

**ENTERTAINMENT AND CONVENTION CENTER AUTHORITY
REGULAR BOARD MEETING**

March 31, 2015

A regular Board meeting was held on Tuesday, March 31, 2015 at 4:00 p.m. in the Senator Sam Solon Board Room. In attendance were David Ross, Jay Seiler, Mary Finnegan-Ongaro, Greg Fox, Carrie Heffernan, Nick Patronas, and Roger Reinert. Staff members Dan Russell, Chelly Townsend, and Sue Ellen Moore were present. Secretary Crystal Pelkey and members Deb Messer, Karen Pionk, and Yvonne Prettner Solon were excused from the meeting.

Ross called the meeting to order at 4:09 p.m. and noted that a quorum had been met.

New Business

A DTA Multimodal Center/Northwest Passage Construction presentation to the Board was given by Jim Heilig of the DTA, Scott McLean of Mortenson Construction, and Greg Fossett, construction executive of Mortenson Construction. Heilig primarily presented the Multimodal Center's features, including a police sub-station that will be housed in the facility, enhanced bus routes and waiting space, and more downtown parking than previously offered by the Wells Fargo ramp that was demolished on the space. The Northwest Passage renovation, which will take place between June 22nd and September 20th, will feature refreshed vertical supports, steel beams from the previous skywalk moved to increase longevity, new glazing, and new ventilation. Four phases of construction will take place, each being just under three weeks long, and signage will be placed by MNDOT to warn drivers of the detours and construction taking place. The first phase of construction will close part of Railroad Street in front of the DECC, making Harbor Drive the detour to get from north-bound I-35 to Canal Park. Fox expressed concern for the safety of pedestrian traffic on Harbor Drive, and the city is working to improve pedestrian safety with added signage and possibly adding speed bumps to the road. The second and third phases of construction will affect the freeway, with 3 lanes of driving space on the opposite side from where construction is taking place during each phase. The fourth phase of the plan will close the Frontage Road on the opposite side of the freeway from the DECC, but the road will be made open for the Inline Marathon on September 19th. The DTA will be providing shuttles for DECC guests and daily parkers to get downtown, with assistance from the DECC in planning the routes and schedules. The first phase of construction will alter the shuttle route to go through the DECC parking lots, and the second through fourth phases will keep the shuttle running along Railroad Street only. The Board had several questions and concerns addressed by the presenting staff and DECC staff.

Heilig, McLean, and Fossett departed at 4:44 p.m.

Ross made a motion to approve the minutes from Regular Business Meeting, February 24, 2015. Finnegan-Ongaro seconded the motion. February's Minutes were approved unanimously.

Communications

Russell highlighted some of the communications from the last month, including several letters of appreciation from expo vendors and the MN Erosion Control Association organizer. AMSOIL Arena was ranked 4th in the VenuesToday list of "Midwest Top Stops" with capacities of 5,001-10,000, and UMD men's hockey set a program attendance record and was ranked 5th among NCAA Division 1 Hockey programs in the country. Finally, Russell also included a Notice of Pay Equity Compliance from the Minnesota Management & Budget.

Old Business

Russell reported that the vitrolic welds, which have been leaky and are the reason that hot water must be pumped through the building year-round, may have a fix in the future. The DECC is negotiating with Evergreen and the steam co-op to, in exchange for an easement below the DECC to run hot water to the Great Lakes Aquarium, have the welds and piping fixed and paid for by Evergreen and the steam plant.

Staff Reports

Russell gave his Event Recap report, and mentioned that Celtic Thunder had a great crowd, and that the Little Big Town show was the #1 stop on their tour in ticket sales and attendance. John Prine has rescheduled his April 10 concert for September 18, 2015, and a date is set for the Last Comic Standing tour in September. UMD's annual spring concert will feature Juicy J on April 24, but this year's concert is a strict rental agreement, rather than last year's Ludacris concert presented both by the DECC and the Kirby Program Board. Russell is working on an act to appear during Pride weekend, and since Jane Lynch fell through due to filming a pilot, he is looking into Lily Tomlin's comedy act.

Finance Director Caty Kaups was not present to give the Finance Report, so Russell gave the report in her place and stated that February was a record high, with over \$1 million in revenue and a retained earnings increase of \$300,000. In ice cream sales alone, over \$30,000 was made from concession sales at high school and UMD hockey games and at the Sports Show. When Building Services, Concessions, and Catering are all above budget, it is a great outcome for the DECC.

Ross asked for a motion to approve the Finance Report and the Operating Fund Check Registers. Patronas made a motion, and Heffernan seconded the motion. The motion carried unanimously.

Reinert departed at 5:04 p.m.

Moore gave the Sales and Marketing Report, and commented that Robotics would switch back to March next year, and that the MN Erosion Control Association letter highlighted in the Communications report touched on all of the stages of booking and carrying out a convention at the DECC. Moore noted that two conventions booked over March – Hunger Solutions will return for its third year in November 2015, and the Cirrus Owners and Pilots Association will return in September 2016. The local client event held recently at Glensheen Mansion was a great success with the Flashlight Tour and the "Thanks A Lot" theme.

Townsend gave her Operations & Upcoming Events Report and previewed the April events at the DECC. The first week of April holds the Duluth Workforce Development Job Fair and the Human Development Center. After Easter, the Home & Builders' Show moves in and opens for 5 days in conjunction with the Leadership Duluth Sustainable Community Day on the 8th and the Battle by the Bay girls hockey tournament on the 13th through 15th. As the Home Show moves, out, the SME Conference and Trade Show moves in. The third week of the month will also include the St. Luke's EMS Recognition Meeting & Dinner, Duluth LISC Annual Meeting, Superior Ballroom Dance Studio Masquerade Ball, and UMD Pharmacy Banquet. The third weekend of April is busy with the AAD Shrine Circus and their Enchanted Tea Parties, a wedding ceremony and reception, and the Jehovah's Witnesses Assembly in Symphony Hall on that Sunday. The month doesn't stop there, with the Labo Awards Luncheon on the 22nd, the St. Luke's Employee Service Awards Dinner on the 23rd, MN Society of Health System Pharmacists on the 23rd-24th, and UMD's spring concert on Friday April 24th. Celebration Talent Competition will be in Symphony Hall on the fourth

weekend of the month, along with East High School's Prom, the Courage Kenny Duluth Power Wheelchair Soccer Tournament, and March of Dimes Walk all on Saturday the 25th. The MN Association for Children's Mental Health will take place the 26th – 28th, and leading up to the end of the April and beginning of May includes the North Star Ford car sale, a Fresh Water Society meeting, and the MN Council of Teachers of Mathematics. April has always been a busy month for the DECC, and 2015 is no exception.

Russell did not give an Attractions Report.

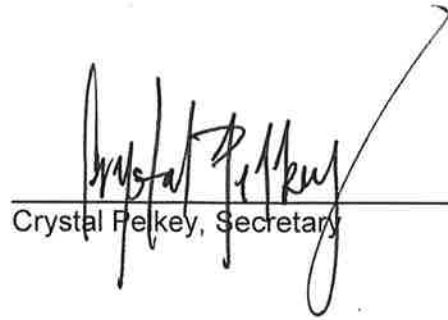
The next regular meeting is on April 28, 2015 at 4 p.m. in the Symphony Hall Mezzanine.

Ross adjourned the meeting at 5:18 p.m.

Submitted by:



David Ross, President


Crystal Pelkey, Secretary