



AUTHORITY BOARD MEETING

Date/Time: Wednesday, September 27, 2018; 12:00 p.m.

Location: BMO Harris Bank Center (Board Room – Lower Level)
300 Elm Street, Rockford, IL 61101

MINUTES

Board Members Present: John Phelps Howie Heaton
Tom Walsh Craig Thomas
Mike Dunn

Board Members Absent: Marcus Hill, Sr. Sunil Puri
Mike Schirger Rudy Valdez
Fred Wescott

Others Present: Alderman, Chad Tuneberg
Attorney, Tim Rollins

Guests: Beth Howard, Friends of the Coronado

Staff Present: Troy Flynn; Executive Director, BMO Harris Bank Center
Lauren Hurt; Staff Accountant/RAVE Board Secretary, BMO Harris Bank Center
Mike Walsh; Director of Operations, BMO Harris Bank Center
Kristen O’Halloran; Booking Manager, BMO Harris Bank Center
Julie McIntyre; Purchasing/ Office Manager, BMO Harris Bank Center

Chairman Craig Thomas called the meeting to order at 12:08 PM.

MINUTES – After correction, the minutes from the August 25, 2018 meeting were reviewed.

MOTION: Motion to approve August 29, 2018 minutes made by Tom Walsh, second by Howie. Motion passes unanimously.

COMMITTEE REPORTS

- **Finance** **Mr. Sunil Puri, Chair**
Craig Thomas defers to Treasurer's report.
- **Executive** **Mr. Craig Thomas, Chair**
 No report at this time.
- **Davis Park** **Mr. Tom Walsh, Chair**
 No report at this time.
- **Coronado** **Mr. Craig Thomas, Chair**
 No report at this time.
- **Governance** **Attorney Mr. Tim Rollins,**
 None at this time.
- **Program Advisory Group** **Mr. Michael Schirger, Chair**
 None at this time.
- **Capital Improvement** **Mr. John Phelps, Chair**
 No report at this time.

TREASURER'S REPORT – Mr. Sunil Puri

Craig Thomas defers to Troy Flynn. Troy Flynn states we are ahead from last year. The focus has been driving revenues and bringing in new sponsors. We are favorable from last year, end of budget. Tom Walsh states a mistake in the financials regarding City support and Interest expense, the numbers possibly being swapped. Craig Thomas directs John Phelps to review them and the Board will look to approve them at the next meeting.

GENERAL MANAGERS REPORT

Mr. Troy Flynn

IceHogs Update: Troy Flynn reports the team is training this week. Season ticket holder pick up party is the 27th. The 28th is the last night of City market and we are cross promoting the Fan Fest/Open House we are having here. The team will be playing a scrimmage and there will be a bouncy house. The Blackhawks played last night and although it wasn't favorable they are in a rebuilding phase, which means the team will more than likely not be sending anyone up. Troy Flynn states goals were delivered to the departments for games as well as the month. Troy Flynn states the IceHogs have a new app through Hockey Tech. This app is more user friendly and will help with sponsors. We are 86% renewed on full packages and half packages and 172 in new packages that ranks us number 11 in the AHL out of 31 teams. Troy Flynn anticipates being at 96-100% renewed plus the new packages, with a net increase since last year. This is our 20th anniversary of professional hockey. Troy Flynn informs the Board of the new merchandise the team store has. The team store tends to rank in the Top 3 in team stores in the AHL. There will also be revamping of the store this year.

Marketing Update/Events Update: Troy Flynn reports REO Speedwagon is this weekend, on the 30th which will close the month. We had Tamale Fest, Glenn Miller Orchestra this month. Kane Brown went on sale a few weeks ago. Kane Brown practically sold out before it went on sale to the public. John Mellencamp went on sale as well and is trending well. Troy Flynn states a new platform the team is branching out to is Snapchat as a marketing tool. Marketing is designing filters for the IceHogs and the event center. Troy Flynn states he has followed up on the web designer and the expense will be greater but hopefully yield a better return. New phone lines and phones are going in this week and next week.

Davis Park: Troy Flynn reports Friday Night Flix did take losses this year. This is attributed to the amount of events going on in the surrounding area. Craig Thomas asks the Board to evaluate how and if Friday Night Flix is necessary to continue because it was started to give the community an opportunity to come downtown and now there are many alternatives. . Troy Flynn does not recommend we do away with Friday Night Flix rather a reevaluation would be the next step. The Board agrees to reevaluate.

Coronado: Troy Flynn reports in the past three weeks there have been two vandalisms at the Coronado. One group threw a brick through the window and tried to pry open the ATM. The second vandalism looks like someone kicked out a window in the historic lobby. The City has been made aware.

BMO: Troy Flynn states he is going to be giving the City a report with regard to parking and how RAVE would like to move forward and what they are offering. POV marketing is going to evaluate how we can improve on our sponsorships, values and any opportunities in the market.

Corporate Sponsorships: Troy Flynn states currently, we are at 74% of our premium inventory which includes suites and club boxes. Two of the suites are large and we don't typically sell. Club boxes are all sold except one. Corporate is 93% renewed and over six figures in new business. Troy Flynn attributes this to better relationships with sponsors, the events we have, access that the sponsors are given, the playoffs last year and hard work.

COUNSEL'S REPORT – Attorney Tim Rollins

None at this time.

CHAIRMAN'S REPORT – Mr. Craig Thomas

None at this time.

CLOSED SESSION

None at this time.

OLD BUSINESS:

None at this time.

NEW BUSINESS:

Beth Howard hands out a form to the Board regarding projects on going at the Coronado. Beth updates the Board on fundraising that has been going on. There is a study that needs to be done to identify some major issues at the Coronado regarding the facade. Beth Howard states this needs to be acted on rather quickly. Craig Thomas asks what the Board can do to make this happen soon. Beth states there are wrinkles that need to be sorted out.

ADJOURNMENT – The Authority Board adjourned at 12:45 p.m.

Respectfully Submitted,

Lauren Hurt, RAVE Secretary/FOIA Officer