

**GREATER RICHMOND CONVENTION CENTER AUTHORITY**  
**MEETING**  
**March 17, 2023**  
**Greater Richmond Convention Center**  
**Administrative Offices**  
**401 N. 3<sup>rd</sup> Street, Richmond, VA 23219**  
**10:00 a.m.**

Mr. Lincoln Saunders, Chairman, called the Greater Richmond Convention Center Authority Annual Meeting to order at 10:00 a.m. A quorum was present.

**APPROVAL OF MINUTES**

The Authority reviewed the minutes from the January 20<sup>th</sup> Annual meeting. A motion was made by Mr. John Budesky, which motion was seconded by Dr. Joe Casey. **The Board approved the motion by the following vote:**

<b>Ayes:</b>	<b>Budesky, Casey, Saunders, Thomas, Vithoukas</b>
<b>Nays:</b>	<b>None</b>
<b>Absent:</b>	<b>None</b>

**REPORTS OF COMMITTEES**

**Finance**

Mr. Brandon Hinton, chair of the Finance Committee, reported on the lodging tax collections for FY23. Hotel tax remittances are greater than budget by \$4,579,319 or 24.7% and were greater than prior year's collections by \$3,685,748 or 19.0%. Jurisdiction results compared to prior year collections are as follows: Chesterfield 6.5%, Hanover 0.7%, Henrico 15.1% and Richmond 40.0%.

**Legal**

Mr. Brennen Keene, legal counsel, stated that he has no report but that there would be a closed session at the end of the agenda.

**OVG360**

Mr. Michael Meyers, General Manager, reported on the activity for January with 14 events vs. a budget of 16. Attendance was down 25,000 vs. 30,000 budgeted. Revenue for January was up \$11,000 and expenses were under budget. For February 17 events were held with a budget of 17. Attendance was 51,000 for the month with revenue being under budget. Expenses were also under budget with a positive variance for the month. Staff challenges continue but seeing some improvements. The building will be extremely busy mid-April through June. Galaxy Con pre-sale number are high and the organizer is announcing a new event in the fall.

**Aramark**

Mr. Blaine Scalard, General Manager for Aramark, reported on activity for January with strong sales of \$218,000. Groups such as Cheer & Dance, Commonwealth Prayer Breakfast, Virginia Bankers Association, Richmond Volleyball and the Richmond Boat Show were held in January. More concessions and less catering seems to be the trend. Cost of sales is 3.2% higher than the budget and payroll was also higher than budget for January. The open chef manager position has been filled but both sales managers have turned over. Mr. Scalard reported that 40% of his team is one-month or less on the job. For February, it was a good month with sales at \$86,000 above budget. Groups were Cheer & Dance Extreme, Henrico dinner, Richmond Fencing, Catholic Youth group, Auto Show and a banking group. Cost of sales for the month were up 5% as food

costs continue to rise. Payroll was down 10% for February and for the month, the loss was \$21,000. For the year, sales are strong. Prices are being analyzed now that the new chef is in place but prices are increasing for menu selections.

### **Richmond Region Tourism**

Mr. Jack Berry, President & CEO, introduced Katherine O'Donnell, Executive Vice President, who reported on the progress of the Tourism Improvement District. A chart of the jurisdictional dates for Resolution of Intent, Public Hearings and Ordinances was reviewed. Colonial Heights will wait to begin the process once one of their new hotels has opened June 1<sup>st</sup>. Collections for the other jurisdictions will begin July 1<sup>st</sup> and the Governance Committee of the TID is being established.

Mr. Berry introduced Tom Loftus, Vice President of Marketing who introduced representatives from Padilla. The creative concept for the Inspiration Campaign was presented.

The primary goal of the campaign is to drive tourism and help the region's tourism industry continue its recovery. The campaign will also create a halo effect that is intended to achieve the following goals:

- Raise awareness of the Richmond Region as a thriving and exciting destination for leisure, family and friends, travel, sports events and business meetings
- Raise awareness of the region as a prime location for economic development
- Raise awareness of what RRT's jurisdictions have to offer
- Raise awareness of the region as an excellent destination to live, work, learn and play
- Drive hotel occupancy and visitation to the region's businesses and attractions
- Promote the diversity of the region and raise awareness of our diversity initiatives including BLK RVA and OutRVA
- Complement the efforts of Virginia Tourism Corp. in driving visitors to the Commonwealth and encouraging our visitors to vacation throughout Virginia

Mr. Loftus reported that the campaign will roll out to the public at the RRT Annual Meeting on May 11<sup>th</sup>. The feedback from the Authority members was positive.

Mr. Berry introduced the new National Destination Sales Manager, Kevin Holland who joined RRT in February.

CLOSED SESSION  
GREATER RICHMOND CONVENTION CENTER AUTHORITY  
General Meeting  
18 March 2022

Pursuant to Sections 2.2-3711(A)(3), (5), (6) and (7), and Section 2.2-3712 of The Virginia Freedom of Information Act, I move that the Board go into closed session to consult with legal counsel and staff for the following purposes:

- (1) Consultation with legal counsel and staff regarding the possible acquisition or disposition of real property;

- (2) Consultation with legal counsel and staff regarding a prospective business or industry;
- (3) Consultation with legal counsel and staff regarding the potential investment of public funds where competition or bargaining may be involved; and
- (4) Consultation with legal counsel and staff pertaining to actual or probable litigation, where such consultation or briefing in open meeting would adversely affect the negotiating or litigating posture of the Authority.

Motion -- Mr. Vithoukaskas

Second – Ms. Thomas

Vote:

	<u>Ayes</u>	<u>Nays</u>
John A. Budesky	<u>X</u>	_____
Joseph P. Casey	<u>X</u>	_____
Lincoln Saunders	<u>X</u>	_____
Nancy C. Thomas	<u>X</u>	_____
John A. Vithoukaskas	<u>X</u>	_____

Absent during session: None

CERTIFICATION OF CLOSED SESSION

WHEREAS, the Board of Commissioners (the “Board”) for the Greater Richmond Convention Center Authority (the “Authority”) convened a closed session on this date pursuant to an affirmative recorded vote and in accordance with the provisions of The Virginia Freedom of Information Act; and

WHEREAS, 2.2-3712 of the Code of Virginia requires a certification by this Board that such closed session was conducted in conformity with Virginia law;

NOW, THEREFORE, BE IT RESOLVED that the Board hereby certifies that, to the best of each member’s knowledge, (i) only public business matters lawfully exempted from open meeting requirements by Virginia law were discussed in the closed session to which this certification resolution applies, and (ii) only such public business matters as were identified in the motion convening the closed session were heard, discussed, or considered by the Authority.

The following roll call vote was taken:

Vote:

	<u>Ayes</u>	<u>Nays</u>
John A. Budesky	<u>X</u>	_____
Joseph P. Casey	_____	_____
Lincoln Saunders	<u>X</u>	_____
Nancy C. Thomas	<u>X</u>	_____
John A. Vithoukas	<u>X</u>	_____

Absent during session: Dr. Joseph Casey was present when the closed session began but left the meeting before the certification vote was taken.

**NEW BUSINESS**

There being no further business to discuss, the meeting adjourned at 10:45 a.m. The next meeting will be held on Friday, May 19, 2023 at 10:00 a.m.