



AUTHORITY BOARD MEETING

Date/Time: Wednesday, July 24, 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 John Phelps
Sunil Puri Rudy Valdez

Board Members Absent: None

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

Guests: None

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
Ulises Picon; Box Office Manager, BMO Harris Bank Center

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

MINUTES – The minutes from the May 22, 2019 meeting were reviewed and approved.

MOTION: *Motion to approve May 22, 2019 minutes made by Rudy Valdez, second by Martesha Brown. Motion passes unanimously.*

COMMITTEE REPORTS

- **Finance** **Mr. Sunil Puri, Chair**

Defers to treasurer's report.

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

Craig Thomas defers to the chairman's report.

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

Tom Walsh reminds the board of events that are taking place at Davis Park over the next few months. There is discussion of how the task force will continue and an expectation that SMG will be involved in ticketed events. Craig Thomas states that he has asked the City to keep in mind that RAVE is best equipped to handle any promoter ticketed events. Craig Thomas informs the Board that there is talk of investing \$18.4 million into Davis Park and he recommends not investing this much money into the park, at this time.

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

Craig Thomas defers to chairman's report.

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

None at this time.

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

Troy Flynn defers to his general manager's report.

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

Gretchen Gilmore states the grant modification was extended to June 30 of next year for at least \$300,000. Sunil Puri asks if we have any further direction from the state on the capital improvement budget for the year and what we might be able to receive from Illinois Arts Council component of the \$150 million. Sunil Puri asks for this grant to be secured for the two buildings.

TREASURER'S REPORT

Mr. Sunil Puri, Treasurer

Gretchen Gilmore states the February 2019 financials had already been reviewed and were not voted upon by the board at the last meeting.

MOTION: Motion to approve February 2019 financials made by Rudy Valdez, second by Sunil Puri. Motion passes unanimously.

Gretchen Gilmore states April was a good month budget wise, although the prior year comparison saw a decline due to Cirque de Soleil in the prior year. May's financials saw a deficit of \$915,000, June was forecasted at \$921,000 and the actual deficit was \$955,000. Gretchen Gilmore states we have taken a significant loss since last year. In an analysis the IceHogs contributed 55% and lack of programming at the BMO was about 45% of the loss in revenue. There is no anticipation for this next year to be the same with new

programs coming in. Sunil Puri states we went from a projection of \$600,000 loss to a final \$955,000 loss. Sunil Puri states we have a structural problem and the City needs to be aware that we may need an increase in subsidy due to economic changes in the area. Mike Dunn asks what the attendance was for the 17-18 IceHogs season. Gretchen Gilmore states 175,000. Mike Dunn asks for the attendance for this past IceHogs season. Troy Flynn responds 135,000. Mike Dunn states our focus needs to be on regaining those 45,000 patrons. Mike Dunn asks if we feel there is enough support from our parent affiliate team and the benefits we should be expecting from that relationship. Craig Thomas asks for a list of the assets other non NHL AHL affiliates are receiving. Craig Thomas would like to see the top 3 things the Blackhawks can do for us to reasonably assist us in selling tickets.

FOOTNOTE: Drop count attendance (patrons physically in the building) for IceHogs has decreased about 38,000 from the 2015-2016 season. The numbers discussed at the board meeting on July 24 were reflective of distributed attendance, which is reported to the AHL.

MOTION: Motion to approve April 2019 financials made by Sunil Puri, second by Rudy Valdez. Motion passes unanimously.

MOTION: Motion to approve May 2019 financials made by Sunil Puri, second by Howie Heaton. Motion passes unanimously.

MOTION: Motion to approve June 2019 financials made by Sunil Puri, second by Mike Dunn. Motion passes unanimously.

GENERAL MANAGERS REPORT

Mr. Troy Flynn, Executive Director

IceHogs Update: Troy Flynn states that at the AHL meetings this month there were two expansion teams discussed, one being Seattle. There was also discussion on merging the schedules of the west coast teams, who play 68 games a season, and the east coast teams, who play 76 games a season. It is believed that this merger will more than likely happen and it would include a reduction in home games, possibly weekend games. There will be a game during Stroll on State this year.

Marketing Update/Events Update: Troy Flynn states out of the conferences he and Kristen have attended in the last month have generated good feedback for events. Troy Flynn reports that there is a reputation issue of Rockford with some of the promoters and it was important that the marketing documents they took represented Rockford in its current state. Craig Thomas asks Martesha Brown if the CVB can help to share the story of Rockford to better represent the City. Troy Flynn reports that we are getting a new website; Coronado, BMO and the IceHogs. The OnStage series is getting a reboot. Troy Flynn states we are getting new sponsorships and that is going to involve the renovation of the basketball court. This renovation is in hopes to bring in basketball tournaments and possibly high school state playoff games. Troy Flynn states a few events announced are Joe Bonamassa, John Crist, Third Eye Blind, Toby Mac, a Cheerleading event in November, Avant, John Brickman Christmas, and Louis C.K. Troy Flynn states the City will be coming out to our August 28, 2019 meeting to give an update on the 2-way conversion. Troy Flynn informs the board we are looking at a \$4.2 million package to repair the concrete at the BMO and the Coronado. The AC3 Grant and a grant the City has applied for, which we are waiting to find out what we will receive from that, will contribute to the cost of these repairs.

Corporate Sponsorships: Troy Flynn states full and half are 86% renewed, we are 8th in the league and full and half new puts us at 10th in the league. We do have a few suites we need to sell. Troy Flynn reports we have had Toyota fall off as a sponsor.

COUNSEL’S REPORT – Attorney Tim Rollins

None at this time.

CHAIRMAN’S REPORT – Mr. Craig Thomas

Craig Thomas informs the board that he and Sunil Puri met with Tony Cima and Thierry Gray from SMG corporate and they are gathering an analysis on some restructuring. The Blackhawks meeting that was supposed to occur in June is now rescheduled until August. Craig Thomas informs the board that he is going to meet with the City and express concerns regarding the casino. Craig Thomas states that the Friends of the Coronado have sent back the MOU and they did not accept the boards revised MOU and he has asked them to go back and look at it again.

CLOSED SESSION

None at this time.

OLD BUSINESS:

None at this time.

NEW BUSINESS:

None at this time.

ADJOURNMENT – The Authority Board adjourned at 1:18 P.M.

Respectfully Submitted,

Lauren Hurt, RAVE Secretary/FOIA Officer