



PEORIA CIVIC CENTER®

PEORIA CIVIC CENTER AUTHORITY
Minutes of March 28, 2019
Meeting FY19 No. 7

Chairman DiGiallonardo called the regular meeting of the Peoria Civic Center Authority to order at 4:00 p.m., Thursday, March 28, 2019 at the Peoria Civic Center in Meeting Room 401.

VOTING AUTHORITY MEMBERS PRESENT:

Commissioner Matthew Bartolo
Commissioner Greer-Batton
Commissioner Robert Manning
Commissioner Pratima Gandhi
Commissioner Henry Vicary

VOTING AUTHORITY MEMBERS ABSENT:

Commissioner Joseph Dalfonso
Chairman Paul DiGiallonardo

NON-VOTING AUTHORITY MEMBERS PRESENT:

Commissioner Sid Ruckriegel
Commissioner Laith AlKhafaji

NON-VOTING AUTHORITY MEMBERS ABSENT:

Commissioner Sylvia Hasinger
Commissioner Don Welch

SMG/PCC STAFF PRESENT:

Danette Snopek, Director of Finance
Will Kenney, Director of Operations
Sarah Luthy, Director of Food & Beverage
Jess McMullin, Director of Sales & Marketing
Adam Smith, Director of Booking

OTHERS IN ATTENDANCE:

Dave Stuckel, PCCA Legal Counsel

Chairman DiGiallonnardo absent, Vice Chairman Bartolo called the meeting to order at 4:00 pm. He requested that a roll call be taken. Quorum present.

Vice Chairman Bartolo welcomed Henry C. Vicary to the PCCA board.

Vice Chairman Bartolo requested a motion to approve the minutes of the February 27, 2019 PCCA meeting minutes.

Motion to Approve Meeting Minutes of February 27, 2019 Meeting:

Moved: Commissioner Greer-Batton. Seconded: Commissioner Manning. Passed unanimously by voice vote.

General Manager Report:

General Manager Rik Edgar was absent; Vice Chairman Bartolo turned the floor over to Jess McMullin who reported that February was another record breaking month with Blake Shelton breaking the country music record in the arena and John Mellencamp in the theater. In Business Development we have exceeded budget by \$30,000 YTD.

Food & Beverage Report:

Director of Food and Beverage Sarah Luthy introduced a new product that will be sold through concessions. Chocolate Chip Cookie dough, it will be sold along with ice cream. It has proven to be very successful for all age groups.

Facility and Operations Report:

Director of Operations Will Kenney reported that natural gas usage was above average from last year due to the facility being busier and extreme cold weather. Electrical was below average from last year. Maintenance completed 110 work orders and preventive maintenance work orders. Operations changed over the arena twelve times, from hockey to basketball to concerts, there were zero employee accidents.

Marketing Report:

Director of Booking Adam Smith reported that in ticketed events, we announced, Tony Bennett, Brandi Carlile, Alice Cooper and Alice in Chains. Get the Led Out returned for its fifth year in a row and did extremely well. Customer service scores for February were at or above the SMG average.

Convention Center Sales Report:

Director of Sales Jess McMullin reported that the sales team for the month of February acquired fifty-six leads, wrote twenty-two proposals, and executed thirteen signed contracts. In February we hosted the Midwest Truck and Trailer Show, along the Recreational Vehicle Show. ILMEA has extended their contract for the next five years. Other contracts that were extended are: IL Fire Chiefs, Skyward User Group and Central IL Home Show until 2024. The Recreational Vehicle Show and Central IL Auto Show have extended their contracts till 2023.

Sales and Marketing Committee:

Commissioner Dalfonso was absent; Vice Chairman Bartolo turned the floor over to Jess McMullin who reported that the committee had not met due to scheduling difficulties. She announced that five customer surveys were returned for the month of February with an average of 9.5, bringing our YTD average to 9.4.

Capital Committee:

Vice Chairman Bartolo reported that the committee had met. A proposal for Theater LED Performance Lighting Project be awarded to Advanced Audio and Lighting in the amount of and not to exceed \$104,362.79. The Capital Committee reviewed and recommends that the PCCA board moves forward with this project.

Motion to approve the recommendation for \$104,362.79 to Advanced Audio and Lighting

Motion was made by Commissioner Manning. Seconded by Commissioner Greer-Batton. Vice Chairman Bartolo called for a roll call vote. Motion passed unanimously.

Finance Committee:

Commissioner Gandhi reported that the committee had met and turned the floor over to Director of Finance Danette Snopek. YTD, AGI is over \$3.9 million improvement over the same time frame in FY18. Over 72,000 patrons attended events at the PCC in February. Blake Shelton set a new standard as the highest-grossing country music concert in the Civic Center's 37 year history. The event exceeded expectations financially as net revenues percentages improved over his 2016 performance. Winter Jam hosted their annual arena concert on February 7th. John Mellencamp broke the previous PCC theater record as the highest grossing concert in the theater's history. Sebastian Maniscalco performed to a sold-out audience on February 23rd. Get the Led Out-5th Anniversary Performance and Finding Neverland were both financially successful events for our venue. On the Convention Center side we hosted three large sporting events, IHSA Chess, IHSA Speech and IESA Chess. These three events accounted for 4,500 guests. The Home Show, Midwest Truck & Trailer and DIOSH trade show showcased the venue to more than 10,000 guests. The Easter Seals Black & Blue Ball hosted 1,200 attendees and performed over-budget.

Old Business: None

New Business: None

Public Comment:

Noting there was no need for an Executive Session; Vice Chairman Bartolo reminded everyone that the next PCCA meeting will be held April 28, 2019 at 4:00 pm, in a location TBD. A reminder will be sent out one week prior to the meeting.

Adjournment:

Vice Chairman Bartolo requested a motion to adjourn.

Motion to Adjourn:

Motion made by Commissioner Greer-Batton. Seconded by Commissioner Gandhi. Passed unanimously by voice vote.

Meeting adjourned at 4:20 p.m.