



AUTHORITY BOARD MEETING

Date/Time: Wednesday, October 23, 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
Tom Walsh Howie Heaton

Board Members Absent: Sunil Puri

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

Guests: Isaac Guerrero; Local Editor, Rockford Register Star
Mel Champion; Rockford Citizen
Rev. Dr. Matthew Johnson; Local reverend, The Unitarian Universalist Church
Bob Babcock; Rockford Citizen

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
Jim Lawson; Manager of Guest and Security Services, BMO Harris Bank Center

Chairman Craig Thomas called the meeting to order at 11:59 AM.

MINUTES – The minutes from the September 25, 2019 meeting were reviewed and approved.

MOTION: Motion to approve September 25, 2019 minutes made by Rudy Valdez, second by John Phelps. Motion passes unanimously.

COMMITTEE REPORTS

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

John Phelps defers to the Treasurer’s report.
- **Executive** **Mr. Craig Thomas, Chair**

Craig Thomas 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**

Michael Schirger defers to the General Manager’s report.
- **Capital Improvement** **Mr. John Phelps, Chair**

Craig Thomas informs the board of a meeting that occurred with the Mayor, Todd Cagnoni, John Phelps, Carrie Hagerty, and other RAVE and City staff to review the capital improvement plan. The meeting was held in preparation for the meeting with the Chicago Blackhawks. Mike Dunn asks when RAVE should expect the capital improvement funds. Craig Thomas states they are hoping the money would be available next year which gives City Council the opportunity to review the improvements and funds needed. Alderman Frank Beach states that the City budget has been presented and is going to be voted on soon and there isn’t any information in that budget regarding this capital improvement cost. John Phelps states that the City is aware of the immediate needs at the BMO and the Coronado and is hopeful this will be resolved when spring rolls around.

TREASURER’S REPORT

Mr. Sunil Puri, Treasurer

John Phelps defers to Gretchen Gilmore. Gretchen Gilmore states September year-to-date we are still ahead because of Twins of Evil. Month-to-month we are behind because of the sold out REO Speedwagon show last year. We are trending better than last year.

MOTION: Motion to approve September 2019 financials made by Howie Heaton, second by Rudy Valdez. Motion passes unanimously.

Gretchen Gilmore presents the fiscal year 2020 budget. The event income has increased significantly with 50% of the increase related to programming at the BMO. There are several large show holds in the budget that we are hoping to confirm. The IceHogs have been tasked with a 10% increase in ticket revenue. Martesha Brown asks why we would increase ticket sales if we continue to see sales go down. Gretchen Gilmore states that we have adjusted marketing, added a few positions, and changed strategies to indicate an increase. Craig Thomas states after some analysis with SMG and finance we seem to have reduced our spending and this seems to be

hurting us because we were understaffed compared to other hockey teams. The expenses have a Director of Marketing budgeted as well as another Ticket Coordinator. The Marketing Director will help to bring more revenue generating ideas for the IceHogs and event side. Gretchen Gilmore states other expenses increasing are the affiliation fees, insurance due to recent insurance claims filed, and Troy's promoter travel.

MOTION: Motion to approve Fiscal Year 2020 Budget made by Rudy Valdez, second by Howie Heaton. Motion passes unanimously.

GENERAL MANAGERS REPORT

Mr. Troy Flynn, Executive Director

IceHogs Update: Troy Flynn states there will be follow up discussions with the City with regards to the Casino once everything is finalized with the state. The team record is 2-3 being 7th in the central division. The team will be back in to play on October 30. Tickets are a little behind year to date. The home opener was the highest we've had in the last four years in revenue and attendance.

Marketing Update/Events Update: The Marketing Director position is being narrowed down with the hopes to fill that position in the next month. The digital campaigns and television advertising are focused on the November games. Troy Flynn had a meeting to test out an ice level standing room opportunity. Details to come. BMO Harris Bank has purchased some tickets to the basketball game because of their investment in the arena as well the Chicago Bulls. Troy Flynn states we have hired a company to write grant applications for RAVE on an hourly basis.

Corporate Sponsorships: Mike Dunn asks for the sponsorship dollars from last year compared to this year.

COUNSEL'S REPORT – Attorney Tim Rollins

None at this time.

CHAIRMAN'S REPORT – Mr. Craig Thomas

Craig Thomas states the Chicago Blackhawks requested a meeting with SMG, RAVE, and the City of Rockford. This meeting was meant to solidify the relationship with each party involved. This meeting helped the Blackhawks feel the sense of urgency and importance from each party regarding building improvements, ticket sales, etc.

CLOSED SESSION

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

Closed session began at 1:25 pm.

Open session resumes at 1:25 pm.

OLD BUSINESS:

None at this time.

NEW BUSINESS:

Craig Thomas allows three individuals about two minutes each to speak to the Board. Matthew Johnson speaks to the Board and raises the concerns he and his colleagues have regarding the Louis CK show that is being brought to the Coronado Performing Arts Center and asks the Board to vote to cancel the show. Mel Champion gives her concerns

regarding the Louis CK show and is concerned for the impact the show will have on the community and the message this is sending to the City regarding domestic abuse. Bob Babcock asks the Board to cancel the show and acknowledge the message it sends to the community. Rudy Valdez makes a motion to cancel the show. Tim Rollins informs the board that there cannot be a motion made because it was not put on the agenda to vote and it would violate the open meetings act. Craig Thomas reminds the board that while we can have a discussion regarding the programming, our contract with SMG gives them authority to book. Craig Thomas states that we do not need a vote to direct Troy Flynn to request that SMG cancel the show if that is what the board directs him to do. Martesha Brown voices her concerns with the Louis CK show and would like to have been better prepared to respond to the inquiries she was receiving. Craig Thomas states that SMG does not vet the background of performers or shows when programming. Craig Thomas states, despite his abhorrence to the show he would be against requesting SMG to cancel the show because in addition to the financial liability, RAVE does not have a policy or contractual provisions in the SMG contract that deals with the background of the performers. Craig will request that if the board is considering requesting SMG to cancel the show that the board should adopt a policy as to how RAVE will handle vetting performers before booking shows. Martesha Brown asks what revenue the show has brought in. Troy Flynn responds \$100,000, 80%, has been sold and he has received four phone calls to cancel the show.

ADJOURNMENT – The Authority Board adjourned at 1:26 P.M.

Respectfully Submitted,

Lauren Hurt, RAVE Secretary/FOIA Officer