



PEORIA CIVIC CENTER®

PEORIA CIVIC CENTER AUTHORITY
Minutes of May 23, 2019
Meeting FY19 No. 9

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 Pratima Gandhi

VOTING AUTHORITY MEMBERS ABSENT:

Commissioner Greer-Batton
Commissioner Robert Manning
Commissioner Henry Vicary

NON-VOTING AUTHORITY MEMBERS PRESENT:

Commissioner Don Welch
Commissioner Sid Ruckriegel
Commissioner Michael Eddlemon-4:03pm

NON-VOTING AUTHORITY MEMBERS ABSENT:

Commissioner Laith AlKhafaji
Commissioner Sylvia Hasinger

SMG/PCC STAFF PRESENT:

Rik Edgar, General Manager
Danette Snopek, Director of Finance
Sarah Luthy, Director of Food & Beverage
Jess McMullin, Director of Sales & Marketing
Adam Smith, Director of Booking

OTHERS IN ATTENDANCE:

Chairman DiGiallonnaro called the meeting to order at 4:00 pm. He requested that a roll call be taken. Quorum present.

Chairman DiGiallonnaro requested a motion to approve the minutes of the April 27, 2019 PCCA meeting minutes.

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

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

General Manager Report:

General Manager Rik Edgar reported that in April, The Zac Brown Band performance was number five of all time and number two in the country shows all time in the history of the venue. Every performance in the theater was sold out, ticket sales were extremely strong and all did well financially. The new space that is being created arena, back of house is VIBES. This area will be for performers, a place to play games, relax before and after the show. There has been a lot of interest in this space from small business and other vendors. A grand opening is tentively scheduled before Chris Shelton concert

Food & Beverage Report:

Director of Food and Beverage Sarah Luthy introduced a new product, Bud Light Lemon Tea. It was introduced at the Dwight Yoakum concert that was held in the theater and sold out. The catering and concessions departments will focus on some in house projects and safety, customer service training.

Facility and Operations Report:

Director of Operations Will Kenney was absent, the PCCA board accepted report as presented. Natural gas usage was above average from last year. Electrical was slightly above below from last year. Maintenance completed forty-nine work orders and preventive maintenance work orders. Completed the installation of the LED lighting project in Skylight lobby.

Marketing Report:

Director of Booking Adam Smith reported that the monthly Turnkey report showed that we met or were above SMG average in all categories, with staff and security scoring the highest. The TM1 report shows in the demographics category, that in the month of April we saw a 52% patron increase, where they are traveling to the venue from at least fifty-one miles away. We also saw a 46% increase in attendance over the last two years.

Convention Center Sales Report:

Director of Sales Jess McMullin reported that the sales team for the month of April acquired forty-eight leads, wrote twenty-three proposals, and executed eleven contracts. In the month of April we hosted the Markiewicz Spring Leadership Conference, The Central IL. Auto Show, Riverside Community Church Easter Services and Passage to India banquet and seven other banquets and meetings. We have partnered with ThriveHive Media to help us excel in digital communication.

Sales and Marketing Committee:

Commissioner Dalfonso reported that the committee had met. He reported that with the enhanced digital marketing, there has been a real uptick in ticket sales and a greater economic impact within the community. He turned the floor over to Jess McMullin. She announced that two customer surveys were returned for the month of April with an average of 9.0 bringing our YTD average to 9.3.

Capital Committee:

Commissioner Bartolo reported that the committee had met. The Capital committee has approved funds within its authority for replacing standards and light bases for the light poles in the PCC parking lots.

Strategic Planning Committee:

Commissioner Hasinger was absent. No report presented.

Finance Committee:

Commissioner Gandhi reported that the committee had met and turned the floor over to Director of Finance; Danette Snopek who reported that over 63,000 patrons attended events at the PCC for the month of April. In the Convention Center two large banquets were held, Passage to India and Unity Point Employee Recognition with more than 1,700 patrons attended. The Central IL. Auto Show had over 9,000 patrons in attendance. Markiewicz International Conference hosted nearly 23,000 patrons. In the arena Zac Brown played to a capacity crowd and exceeded budget. In the theater we hosted King & Country, Alice in Chains, Doobie Brothers and Steve Martin and Martin Short. All events sold out and performed over budget. Total attendance in the theater for this month was 13,000.

Old Business:

New Business:

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 June 27, 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 Dalfonso. Seconded by Commissioner Bartolo. Motion passed unanimously.

Meeting adjourned at 4:16 p.m.