



PEORIA CIVIC CENTER®

PEORIA CIVIC CENTER AUTHORITY  
Minutes of April 25, 2019  
Meeting FY19 No. 8

Chairman DiGiallonardo called the regular meeting of the Peoria Civic Center Authority to order at 4:00 p.m., Thursday, April 25, 2019 at the Peoria Civic Center in Meeting Room 220.

VOTING AUTHORITY MEMBERS PRESENT:

**Commissioner Joseph Dalfonso**  
**Chairman Paul DiGiallonardo**  
**Commissioner Matthew Bartolo**  
**Commissioner Robert Manning**  
**Commissioner Pratima Gandhi**  
**Commissioner Henry Vicary – 4:11pm**

VOTING AUTHORITY MEMBERS ABSENT:

**Commissioner Greer-Batton**

NON-VOTING AUTHORITY MEMBERS PRESENT:

**Commissioner Sylvia Hasinger**

NON-VOTING AUTHORITY MEMBERS ABSENT:

**Commissioner Don Welch**  
**Commissioner Sid Ruckriegel**  
**Commissioner Laith AlKhafaji**  
**Commissioner Michael Eddlemon**

SMG/PCC STAFF PRESENT:

**Rik Edgar, General Manager**  
**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 DiGiallono called the meeting to order at 4:00 pm. He requested that a roll call be taken. Quorum present.

Chairman DiGiallono requested a motion to approve the minutes of the March 28, 2019 PCCA meeting minutes.

**Motion to Approve Meeting Minutes of March 28, 2019 Meeting:**

Moved: Commissioner Bartolo. Seconded: Commissioner Dalfonso. Passed unanimously by voice vote.

**General Manager Report:**

General Manager Rik Edgar reported that March was another record breaking month with Mercy Me concert breaking the Contemporary Christian music record in the arena, gross was in excess of \$300,000. In the theater Steve Martin and Martin Short played to a sold out crowd and broke John Mellencamp's record. In Business Development, we have secured three new advertising agreements. We also acquired two AED units for the facility at no expense. Hosted a site visit with POV Sports Marketing and are now going through the extensive report. Along with the Martin and Short sold out concert, we also hosted Gabriel Iglesias and Alice In Chains were also sellouts. We announced our new Ameren Broadway Theater Series, Brandi Carille, Alice Cooper, Daniel Tosh, Dwight Yoakum and Tony Bennett.

**Food & Beverage Report:**

Director of Food and Beverage Sarah Luthy introduced a new product, Bud Light Orange. It was introduced at the Alice In Chains concert that was held in the theater and did extremely well. We brought in Hawkers to help keep lines down and the per caps came in at what we normally see for an arena concert. During the IHSA State Basketball Championships in order to create a more diverse menu, Chef Leo introduced his rib tips. These sold out for each session both weekends.

**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 weather. Electrical was also above average from last year. AmerenCilco will be installing electrical meters around the facility to accurately pinpoint where we can cut down on the electrical usage. Maintenance completed 80 work orders and preventive maintenance work orders and completed the LED install in the Skylight Lobby walkway. Operations changed over the arena six times along with other areas of the facility. 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. Customer service scores for March for ticketed events 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 March acquired forty-three leads, wrote twenty-one proposals, and executed twenty-four contracts. In March we had hosted a small banquet for the Air National Guard and they were so impressed with the food and service they received that we have contracted an all base military ball with 800 – 1,000 attendees. Also contracted is the State Leadership and Skills Conference. This conference is a technical state competition with a focus on such career paths such as culinary arts and cosmetology. This is a seven year contract, commencing in 2021. In the month of May we will host six graduations, Saengerfest, multiple banquets and meetings.

**Sales and Marketing Committee:**

Commissioner Dalfonso reported that the committee had met and turned the floor over to Jess McMullin. She announced that nine customer surveys were returned for the month of March with an average of 8.9 bringing our YTD average to 9.3.

**Capital Committee:**

Commissioner Bartolo reported that the committee had met. The Capital committee has approved funds within it's authority for replacing the damaged light pole standards in the PCC parking lots.

**Finance Committee:**

Commissioner Gandhi reported that the committee had met and turned the floor over to General Manager, Rik Edgar. YTD Net Income is \$1,338,045 versus prior year of \$374,717, over a \$960,000 improvement. Over 87,000 guests attended events at the PCC in March. Mercy Me concert became the highest grossing contemporary Christian music show in the 37-year history of the Peoria Civic Center. It exceeded budget financial and had more than 6,300 patrons in attendance. Gabriel "Fluffy" Iglesias performed to a sold-out audience on March 30<sup>th</sup>. Kansas and Rodney Carrington had financially successful performances in the theater. WWE hosted a St. Patrick's Day performance event with more than 3,200 attendees. This was also financially successful. The Convention Center hosted the Central Illinois RV Show with over 5,700 patrons. The IHSA Boys' Basketball Tournament and March Madness Events were held over two weekends in March with more than 50,000 in attendance. First-time event of the Collie Club of America. was held here with an estimated 1,500 guests.

**Old Business:**

**Request to Defer Action on the InSite Wireless DAS Agreement.**

PCCA will defer this matter until PCCA counsel may review the agreement further.

**Motion to Defer Action on the InSite Wireless DAS Agreement.**

Motion was made by Commissioner Manning. Seconded by Commissioner Gandhi. Motion passed unanimously.

**New Business:**

PCCA board has asked for a comprehensive recommendations for options on R22 refrigerant system to be presented to the board no later than the September 26<sup>th</sup>, 2019 PCCA meeting.

**Public Comment: There was no Public Comment.**

Noting there was no need for an Executive Session; Chairman DiGiallonardo reminded everyone that the next PCCA meeting will be held May 23, 2019 at 4:00 pm, in a location TBD. A reminder will be sent out one week prior to the meeting.

**Adjournment:**

Chairman DiGiallonaro requested a motion to adjourn.

**Motion to Adjourn:**

Motion made by Commissioner Manning. Seconded by Commissioner Bartolo. Motion passed unanimously.

Meeting adjourned at 4:47 p.m.