



AUTHORITY BOARD MEETING

Date/Time: Wednesday, January 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: Craig Thomas Tom Walsh
John Phelps Mike Dunn
Howie Heaton

Board Members Absent: Rudy Valdez Sunil Puri
Fred Wescott Marcus Hill, Sr.
Michael Schirger

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

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 12:07 P.M.

MINUTES – The minutes from the December 20, 2017 meeting were reviewed and approved.

MOTION: *Motion to approve December 20, 2017 minutes made by Mike Dunn, second by Howie Heaton. Motion passes unanimously.*

COMMITTEE REPORTS

- **Finance**

Mr. Sunil Puri, Chair

John Phelps defers to Treasurer's report.

- **Executive**

Mr. Craig Thomas, Chairman

Craig Thomas reports incidents happening in the parking decks that he and Troy Flynn have been discussing with the City and ABM to make sure they are aware and are looking at ways to ensure they don't continue to occur. They have been receptive at this point. Troy Flynn reports he had a good conversation with the City yesterday in regards to traffic control and ABM staffing for the sold out Jeff Dunham show. Craig Thomas also reports that we are continuing to have challenges with the IceHogs tickets sales and we continue discussing measures to address that.

- **Davis Park**

Mr. Craig Thomas, Chairman

Tom Walsh reports the construction has begun on the Gorman Project which will open up talks for the opportunities of Davis Park. Troy Flynn reports there are a few local events that he will be contacting the City and Gorman about in regards to the use of Davis Park.

- **Coronado**

Mr. Craig Thomas, Chairman

Craig Thomas reports there was an issue a couple of weeks ago with a sprinkler head going bad. Mike Walsh and Troy Flynn were able to respond quickly to contain the damage. Troy Flynn states that there was minimal damage and it has been airing out. They re-pressurized the system and fixed it that night. It appears the cold weather caused the leak because it wasn't insulated enough. Beth Howard reports the All City Music Festival night is coming up on January 29 & 30. The Reach For The Stars performance will be February 8.

- **Program Advisory Group**

Mr. Michael Schirger, Chair

Craig Thomas defers to General Manager's Report.

- **Capital Improvement**

Mr. John Phelps, Vice Chairman

John Phelps reports DCEO has released our remaining grant funds of around \$400K. Over the next month or so we are going to be revisiting what our original objectives were a few years ago and come back with recommendations. If there is a change in programming, we have to get DCEO approval. There has been a draft of the Capital Improvement Plan put together. He would like to review it over the next couple of weeks and then run it by the Finance Committee before bringing it to the Board.

TREASURER'S REPORT

Mr. Sunil Puri, Chair

Gretchen Gilmore reports this December compared to last December, there is a significant short fall because last year Coronado had Paw Patrol, Straight No Chaser, Temptations, Holiday Pops and a rental. The IceHogs' averages decreased. We also have a shortfall with our budget. Year-To-Date the IceHogs are contributing to 72% of us not meeting budget. The low attendance affects all of the ancillaries. The sponsorships continue to increase every month so hopefully those will continue next year. The expenses are not too far out of line but we are still analyzing any variances. January is still going to come up a little short but after that we are going to see some improvements. Gretchen Gilmore explains that the first

half of the year we had more events budgeted than we were able to lock in at the Coronado, however; the second half we have locked in more events than we budgeted. This should make up for the Coronado being behind budget currently. Craig Thomas requests that we look into resident companies having more events in the fall if our non-resident shows are going to be heavier in the spring. Troy Flynn reports we typically see the Coronado ramp up after January 1 every year. Howie Heaton asks if we anticipate making up the deficit in the next few months. Troy Flynn responds that he is confident that the current holds will bring the Coronado out of the budget deficit and will clear up some of the IceHogs deficit as well. The concern right now is pushing the market threshold beyond capacity. All of the suites and boxes that we sell are direct revenue for us and we are currently pushing to sell those out for all BMO events. We currently have a lot of programming coming through and Kristen O'Halloran is still actively booking more.

Chad Tuneberg is wondering with the trend of our merchandise and concessions typically staying the same or increasing but our ticket sales decreasing, are we looking at individuals still attending the games being more with discretionary income. Gretchen Gilmore will bring a per cap report to the next meeting. It appears that we are missing out on the customers that come to occasional games and spend more. This follows the trend of the walk-ups not being as strong.

Mike Dunn states that he has not seen as many commercials on television this season. Troy Flynn states that there will be more coming soon with the Olympics. Troy Flynn also states that we have been taking a more digital media approach but we are still in the paper and on television. The Blackhawks have reviewed a lot of our marketing reports and tell us that our efforts appear to be reasonable.

MOTION: Motion to approve December 2017 financials made by Tom Walsh, second by Mike Dunn. Motion passes unanimously.

MOTION: Motion to approve Sikich Audit for Fiscal Year 2017 made by Howie Heaton, second by John Phelps. Motion passes unanimously.

GENERAL MANAGERS REPORT

Mr. Troy Flynn

IceHogs Update: Troy Flynn reports, this weekend, he is flying out to Utica for AHL meetings. His main goals are to discuss scheduling and approach for next season and engage the Wolves about efforts to share the market. We have a marketing layout for Rockford, a cooperative relationship with RACVB, as well as an independent approach for the Madison and Chicago regions. We are focusing these efforts on next season at this point. We had staff at the United Center during the UW/Notre Dame game. This Friday we have Pink in the Rink and then there are 12 games left in the regular season. It does appear that we will be in the playoffs. The 18-19 season has been outlined and circulated. We are going to be doing some changes next season. We are looking at sponsorship packages and season ticket holder packages to see what we can add on. Our relationship with the Blackhawks has flourished recently. February 2, the Blackhawks owner and front office staff will be here for a game.

Marketing Update/Events Update: Troy Flynn reports we have 88K tickets currently sold in the market outside of the IceHogs. The Coronado was recently ranked in Pollstar's "Top 200 Theaters in the World" and is based on your ticket sales not including resident companies. Last year was the strongest ticket selling year in recorded history for the Coronado and we are trending the same way this year. We have launched the self-promoted series starting with Ryley Walker. The audience is on the stage facing the

seats with the artists back to the seats. Show announcements include Bubble Guppies, Ryley Walker, Three Dog Night, Willie Nelson, Jersey Boys, and a comedian that will announce soon for March. January included Elvis, RSO, Jay Owenhouse, All City Musical and 6 IceHogs games. REO Speedwagon has postponed their performance due to illness and will be rescheduled for September 30. Shows to watch include Justin Moore, Alan Jackson, Cirque series, and WWE. Troy Flynn thinks WWE will be a good seller because it has been announced that John Cena will be on our card. We are working on a Rock Show for May or June. Jeff Dunham is sold out with 7,300 tickets sold. Corporate is looking to come out in a trip during early February. The boilers have been replaced at the Coronado. We are waiting for the final installation of the roof at the BMO.

COUNSEL’S REPORT

Attorney Tim Rollins

No report at this time.

CHAIRMAN’S REPORT

Mr. Craig Thomas

Craig Thomas reports he and Troy Flynn are in the process of setting up a meeting with the Executive Directors of the resident companies to keep communications open.

OLD BUSINESS:

None at this time.

NEW BUSINESS:

Craig Thomas states that he and Tim Rollins had a discussion in regards to the Sexual Harassment Policy Laws and have agreed that RAVE should adopt a policy since they are an official part of the City. Tim Rollins states that all units of local government must adopt a sexual harassment policy. All SMG employees will fall under the SMG policy, however; the law requires that we as an organization adopt our own. John Phelps read the policy.

MOTION: Howie Heaton made a motion to adopt the Sexual Harassment Policy; seconded by Tom Walsh. The motion passes unanimously and Craig Thomas signs the policy.

Jollene Haney reports she has submitted the members’ information for the Statement of Economic Interest and they should be receiving the paperwork in the mail in March.

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

ADJOURNMENT – The Authority Board adjourns at 1:00 P.M.

Respectfully Submitted,

Jollene Haney