

ARENA CONVENTION/ENTERTAINMENT BOARD MEETING MINUTES

January 28, 2009

8:00 am

Members Present: Teri Ellis-Schmidt, Mike Begeman, Kevin Garry, Jan Grunewaldt, Mike Luce and Lee Otis

Members Absent: Susan Scott

Guests/Staff: Russ DeCurtins (SMG), Terry Torkildson (SMG), Lori Schnell (SMG - Arena), Ali Brackett (Convention Center) Scott Kavanaugh (Convention Center) and Mike Cooper (City of Sioux Falls)

1. Approval of Last Meeting Minutes

A motion was made by Mike Begeman and seconded by Lee Otis to approve the minutes of November 26 and December 17, 2008. Yeses, Teri Ellis-Schmidt, Mike Begeman, Kevin Garry, Jan Grunewaldt, Mike Luce and Lee Otis, 6, Noes, none.

2. Additions/Deletions to Agenda

None additions or deletions.

3. Unfinished Business

A. Event Updates

1. Arena (Russ DeCurtins)

The Board received a listing of the upcoming events for the Arena, which includes Sioux Falls Farm Show on January 28-30, Skyforce on February 6, 11, 21, 28 and March 3, Stampede on February 4, 13, 14, 18 & 25, Monster Trucks on January 31, Dakota Spirit Valentine's Classic on February 7 & 8, Playhouse Disney Live! on February 20, Summit League Basketball Tournament on March 7-10, Sportmen's Show on March 12 – 15, Boys State "AA" Basketball Tournament on March 19-21, Harlem Globetrotters on April 6 and Daniel O'Donnell on August 22. Orpheum Theater events include the Plaza Suite on February 13-15, 20-22, 27 – March 1, Bob & Tom Comedy All Stars on March 13, Russell Malone Quartet on March 14 and Blue Note Records 70th Anniversary on March 25.

B. Event Updates

2. Convention Center (Ali Brackett)

The Board received a listing of the upcoming events for the Convention Center which include the Sioux Empire Farm Show on January 28 & 29, USHL All Star Dinner & Game on February 3, Sioux Falls Boat Show on February 6, 7, 8, Elegance on February 15, Washington High School Variety Show on February 17, Winterfest of Wheels Car Show on February 20, 21, 22, Parks & Rec Summer Activities Fair on February 22, SD Big Job Fair on February 24, Golf Expo on February 28 & March 1, Home Show on March 6-8, Sportsman Show on March 13-15 and the Lawn & Garden Show on March 20-22.

C. Financial Report (Scott Kavanaugh)

1. Convention Center Financial Report (Scott Kavanaugh)

The Board was presented with the Convention Center budget for 2008.

2. Arena (Russ DeCurtins)

The Board was presented with the Arena budget for 2008.

Russ DeCurtins discussed the USHL All-Star game and banquet with the Arena Board. Shawn Johnson will be the featured speaker for the banquet on February 3rd and tickets are still available.

4. New Business

CVB (Teri Ellis-Schmidt)

Room tax is 4% over last year. Sales are going well. Bookings numbers are good but the number of attendees is down. The CVB attended the Tourism Conference in Pierre and the Ramkota Hotel received the Michelson Award for Top Service. Visitor Guide ad sales are going very well.

City Report – (Mike Cooper)

Mike Cooper stated the City is looking at budget holdbacks because the sales tax revenue in 2008 was 2% and not the 6% they had anticipated.

The Event Center Task Force representatives were not available to attend the January meeting and have rescheduled to attend the February meeting. The Task Force is taking a trip to Des Moines on January 29 to see their facility in use during a basketball game.

Mike is working on the donations for Convention Center Artwork to be placed in the meeting room. He is anticipating completing this project in 2009.

The City will have the RFP for the Arena and Orpheum Theater Management contract out on February 4th. The deadline to turn in proposals is March 19, 2009. This will be a three year agreement.

The City had an internal audit done on the Arena and Convention Center. The Board was asked to let Mike know if they would like a copy.

Mike Cooper requested an Annual Report from the Board be developed. A motion was made by Kevin Garry and seconded by Lee Otis for Global, SMG and the CVB to work in conjunction to prepare a consolidation statement of the usage and economic impact of the facilities along with the individual Annual Reports. Yeses, Teri Ellis-Schmidt, Mike Begeman, Kevin Garry, Jan Grunewaldt, Mike Luce and Lee Otis, 6, Noes, none.

Mike Cooper informed the Board that February 5th is the Sioux Falls Day at the Legislature.

5. Behind the Scenes

Arena

Russ DeCurtins informed the Board that SMG is working with the Sports Teams to improve attendance by placing an ad in the Argus Leader. A copy of the ad was given to the Board.

With the two recent deaths at Monster Truck events Russ DeCurtins stated that the Arena is preparing everything they can to keep our staff and patrons safe during the upcoming Monster Trucks event at the Arena.

Convention Center

The Convention Center staff are taking all the necessary precautions and explaining to the promoters the extra costs they will incur to protect the new carpet.

6. Adjournment
The meeting ended.

Recording Secretary

CC: Board Members
Sioux Falls Mayor
City Council Members
Argus Leader