



AUTHORITY BOARD MEETING

Date/Time: Wednesday, May 22, 2019; 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 Howie Heaton
Mike Dunn Tom Walsh
Martesha Brown Michael Schirger
John Butitta

Board Members Absent: John Phelps Sunil Puri
Rudy Valdez

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

Guests: Isaac Guerrero; Local Editor, Rockford Register Star
Todd Cagnoni; City Administrator, City of Rockford
Mark Stockman; Director of Public Works, City of Rockford
Jeremy Carter; Traffic Engineer, City of Rockford
Tim Hinkens; City Engineer, City of Rockford

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

Chairman Craig Thomas called the meeting to order at 12:00 PM.

MINUTES – The minutes from the April 24, 2019 meeting were reviewed and approved.

MOTION: *Motion to approve April 24, 2019 minutes made by Tom Walsh, second by Mike Dunn. Motion passes unanimously.*

COMMITTEE REPORTS

- Finance Mr. Sunil Puri, Chair

Defers to treasurer’s report.

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

None at this time.

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

Craig Thomas informs the Board of plans in place by the CVB and the City to have non-ticketed events over the course of the summer. Todd Cagnoni states the Davis Park task force would like the City and the CVB to try reintroducing Davis Park to the city and hopefully reactivate the park. Todd Cagnoni states a few ideas the CVB has come up with such as small ticketed events in the range of 500-800 people and free events. This is not to directly compete with RAVE and not to interfere with the current partners or contracts. Craig Thomas states his concerns with this deal is IATSE and the contract RAVE has with them, and the ticketed events that could violate the agreement with Ticketmaster. Troy Flynn states some of his concern is with the ticketed events directly competing with RAVE. Howie Heaton and Mike Dunn ask for open communication between the CVB and the RAVE staff with planning and calendars being sent out so these events at Davis Park don't interfere with concerts or events being held by RAVE. Craig Thomas states he does not recommend the Board to sign a 90 day unilateral right to terminate the contract to manage the park but he is in agreement with what has been presented by the City and the CVB to program at the park for the summer. Craig Thomas states this could be an opportunity to see what the park is capable of and states RAVE is the most capable to manage Davis Park over any other organization. Craig Thomas states he believes the agreements with IATSE and sponsorships can be worked through to avoid any issues.

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

Craig Thomas informs the Board on conversations with Friends regarding Reach for The Stars for next year. There will be no ticketed events with two performances; one performance for the fourth graders and second performance the night before for private schools. The MOU is still in the hands of Friends and it was communicated to Craig Thomas that RAVE should have Friends comments on the MOU by next month.

- **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**

TREASURER'S REPORT

Mr. Sunil Puri, Treasurer

Craig Thomas states he would like to defer the approval of February and April financials until Gretchen Gilmore, John Phelps or Sunil Puri are present.

GENERAL MANAGERS REPORT

Mr. Troy Flynn, Executive Director

IceHogs Update: Troy Flynn states the IceHogs finished their regular season this month. Ticket sales are down for the year with a few factors including turn-around in sales staff at the beginning of the season. Ticket sales are similar to last year's numbers for regular tickets. The post-governors marketing meetings proved the teams

body count was down compared to previous years but compared to other teams we are within range. Troy Flynn is going to recommend to SMG that we add sales positions.

Marketing Update/Events Update: Troy Flynn states the marketing initiatives came back that we spend less than average in the league. Other AHL teams are getting rid of trade which we will not do because we have a different media than other markets do. Martesha Brown asks for the percentage of local zip codes that buy tickets. Troy Flynn states 37% is the Rockford area with 10-11% coming from Wisconsin. Martesha Brown asks for a breakdown of the allocation of marketing dollars to target that 37% and the return on investment. Troy Flynn states digital marketing is what is mainly used. Troy Flynn informs the Board of sponsorship opportunities at the Coronado. Park Whiz has asked to access our ticketing system and after a return on investment evaluation, Troy does not recommend it and is going to offer a sponsorship instead. Stroll on State has been evaluated for making the BMO a warming center with other activities to be held inside the facility as a rental agreement rather than just opening the building.

Corporate Sponsorships: Full and half season renewed is at 82% which is 8th in the AHL, and full and half season new is at 91% which is 10th in the AHL.

COUNSEL’S REPORT – Attorney Tim Rollins

None at this time.

CHAIRMAN’S REPORT – Mr. Craig Thomas

Craig Thomas informs the Board that the City received an unsolicited email from Pat Salvi with a proposition to buy the team and Craig responded that RAVE was not interested. Craig Thomas also informs the Board that he spoke with John McDonough and Al MacIsaac, with the Blackhawks, who state they have not met anyone from the new administration and have a meeting set up to meet in early June. Craig Thomas also informs the Board that he and Sunil Puri have a meeting set up with SMG representatives.

CLOSED SESSION

None at this time.

OLD BUSINESS:

None at this time.

NEW BUSINESS:

Craig Thomas introduces a few employees from the public works department and Todd Cagnoni of the City of Rockford. Craig Thomas states City Council has moved forward in the next step with converting N. Main Street and Church Street to a two way. Todd Cagnoni states City Council has approved an engineering permit related to a one way conversion of N Main Street between Park Street and Whitman Street Bridge. The ultimate goal is to convert the state route on Church Street and N Main Street to a city street and make both a two-way street. The Board voices their concerns with the public works engineers. Craig Thomas reiterates the Board's concerns of getting patrons in and out and the loading zone that is used on event days.

ADJOURNMENT – The Authority Board adjourned at 1:11 P.M.

Respectfully Submitted,

Lauren Hurt, RAVE Secretary/FOIA Officer