

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

Michael Schirger reports the Americana Series continues to generate interest. He then defers to the General Manager's report.

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

Troy Flynn reports that he did present the Wiss, Janney, Elstner Associates, Inc. report to Todd Cagnoni and the City. Craig Thomas states that they advised the City of John Phelps' recommendations. They seemed to be in agreement but wanted to talk it over internally before proceeding.

TREASURER'S REPORT

Mr. Sunil Puri, Chair

Gretchen Gilmore reports March has been a very exciting month. We did better than last March. IceHogs picked up when you compare last March to this March. The BMO had WWE, which was the highest profiting WWE event in RAVE history. Alan Jackson was a very good turnout and netted similar to Miranda Lambert's numbers from last March. We really outperformed on the budget. Sponsorships are continuing to increase. The expenses were a little worse than we budgeted because the team had 8 away games. April is turning out to most likely be better than March. We have already had some record breaking events this month. Our first playoff game was the highest profiting in the history of RAVE. We had 4 events at the Coronado that have been added that were not included in our budget. Cirque also

doubled what we had budgeted. With the positives in March and April, we will be back on track to being close to budget.

MOTION: Motion to approve March 2018 financials made by John Phelps, second by Sunil Puri. Motion passes unanimously.

GENERAL MANAGERS REPORT

Mr. Troy Flynn

IceHogs Update: Troy Flynn reports we have promoted Ulises Picon from a part time box office staff member to the Box Office Manager. Everyone welcomes Ulises Picon in the position. Troy Flynn states we have had quite a run over the past two months. If we win on Thursday, we sweep the first round series and move on to the second round. If we play on Sunday though, we will end the month with 22 events. That includes 6 shows of Cirque, Foreigner, 2 RSO shows, SOAR Awards, 3 Dog Night, Willie Nelson, Cat In The Hat, 2 Jersey Boys shows, Gaither Vocal Band, 3 Women's Conference events, 1 Regular Season game, and 2 Playoff games. We had a quick turnaround into the playoff games and the Blackhawks were very engaged to create great results. 47% of our tickets for the first game came from Rockford and 44% came from Chicago. All of the Blackhawks' media has come to us to show fans what the future of that organization looks like and we are capitalizing on it. The Chicago Wolves have been talking with us about our marketing reaching into their fans and we have not been shy about our intentions to expand our reach. During the playoffs, ticket sales are hugely important to us because our league dues get increasingly more expensive as we continue to advance. Round 1 is \$20K, Round 2 is \$30K, Round 3 is \$40K, and Round 4 is \$60K per home game that we pay to the AHL. Due to this, our ticket prices increase for each round. It appears that the Blackhawks will jump in on some expenses if we play Manitoba next round because the costs will be more to travel to Canada. If we make it to the second round, the dates we can assure ourselves are May 9 and May 11. This would give us a week to a week and half to market these games. The next marketing hurdle is if we eliminate the Chicago Wolves, we will be going full force in to the Chicago region which could upset the Wolves even further.

Marketing Update/Events Update: Troy Flynn reports that April had Cirque with 6 shows that brought us great numbers. He was a little disappointed that not one of the shows sold out but they hit their revenues and we hit our revenues. April also had 2 showings of Jersey Boys that brought us the highest gross ticket revenue ever for a Broadway show at the Coronado. Shows coming up in May include RCCA, RSO, Broadway's Cinderella, Harlem and Hononegah Graduations, Rockford Peaches, Garden Brothers Circus, GR815 Beer Festival, and the Spring Fling Radio Show. Broadway has been having good seasons the last two years and we are going to be asking for an additional show next season. Our next Americana Series event is June 1. Steven Stills and Judy Collins has been announced as well as Kenny G. Our first Friday Night Flix will be June 1 and is sponsored by the Rockford Peaches. We are going to be showing *A League Of Their Own* to tie in with what they are doing around town. We are in current discussions with having community organizations taking ownership of the Friday Night Flix to breathe new life into those events. Alice Cooper has confirmed for October. This past weekend, there was an incident in the Pioneer Parking Deck in which guests were trapped in the elevator for around an hour. Troy Flynn recognizes Julie McIntyre for her efforts on the Cirque events because she took on selling tickets for our premium seats during this event. She sold every suite and club box for each event. Chad Tuneberg reports that the parking garage duties are going out to bid. Troy Flynn states as an organization, we would prefer to

take on the parking responsibilities for our events again as it was something we did successfully in the past.

COUNSEL’S REPORT

Attorney Tim Rollins

No report at this time.

CHAIRMAN’S REPORT

Mr. Craig Thomas

Craig Thomas reports there was an accident in which a Waste Management truck impacted the walkway that connects the parking deck to the arena. The City looked at it and there were no concerns from a safety and integrity standpoint. Insurance is involved in determining what needs to be done to fix it. The promotor that was involved with putting on the last Bergstrom event has gone bankrupt and the payment to us was written within the preference period. They came to us trying to take back their 6 figure payment. SMG has involved their council without charge to us and negotiated it down to \$32,500. Craig Thomas also reports that there have been conversations with Todd Cagnoni in regards to a provision in the MOU with the City that allows the City to have 4 free/reduced expense events. The language is a little vague so now certain events have been tagged as a City event that we have been reducing fees that possibly would not be considered a City event. We are trying to start discussions to clear up the language to have more direction. Todd Cagnoni has made it clear that he should be signing off on anything to be considered a City event going forward.

OLD BUSINESS:

None at this time.

NEW BUSINESS:

None at this time.

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

ADJOURNMENT – The Authority Board adjourns at 12:54 P.M.

Respectfully Submitted,

Jollene Haney