

CORPORATION MEETING MINUTES || 6 25 24

Regular Meeting

- The Board called meeting to order at 12:00 PM
- No public comment
- Motion to approve minutes for May 28, 2024 Board Meeting
 - Approved by Jess Hemenway, seconded by Bill Wiktor; motion carries unanimously.
- President's Report, Joe Ward
 - Joe introduced Craig Barkdull, who is serving as Mayo Civic Center Interim General Manager. Craig joins us from the Albuquerque Convention Center in Albuquerque, New Mexico.
- Paula Lynch, Director of Finance, and Nick Landry, Vice President of Administration, provided a financial update for May
 - Paula presented financials. She noted the Corporation is showing strong financial performance with combined net income significantly better than budget.
 - Nick showed year-over-year progress since 2021 and noted our current financial strength is reflective of lower utility costs, smart cost controls and higher than expected revenues from some of the recent high impact events.
- Bill Von Bank, Vice President of Marketing + Communications, provided a marketing update
 - Bill noted that a Mayo Clinic employee is being featured in Explore Minnesota's Living in Minnesota Star of The North campaign. The Twin Cities special section featuring Rochester was shared with the Board.
 - Experience Rochester is partnering with Bitter & Pour to participate in the Minnesota Monthly Fine Spirits Classic in the Twin Cities to highlight Rochester's dynamic food and beverage scene.
 - There was strong social media engagement and excitement from the recent Combat Veterans Motorcycle Association National Convention held at MCC.

- Angie Richards, Vice President of Sales, provided a sales update
 - Angie Richards shared that year-to-date revenue booked is 167% ahead of budget and hotel rooms booked are 128% ahead of budget.
 - A snapshot of the Rochester STR Lodging Report for May 24 shows a positive trend upward, with year-over-year increases in occupancy, average daily rate and revenue per available room.
 - From a market segment standpoint, we are seeing solid growth in the corporate market. Joe W acknowledged that the COVID years are behind us.
 - Craig Barkdull, Interim General Manager, provided an operational update
 - Craig highlighted recent events and shared upcoming and just announced events.
 - Craig also shared that he is reviewing standard operating procedures and assessing capital improvement needs and addressing any low hanging fruit topics.
 - Joe Gohndrone, Food + Beverage General Manager, provided a food and beverage update
 - Joe G shared event highlights and some photos from recent events.
 - The food and beverage department held a job fair with several hires.
 - A new catering manager has been hired.
 - Joe G is recruiting more area schools for the non-profit program at MCC.
 - Bill W asked if there was any update on the former Post Bulletin site. Joe W said there was no update.
 - Meeting adjourned 1:30 PM, approved by Bill Wiktor, seconded by Jess Hemenway; motion carries unanimously.
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