

Craig Thomas defers to the Chairman's Report.

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

Craig Thomas states Friday Night Flix may be handed over to the RACVB, pending City approval, because it has become too much of a financial burden to our organization.

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

Craig Thomas states there is not a status update on the MOU with it still in review by Friends of the Coronado. Craig Thomas states there is a Cirque show that Friends is stating is a City free day for the REACH program, and this show would coincide with 2 Cirque shows that we have planned within a 4 ½ half month span.

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

None at this time.

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

None at this time.

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

None at this time.

TREASURER'S REPORT

Mr. John Phelps, Treasurer

Gretchen Gilmore presents January's financials. Expenses were higher this January compared to last year, mainly due to league dues because we had more games. We missed the budget for the month by about \$56,000. February is predicted to do a lot better. Year-to-date, we're over \$250,000 better than last year which is mainly due to the BMO and the IceHogs. The Coronado is doing better than last year with last year being our most profitable year at the Coronado. Gretchen Gilmore states there is a five-year City Subsidy projection attached for the Board's review. This is to give the Board a better idea of what kind of Subsidy we will need with the minimum wage increase, possible entertainment tax increase, and the casino. This projection is just for operational sustainment and does not include any capital improvements. Alderman Frank Beach asks for the projection to be made available to the City for review sooner than later.

MOTION: Motion to approve January 2020 financials made by Michael Schirger, second by Howie Heaton. Motion passes unanimously.

GENERAL MANAGERS REPORT

Mr. Troy Flynn, Executive Director

IceHogs Update: Troy Flynn states the IceHogs are currently 5th in the league. There will be a game that pays tribute to the Cardinal Wagon Wheel hockey team in March. We are looking to get a former player to attend and possibly do one last run on the ice. We had the largest group ever attend this year, Blunt Industrial, that we are hoping to get back next year. In a 31-game comparable we are up \$35,000 on single-game tickets, walk-up tickets. There is a waiting list for the glass, which is new for us. Club Lounge is about 90% sold. There is one meeting left with the sales consultant that was brought on to train the sales staff. There is a new AHL president. The Golden Knights purchased the San Antonio franchise. The estimated purchase price was

between \$10 and \$12 million. This team will be relocated to Nevada. This leaves St. Louis and Chicago Wolves without an affiliate.

Marketing Update/Events Update: Troy Flynn presents an idea to take the MercyHealth lounge at the BMO and use it as a space to have more mainstream events. Troy Flynn states this idea is meant to give us some revenue during the summer to help pay the bills, not necessarily to be a revenue driver. Troy Flynn asks to use funds from the marketing pool to secure artists and asks for advice from the Board. The Board gives Troy the ok to move forward with his concept. Troy Flynn states that next year is the 40th anniversary of the BMO and there was a call with a promoter who is interested in doing a possible concert. Troy Flynn states we are in need of a marketing coordinator and are also picking up a maintenance technician.

Corporate Sponsorships: None at this time.

COUNSEL'S REPORT – Attorney, Tim Rollins

None at this time.

CHAIRMAN'S REPORT – Mr. Craig Thomas

Craig Thomas states there was a meeting with upper management of the Blackhawks and the Mayor and Todd Cagnoni. This was meant to serve as a conversation starter in preparation for the renewal of the affiliation contract next year. Craig Thomas is hopeful that by this summer there will be a more substantive conversation. The Blackhawks have asked that we get together on the capital improvements, the ROI on what we can do to make money off the facility but the one the Blackhawks are concerned about is updating the building to provide a better experience. The main issue that came up was the parking experience. The experience begins when you get downtown, and although the box office could use improvements, the parking experience is the most concerning. Craig Thomas states that he feels the Blackhawks are interested in continuing the affiliation but would like to see some of these improvements.

CLOSED SESSION

None at this time.

OLD BUSINESS:

None at this time.

NEW BUSINESS:

None at this time.

ADJOURNMENT – Motion to adjourn made by Howie Heaton, second by Mike Dunn. Motion passes unanimously. The Authority Board adjourned at 12:49 P.M.

Respectfully Submitted,

Lauren Hurt, RAVE Secretary/FOIA Officer