



PEORIA CIVIC CENTER®

PEORIA CIVIC CENTER AUTHORITY
Minutes of February 27, 2019
Meeting FY19 No. 6

Chairman DiGiallonardo called the regular meeting of the Peoria Civic Center Authority to order at 4:00 p.m., Wednesday, February 27, 2019 at the Peoria Civic Center in Meeting Room 401.

VOTING AUTHORITY MEMBERS PRESENT:

Commissioner Matthew Bartolo
Commissioner Greer-Batton
Commissioner Robert Manning
Commissioner Joseph Dalfonso
Commissioner Pratima Gandhi
Chairman Paul DiGiallonardo

VOTING AUTHORITY MEMBERS ABSENT

Commissioner Henry Vicary

NON-VOTING AUTHORITY MEMBERS PRESENT:

Commissioner Sid Ruckriegel
Commissioner Don Welch

NON-VOTING AUTHORITY MEMBERS ABSENT:

Commissioner Laith AlKhafaji
Commissioner Sylvia Hasinger

SMG/PCC STAFF PRESENT:

Rik Edgar, General Manager
Will Kenney, Director of Operations
Sarah Luthy, Director of Food & Beverage
Jess McMullin, Director of Sales & Marketing
Adam Smith, Director of Booking

OTHERS IN ATTENDANCE:

Dave Stuckel, PCCA Legal Counsel

Chairman DiGiallonardo called the meeting to order at 4:01 pm. He requested that a roll call be taken. Quorum present.

Chairman DiGiallonardo announced that Henry C. Vicary has been appointed to the PCCA board by Mayor Ardis.

Chairman DiGiallonardo requested a motion to approve the minutes of the January 24, 2019 PCCA meeting minutes.

Motion to Approve Meeting Minutes of January 24, 2019 Meeting:

Moved: Commissioner Bartolo. Seconded: Commissioner Greer-Batton. Passed unanimously by voice vote.

General Manager Report:

General Manager Rik Edgar turned the floor over to Director of Food and Beverage, Sarah Luthy who presented Aaron Sherman and Jesse Walker of Heart Technologies with honorary Rock Star Award for their dedication on getting our new Square POS system installed in time for the John Mellencamp concert. General Manager turned the floor over to Director of Booking, Adam Smith who presented Chris Callen from our box office with a Rock Star Award for his excellent customer service to a patron that was purchasing tickets for her elderly aunt for Tony Bennett. Even though the box office was extremely busy that day, Chris took the time to make sure that she had the best seats to accommodate her elderly aunt. Rik Edgar reported that business development in advertising and sponsorship sales have exceeded expectations. We have entered into a new partnership with I3 Broadband who upgraded our internet from one hundred megabytes to one gigabyte. This will save the PCC \$15,000 per year and provide better service to our patrons. In the arena we had the Disturbed concert, which had been postponed for 24 hours due to the extreme cold weather. Staff was rescheduled and the concert was a huge success. Chris Stapleton concert was announced for FY20, tickets are selling extremely well. Arena concerts are up for this fiscal year with nine confirmed versus four from previous year. Theater concerts are up twenty shows versus eleven from previous year. The new Broadway Theater series will be announced before Rent, our final show for this season.

Food & Beverage Report:

Director of Food and Beverage Sarah Luthy reported that the new Square POS system premiered at the John Mellencamp concert and was a huge success. What used to take three hours to get all eighty-four POS stations ready, now only takes ten minutes. They are much easier to use and staff is thrilled with them. New menu items will be introduced during IHSA State Basketball Championships. Chef Leo has new items from Fish Taco's to his famous ribs.

Facility and Operations Report:

Director of Operations Will Kenney reported the PCC was awarded the Ameren Illinois 2018 HOIHA Challenge for most kilowatt hours saved due to the Arena LED Lighting Project. The PCC saved 1,334,017 kWh since installation. January was a very busy month for staff. The maintenance department completed 203 work orders and preventive maintenance orders. Our operations staff changed the arena over nine times; this does not include the changeovers in the rest of the facility.

Marketing Report:

Director of Booking Adam Smith reported that in January we announced The Doobie Brothers, Double Dare, Alice In Chains and Dwight Yocum in the theater. Chris Stapleton was announced for the arena. Customer service scores were slightly down for ticketed events, due to the Disturbed concert postponed for twenty-four hours.

Convention Center Sales Report:

Director of Sales Jess McMullin reported that the sales team for the month of January acquired forty-four leads, wrote twenty-nine proposals, and executed twenty signed contracts. In January we hosted the Martin Luther King Luncheon which was well attended. The Recreational Vehicle show is moving in for their trade show this weekend. ILMEA is in the building with over 20,000 attendees. ILMEA also had their board meeting and voted to keep ILMEA here in Peoria for the next five years. Erin Schaefer attended the Connect-Chicago meeting and met with twenty-two event planners.

Sales and Marketing Committee:

Commissioner Dalfonso reported that the committee had met. He turned the floor over to Jess McMullin who gave the customer survey scores for the month of January at a 10.0. YTD average is 10.0

Capital Committee:

Commissioner Bartolo reported that the committee had met. A proposal for LED Ballroom Refit to Graybar Industries in the amount of and not to exceed \$72,430.80. The Capital Committee reviewed and recommends that the PCCA board moves forward with this project.

Motion to approve the recommendation for \$72,430.80 to Graybar Industries

Motion was made by Commissioner Bartolo. Seconded by Commissioner Greer-Batton. Chairman DiGiallonardo called for a roll call vote. Motion passed unanimously.

Finance Committee:

Commissioner Gandhi reported that the committee had met and in Director of Finance Danette Snopeks absence General Manager Rik Edgar gave the finance report. The PCC hosted over 68,000 patrons in the venue over the month of January. The arena hosted two concerts. Bob Seger sold-out and broke the venue record for gross. The show met revenue expectations financially. Disturbed Concert met revenue expectations for the venue despite being postponed for twenty-fours due to the extreme cold weather. The Convention Center hosted three large conventions, Illinois Fertilizer & Chemical, Illinois Music Education Association and Vision Victory. These three events brought in over 24,600 patrons to the venue. Both Vision Victory and ILMEA came in over budget. IESA Cheer and Midwest Cheer sporting events hosted over 1,800 patrons. The theater hosted performances by The Fab Four, Daniel Tiger and PSO. YTD, AIG is over \$3,244,665 versus last fiscal year of \$2,203,572. Just over a million-dollar improvement over the same time frame in FY18. Current revenue projections are forecasting a net income profit for FY19. If the venue hits the forecasted expectations, it will be only the second time since 2006 that the venue will post a positive number. General Manager, Rik Edgar stated that this is a team effort from the directors down to all staff that make things come together.

Old Business: None

New Business:

Motion to approve contract with POV Sports Marketing for Marketing Analysis not to exceed \$25,000.

Motion was made by Commissioner Greer-Batton. Seconded by Commissioner Manning. Chairman DiGiallonardo called for a roll call vote. Motion passed unanimously.

New Business cont.:

With the approval of the PCCA by-laws, structural changes were made in regard to the election of PCCA board officers. Election of officers will be held at the first regular PCCA meeting in June. Chairman, Vice Chairman, Treasurer and Secretary will start new terms and will serve one year term commencing on July 1st or until their successors are duly elected and qualified. Commissioner Manning will spearhead the nominating committee. There are no term limits on any commissioner who wishes to serve as an officer. Appointments that were made in September 2018 to relative committees would expire on August 31st. Now terms will end on June 30th in the event of changes in officers, the chairman would have the ability to change those committees. Appointments that were made in October 1st, 2018 terms will remain in effect from June 30th, 2019.

Sylvia Hasinger will head the new formed Strategic Planning committee. Their focus will be creating a long term plan for the facility and how it will enhance the community.

Public Comment:

Noting there was no need for an Executive Session; Chairman DiGiallorardo reminded everyone that the next PCCA meeting will be held March 28, 2019 at 4:00 pm, in Lexus Club Room. A reminder will be sent out one week prior to the meeting.

Adjournment:

Chairman DiGiallorardo requested a motion to adjourn.

Motion to Adjourn:

Motion made by Commissioner Dalfonso. Seconded by Commissioner Bartolo. Passed unanimously by voice vote.

Meeting adjourned at 4:45 p.m.