

FINANCE COMMITTEE MEETING MINUTES

July 18, 2016

9:00 AM - 2nd floor conference room – Peoria Civic Center

PRESENT:	PAUL DIGIALLONARDO	PEORIA CIVIC CENTER AUTHORITY
	ROBERT MANNING	PEORIA CIVIC CENTER AUTHORITY
	PRATIMA GANDHI	PEORIA CIVIC CENTER AUTHORITY by phone
	JIM SCROGGINS	PEORIA CIVIC CENTER AUTHORITY
	ANNE CLAYTON	PEORIA CIVIC CENTER
	DANETTE SNOPEK	PEORIA CIVIC CENTER
	DAWN HOLLY	PEORIA CIVIC CENTER

Call to Order

The meeting was called to order by Pratima Gandhi at 9:02 am.

Budget Discussion FY17

Anne Clayton stated she has implemented stretch goals for 17 and with a dollar value profit.

In the Arena, Anne Clayton discussed past concerts for 2014, 2015 and 2016. We will add six more concerts. Bob Manning stated is this goal obtainable? Anne stated she used an average from previous years. Pratima stated what is the probability of getting 6 more concerts? Anne replied medium to high. We can bring smaller country artists to the theatre.

Paul DiGiallonardo asked about the New Director of Sales & Marketing wages of \$71,850 that were added. We need sales jobs attributable top range sales and a return on investment.

Anne stated Sarah Luthy will sell the building plus take care of catering the event. Bob Manning stated we don't have the right number of sales staff. They need to focus 100 percent on sales because we are running out of cash.

Anne Clayton brought up increasing parking revenue to \$8.00 per car at larger events. Anne Clayton stated bumping up electrical rates that have not had an increase in over 5 years.

Paul DiGiallonardo stated we have a revenue problem. Bob Manning stated the change in Professional fees of \$20,000. Danette Snopek stated that there was a formula error on Ticketmaster line item. Per Paul stated we need a 30 day posting of the budget.

Adjournment

Robert Manning made a motion to adjourn the meeting at 9:56 am. It was seconded by Paul

DiGiallonardo. The motion was passed unanimously.