

## CORPORATION MEETING MINUTES || 6 22 2021

---

- Board called meeting to order at 12:00 PM
- No public comment
- Motion to approve minutes for May 18, 2021 meeting:
  - Approved by Sara Clausen, seconded by Bill Wiktor, motion carries unanimously
- President's Report
  - Joe Kollar, General Manager, provided updates
    - Dance groups, Church and Vaccination site continue
    - New security cameras being installed at RCT, RAC & Mayo Park
    - One Roof Project – fix leaking roof at RCT
    - Presentation Hall beam will be replaced
    - Financial update given for the corporation
    - New Ticketmaster deal in place
  - Al Beltranena, General Catering Manager, provided a food & beverage update
    - Catering is seeing an uptick in social events
    - Special tasting events being drafted
    - Concessions upgrades planned; permanent face lifts
    - Staffing continues to be a challenge
  - Nick Landry, Vice President of Sales, provided a sales update
    - Sales now has 1.79 million on the books; with 13,500 room nights attached
    - Sales continues to rebuild team
    - Sales blitzes are in the works
  - Bill Von Bank, Vice President of Marketing & Communication, provided a marketing update
    - ER/MCC will be presenting on RDA call
    - A communications manager has been hired
    - Marketing has been working with Sales on collateral; live entertainment marketing with GM/Box Office
    - Reduced version of travel planner has been produced
    - National program has visited Rochester and will tape a show this fall; 30 minutes, highlighting Rochester
  - Joe Ward, President, gave organizational update
    - With regret, Kayla Clay has resigned from the Board

- Bethanie DeRose, JLL, gave One Roof Concept update
    - Individual organizations have finalized their own contracts and are moving forward with signatures
    - Board voted unanimously of One Roof contract approval
  - Meeting adjourned 1:29 PM, approved by Sara Clausen, seconded by Bill Wiktor
-