



AUTHORITY BOARD MEETING

Date/Time: Wednesday, September 25, 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 Michael Schirger
Mike Dunn John Phelps
Martesha Brown Rudy Valdez

Board Members Absent: Sunil Puri John Butitta
Tom Walsh Howie Heaton

Others Present: Alderman, Frank Beach
Alderman, Chad Tuneberg

Guests: Isaac Guerrero; Local Editor, Rockford Register Star

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
Gretchen Gilmore; Director of Finance, BMO Harris Bank Center
Jena Keith; Director of Ticketing Services, BMO Harris Bank Center

Chairman Craig Thomas called the meeting to order at 12:04 PM.

MINUTES – The minutes from the August 28, 2019 meeting were reviewed and approved.

MOTION: *Motion to approve August 28, 2019 minutes made by Rudy Valdez, second by Mike Dunn. Motion passes unanimously.*

COMMITTEE REPORTS

- **Finance** **Mr. Sunil Puri, Chair**
None at this time.
- **Executive** **Mr. Craig Thomas, Chair**
Defers to the Chairman’s report.

- **Davis Park** **Mr. Tom Walsh, Chair**
None at this time.
- **Coronado** **Mr. Craig Thomas, Chair**
None at this time.
- **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**

Gretchen Gilmore states that she and Troy Flynn will be meeting with the Regional Planning Council to explore capital improvement grants.

TREASURER’S REPORT

Mr. Sunil Puri, Treasurer

John Phelps defers to Gretchen Gilmore. Gretchen Gilmore states when you compare August 2018 to August 2019 we are down. Last August we had Seinfeld but there weren’t any touring acts this year. Year-to-date we are still ahead because of Rob Zombie and Marilyn Manson in July. Looking at September we will probably have a dip on our year-to-year results because last year we had REO Speedwagon. October is heavily programmed. The budget is still being reviewed by SMG and Craig Thomas. Hopefully, next month we will have a budget to present. Craig Thomas provides an update on the matter of the budget with SMG.

MOTION: Motion to approve August 2019 financials made by Michael Schirger, second by Rudy Valdez. Motion passes unanimously.

GENERAL MANAGERS REPORT

Mr. Troy Flynn, Executive Director

IceHogs Update: Troy Flynn states a sponsorship package for the Coronado is out for signature to a group. Troy Flynn presents the letter RAVE has sent to the City regarding the Casino and the concerns and requests RAVE has. Troy Flynn informs the Board that there is also a parking letter that was sent to the City to increase parking for certain events to provide additional revenue for the promoter. Martesha Brown asks for clarification with regard to the casino letter.

Marketing Update/Events Update: Martesha Brown and Craig Thomas encourage board members to promote the Table Tennis event. Troy Flynn states the Blackhawks vs the Boston Bruins game will be aired at the BMO during the season ticket holder pick up party on September, 28, 2019. Troy Flynn states we are looking for a marketing director and have another sales position open. Troy Flynn states we currently have 41 touring events and 38 IceHogs events booked. The Windy City Bulls have asked to book a double header now so we will have more NBA G league games. Troy Flynn updates the board that Fred VanVleet has signed a contract for the sponsorship of the basketball court. Troy Flynn informs the Board that the Fire department has asked to use the IceHogs logo on the side of their trucks so we are working with them on the graphics.

Corporate Sponsorships: Troy Flynn states new full season sales are up and compare to the average AHL sales.

COUNSEL'S REPORT – Attorney Tim Rollins

None at this time.

CHAIRMAN'S REPORT – Mr. Craig Thomas

Craig Thomas states that he has had some follow up discussions with the Blackhawks and Mark Bernard. Craig Thomas informs the Board that there was a meeting in Chicago between Tony Cima, Doug Thornton and Blackhawks management at the Blackhawks request. Craig Thomas states that on Monday evening, prior to the meeting, he met with Tony Cima, Thierry Gray and Doug Thornton and covered many topics regarding operational activity and the changes they would like to make. Craig Thomas states that he made clear to them that we are not seeing the amount of shows promised at the engagement of the contract. Craig Thomas provides an update on the Baby Shark show regarding the guarantee that was asked of us. It was decided that the \$20,000 guarantee will not be needed to have the show. Craig Thomas discusses the need for the SMG incentive fee to be more aligned with RAVE's performance and he advised Doug Thornton that he would expect it to be renegotiated if RAVE were to extend the SMG contract. Craig Thomas informs the Board that Doug walked around the BMO and did a capital improvement analysis to determine what could be improved and recommended SMG has an architect come in and look at some improvements. Overall Craig Thomas feels the meeting was productive. Craig Thomas states SMG's corporate policy is that we cannot have commission on IceHogs sales and he has asked them to go back and look at that again because some laws may have changed with the new administration.

CLOSED SESSION

MOTION: Motion to go into closed session made by John Phelps, motion passes unanimously.

Closed session began at 12:58 pm.

Craig Thomas states there is no action to be taken at this time so there will not be a vote needed outside of closed session.

Open session resumes at 1:10 pm.

OLD BUSINESS:

None at this time.

NEW BUSINESS:

None at this time.

ADJOURNMENT – The Authority Board adjourned at 1:12 P.M.

Respectfully Submitted,

Lauren Hurt, RAVE Secretary/FOIA Officer