

CORPORATION MEETING MINUTES || 3 22 2022

- Board called meeting to order at 12:01 PM
- No public comment
- Motion to approve minutes for February 22, 2022
 - Approved by Bill Wiktor, seconded by Marco Lenz, motion carries unanimously
- President's Report, Joe Ward
 - Joe gave a welcome to the new General Manager
- Bucky Dame, Interim General Manager, provided an operational update
 - Live concert sold out
 - MCC hosted over 6,000 attendees in one day between wrestling and basketball events
 - New country shows announced, comedy shows are selling very well
 - Live entertainment overall is looking very well
 - MCC has purchased a new hand-held radio system to improve communication and security in the building
 - Mask mandate has been lifted
- Heidi Mielke, Director of Finance, provided a financial update
 - Heidi provided an update for February financials
 - Only one event cancelled in February
 - Utilities have increased 42% on steam; MCC is looking at usage
- Scott Fuernstein, General Manager of Food & Beverage, provided an update
 - February was a busy month with sporting events; all very concession heavy and well attended
 - Concession stand and POS systems upgrades have been facilitated
 - Large wrestling events coming in March
 - Live rock concert had strong sales
 - Non-profit engagement being facilitated
 - Local vendors are being sought for Down by the Riverside

- Bill Von Bank, Vice President of Marketing & Communications, provided a sales and marketing update
 - Sales continues to be ahead of pace for YTD sales; no cancellations are forecasted
 - Sales is over goal in consumed room nights
 - Sales worked with local Civic groups to bring a new roller skating event to MCC along with other community groups, including RPD
 - Sales blitzes have been made to Nashville, Minneapolis and St. Paul
 - Local sales collaboration continues
 - Joe Ward was invited to participate in a panel at Global Meeting Industry Global Day Celebration, facilitated by Meeting Professionals International, along with Meet Minneapolis Chief Executive Officer, Melvin Tennant
 - Joe Ward, President, provided an organizational update
 - MCC has joined the International Association of Venue Managers
 - Board meetings will start to feature introductions to internal staff
 - Meeting adjourned 1:03 PM, approved by Marco Lanz, seconded by Bill Wiktor; motion carries unanimously
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