



AUTHORITY BOARD MEETING

Date/Time: Wednesday, October 24, 2018; 12:00 p.m.

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

MINUTES

Board Members Present: John Phelps Howie Heaton
Sunil Puri Mike Schirger
Tom Walsh Craig Thomas

Board Members Absent: Marcus Hill, Sr.
Mike Dunn
Fred Wescott
Rudy Valdez

Others Present: Alderman, Frank Beach
Attorney, Tim Rollins

Staff Present: Troy Flynn; Executive Director, BMO Harris Bank Center
Lauren Hurt; Staff Accountant/RAVE Board Secretary, BMO Harris Bank Center
Jena Keith; Box Office Director, BMO Harris Bank Center
Mike Walsh; Director of Operations, BMO Harris Bank Center
Kristen O’Halloran; Booking Manager, BMO Harris Bank Center
Julie McIntyre; Purchasing/Office Manager, BMO Harris Bank Center

Chairman Craig Thomas called the meeting to order at 12:06 PM.

MINUTES – The minutes from the September 26, 2018 meeting were reviewed and approved.

MOTION: Motion to approve September 26, 2018 minutes made by Tom Walsh, second by John Phelps. Motion passes unanimously.

COMMITTEE REPORTS

- Finance Mr. Sunil Puri, Chair

John Phelps comments we are favorable to last year. We don't have an official budget we are using last year's budget with Gretchen being gone. We are off to a better start. Tom Walsh asks what the timeline is for the budget, perhaps the next Board meeting. Troy Flynn confirms to expect a budget at the next meeting.

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

Craig Thomas informs the Board that they will follow the November Board meeting schedule, for now.

- **Davis Park** **Mr. Tom Walsh, Chair**

Tom Walsh informs the Board of the Davis Park task force bringing in an outside group, Hunden Strategic Partners, to evaluate Davis Park. Craig Thomas states this evaluation will cost \$49,000 plus expenses, RAVE has been asked to pay ¼ of that, about \$15,000. Craig Thomas states he would like RAVE to participate in this study but with the understanding that RAVE will be managing the park.

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

Craig Thomas states Friends of the Coronado has presented a revised MOU and any revisions or questions should be directed to Troy Flynn or himself.

- **Governance** **Attorney Mr. Tim Rollins,**

None at this time.

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

None at this time.

- **Capital Improvement** **Mr. John Phelps, Chair**

John Phelps states Mike Walsh has refined the capital budget report. This report will be presented to the City in the next few weeks. Alderman Frank Beach states he has informed City Council that the report has been prepared and to be expecting it soon.

TREASURER'S REPORT **Mr. Sunil Puri**

Sunil Puri states we are even for the first month, July, pretty close to budget. We are \$31,000 ahead with less loss than expected. Troy Flynn informs the Board of September's numbers and states we continue to be positive. Sunil Puri states we are \$54,000 positive from actual to budget and \$49,000 positive from three month end.

MOTION: Motion to approve September and August 2018 financials made by Tom Walsh, second by Sunil Puri. Motion passes unanimously.

GENERAL MANAGERS REPORT **Mr. Troy Flynn**

IceHogs Update: Troy Flynn states ticket sales for October were soft. We typically have been a little slower in some of the events and IceHogs games. Alabama was perceived well but trended lower than other markets. IceHogs home opener went well, with five IceHogs games this month. IceHogs launched a new app that is also a sponsorship mechanism that is helping our sponsorship sales. Rocky Wirtz is expected to be out here early December for a book signing of his recently released book. Esposito is expected to come out with him. School game is next month as part of the 3 home games. IceHogs are 3-2-1 right now.

Marketing Update/Events Update: Troy Flynn states there is an external campaign with the CVB, to help push the IceHogs and will help alleviate any pushback from the Wolves, to be launched in December. October has Alabama, Who's Live Anyway, Get the Led Out, Alice Cooper and two RSO shows. Right now we have 31 programs on sale outside of IceHogs. Sebastian Maniscalco sold out his first show and a second show was added. Iliza, another comedian, is selling well and is going to be reaching a younger demographic. Disney On Ice: Frozen was announced for 7 shows. There will be an expansion of the On-Stage concept. Troy Flynn is still looking at website leads, one in particular, the ECHL has just contracted with. Troy Flynn informs the Board of issues of the sprinkler system here at the BMO. We are continuing to lose sprinkler heads and pipes so Mike Walsh is investigating introducing a nitrogen system into our system. Sunil Puri recommends looking into who upgraded the sprinkler system 10 years ago to see specifically what was updated. Troy Flynn reports that loose material was removed from the BMO and the Coronado. Troy Flynn informs the Board of the City choosing ABM in the parking bid. The City has created a parking task force that Troy Flynn is now a part of. The Board states they would like Troy to maintain his presence on the parking task force.

Corporate Sponsorships: Troy Flynn states corporate sales are up 3% from last meeting which puts us at 95% renewed, Premium inventory sales are up 2% from the last meeting as well, which is now 76%. There are no club boxes available.

COUNSEL'S REPORT – Attorney Tim Rollins

None at this time.

CHAIRMAN'S REPORT – Mr. Craig Thomas

None at this time.

CLOSED SESSION

None at this time.

OLD BUSINESS:

None at this time.

NEW BUSINESS:

Sunil Puri recommends looking into acquiring the Starlight to manage.

ADJOURNMENT – The Authority Board adjourned at 1:05 p.m.

Respectfully Submitted,

Lauren Hurt, RAVE Secretary/FOIA Officer