



PEORIA CIVIC CENTER AUTHORITY
Minutes of April 28, 2016
Meeting FY16 No. 7

Chairman Manning called the regular meeting of the Peoria Civic Center Authority to order at 4:00 p.m., Thursday, April 28th, 2016 at the Peoria Civic Center in the Lexus Club.

VOTING AUTHORITY MEMBERS PRESENT:

Commissioner Matthew Bartolo
Commissioner Joseph Dalfonso
Commissioner Paul DiGiallonardo
Commissioner Sylvia Hasinger (4:05 pm)
Chairman Bob Manning
Commissioner Mark Wright

AUTHORITY MEMBERS ABSENT:

Commissioner Yvonne Greer-Baton

NON-VOTING AUTHORITY MEMBERS PRESENT:

Commissioner Ryan Spain
Commissioner Jason Stringer

NON-VOTING AUTHORITY MEMBERS ABSENT:

Commissioner Pratima Gandhi
Commissioner Don Welch

SMG/PCC STAFF PRESENT:

Anne Clayton, General Manager
Will Kenney, Director of Operations
Carol Krumwiede, Sales Assistant
Megan Pedigo, Senior Marketing Manager
Danette Snopek, Director of Finance
Jo Stowell, Senior Sales Manager
Andrew VanDeweghe, Director of Food & Beverage

OTHERS IN ATTENDANCE:

Michael Parrish, PSA Dewberry
Dave Stuckel, PCCA Legal Counsel
Anjulia Finley

Chairman Manning called the meeting to order at 4:00 pm. Roll call with quorum present.

Chairman Manning requested a motion to approve the minutes of the March 24, 2016 PCCA meeting.

Motion to Approve Meeting Minutes of March 24, 2016 Meeting:

Moved: Commissioner Dalfonso. Seconded: Commissioner Wright. Passed: Unanimously by voice vote.

General Manager Report:

General Manager Anne Clayton reported that March was another very busy month. She reported positive feedback from IHSA and the Peoria Park District regarding interaction with our staff during March Madness. For April she shared that the Octonauts had been contracted and were going on sale April 29, 2016. Blake Shelton went on sale with Live Nation as the promotor and is almost sold out. A few upper bowl tickets remain available.

SAVOR Report:

Director of Food & Beverage, Andrew VanDeweghe, reported that the majority of revenue was generated through concession sales for the month of March. He also reported that sales for Get the Led Out increased by 15% from the 2015 show in comparison to the 2016 show. He stated there was a decline in IHSA attendance, but overall per cap had increased by 9%. In addition, SAVOR partnered with IHSA on a souvenir cup and it was successful.

Operations Report:

Director of Operations, Will Kenney, gave the following report. The electricity usage for the month of March was up 180,000 kilowatt hours due to increased usage of our larger spaces. Natural gas usage was down from last year due to mild temperatures. He reviewed demand capacity charges and how pricing fluctuates each year. He stated that the contract with Noble Americas was being extended and that we are working to decrease our demand.

Marketing Report:

Senior Marketing Manager, Megan Pedigo, gave the following report. The 2016-2017 Broadway season continues to be a priority. We are offering the same number of performances as last year, but with less shows. There has been a lot of interest in new season tickets and renewals.

Sales and Booking Report:

Senior Sales Manager, Jo Stowell, reported that she and Erin went to Dallas, TX for Experient Envision 2016 which is a trade show with meeting planners. They also traveled to Louisville, KY to visit with the National Collie Specialty Show contacts and meet with additional partners. They are working on additional canine events.

Interim Director of Booking, Anne Clayton, stated that Peoria has become very popular for arena concerts noting that we have contracted four additional shows. She also noted an increased interest in the family show market. Resumes are being reviewed for the Booking Director position and there are some very qualified candidates.

Sales & Marketing:

Commissioner Dalfonso reported that the Sales and Marketing Committee met this month. He reported that the Markiewicz convention went well and there was a lot of positive feedback. He also reported that we have new signage in the facility that is being well-received by clients. Anne and Megan continue to develop relationships with promoters and servicing their needs. Megan shared customer survey scores and explained the clients' comments. Jo shared that the Sales department is working with other SMG facilities on sales and marketing plans. JD reported we are working on a strategic plan for FY17.

Capital Committee Report:

Commissioner Bartolo reported that the committee met and were working on developing plans for the Urban Park.

Finance Committee Report:

Commissioner DiGiallorardo reported that the finance committee met on April 26, 2016. He turned the floor over to General Manager Anne Clayton. Anne introduced Danette Snopek as the new Director of Finance who started on April 4, 2016. There were 66 event days in March versus a budget of 65 and year-to-date 473 event days versus a budget of 422. Event income was down \$100,000 due to two large arena concerts that were budgeted but did not occur. The FY16 reprojected operating loss is currently \$854,000 at the end of March.

PAVCB: None

Old Business: None

New Business: None

Public Comment:

Anjulia Finley asked about when a budgeted concert is lost, how does the facility generate funds to cover that loss. Anne replied that the facility budgets in advance from holds in our booking calendar. Therefore, when those shows do not contract, we work with the Sales department to make up for the lost revenue.

Noting that there was no need for an Executive Session, Chairman Manning reminded everyone the next PCCA meeting will be held May 26, 2016 in the Lexus Club Room at 4:00 pm. A reminder will be sent out one week prior to meeting.

Chairman Manning requested a motion to adjourn.

Motion to Adjourn:

Moved: Commissioner Hasinger. Seconded: Commissioner Dalfonso. Passed: Unanimously by voice vote.

Meeting adjourned at 4:21 pm.