

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

August 30, 2016

A regular Board meeting was held on Tuesday, August 30, 2016 at 4:00 p.m. in the Senator Sam Solon Board Room. In attendance were Jay Seiler, Yvonne Prettnier Solon, Mary Finnegan-Ongaro, Greg Fox, Carrie Heffernan, Deb Messer, and Karen Pionk. Secretary Crystal Pelkey and members Don Ness, Roger Reinert, and David Ross were excused from the meeting. Staff members Dan Russell, Chelly Townsend, and Sue Ellen Moore were present.

Seiler called the meeting to order at 4:12 p.m.

Seiler asked for a motion to approve the minutes from Regular Business Meeting, July 26, 2016. Messer made the motion to approve, and Pionk seconded the motion. July's Minutes were approved unanimously.

Communications

Russell presented an article from the *New York Times* written on the ticket scalping phenomenon that has greatly affected the Broadway hit musical *Hamilton*, as well as business at the DECC. These legal practices have made purchasing tickets unfair for most that wish to purchase tickets and for venues to sell. Online and mobile sales have increased immensely in the last 5-10 years, and in-person sales have seen drastic declines.

Old Business

Russell stated that the Curling Club ice floor concrete was poured last week and Lakehead Construction has been great through the whole process, however there were general major change orders. The floor is now curing for four weeks underneath a layer of poly and water.

New Business

There was no New Business to present at this time. Tall Ships will be put on the agenda for a discussion for September's meeting.

Staff Reports

Russell gave the Event Recap, and passed out financial recaps of both the KISS and Beach Boys/Temptations concerts. KISS was a great show for beer sales and merchandise, and Beach Boys had fewer beer sales but it was a great turnout for the sold-out show. Ticket sales are going well for Celtic Thunder, who appeared on the PBS Pledge Drive last night, and Bryan Adams will be on sale on September 23rd. Rain: A Beatles Tribute will go on sale in November and will be partnered by WDIO for the March show. A potential country show in February might include Lee Bryce and Justin Moore. UMD Hockey will be starting soon, so Russell plans to invite UMD Athletic Director Josh Berlo to the September meeting.

In the absence of Finance Director Caty Kaups, Russell gave the Finance Report for July 2016 and stated that July was a relatively slow month but was over budget for revenues. The year-to-date retained earnings are over budget so far and we are now entering the busy season.

Seiler asked for a motion to approve the Finance Report and the Operating Fund Check Registers. Fox made the motion to approve, and Messer seconded the motion. The Finance Report and Check Registers were approved unanimously.

Moore gave the Sales & Marketing Report, noting that four conventions booked in August. The American Society of Civil Engineers will bring in 300 guests to focus on cold region engineering in September 2017; MN CLE will return for another year in August 2017; the States Organization for Boating Access will be here in September 2018; and the MN Corrections Association will return in October 2018 with 600 guests. It's been a very busy month in the Sales department with several national trade shows and great client events.

Townsend briefly gave the Operations & Upcoming Events Report, stating that September has a lot of repeat events, and highlighted a few from her list. The Cirrus Owners & Pilots Association returns after a brief hiatus September 9-10, and the following week sees both the Benedictine Health System and MN NAHRO returning. We have the honor of having the Zenith Management Hotel group Sept. 19-20, and the AFL-CIO Sept. 25-27. Celtic Thunder will be here on the 27th, the MN Library Association is here the 29-30, Essentia Health holds a one day specialty seminar on the 30th, and then we have our first UMD Hockey series to close out September and start October. Projects for August have been laying ice in AMSOIL Arena, building props and hiring/training for the Haunted Ship, menu work, and lots of hiring for the building's upcoming entertainment season.

Russell gave the Attractions Report and stated that the "What the Government Won't Tell You" Haunted Ship theme will be great and last year we had over 24,000 attend.


The next regular meeting is currently scheduled for September 27, 2016 at 4 p.m. in the Symphony Hall Mezzanine.

Seiler asked for a motion to adjourn the Regular Business Meeting. Prettnr Solon made the motion to adjourn, and Messer seconded the motion. The meeting was adjourned at 4:59 p.m.

Submitted by:



Jay Seiler, President



Crystal Pelkey, Secretary