

# ARENA CONVENTION/ENTERTAINMENT BOARD MEETING MINUTES

April 22, 2009

8:00 am

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

Members Absent: Jan Grunewaldt

Guests/Staff: Russ DeCurtins (SMG), Terry Torkildson (SMG), Lori Schnell (SMG - Arena), Scott Kavanaugh (Convention Center) and Tyler Sharp (Convention Center)

1. Scott Kavanaugh introduced Tyler Sharp who is the new Marketing Manager for the Convention Center.
2. Approval of Last Meeting Minutes
3. A motion was made by Kevin Garry and seconded by Mike Luce to approve the minutes of March 25, 2009. Yeses, Kevin Garry, Teri Ellis-Schmidt, Susan Scott, Mike Begeman, Mike Luce and Lee Otis, 6, Noes, none.
4. Additions/Deletions to Agenda  
No additions or deletions.
5. Unfinished Business
  - A. Event Updates
    1. Arena (Russ DeCurtins)  
The Board received a listing of the upcoming events for the Arena, which includes the Shrine Circus on April 23-26, Storm on May 9, 16, June 13, 20 and July 11, Daniel O'Donnell on August 22 and Timberwolves Preseason Game on October 23. Orpheum Theater upcoming events include the South Dakota Public Health Association Presents the Documentary "Unnatural Causes" on April 25 and SECT "Chicago" on May 1, 2, 3, 8, 9, 10, 15, 16 & 17.
  - B. Event Updates
    2. Convention Center (Scott Kavanaugh)  
The Board received a listing of the upcoming events for the Convention Center which includes the Volunteers of America Partner Breakfast on May 7, Child's Voice: 9<sup>th</sup> Annual Community Response to Child Abuse Conference on May 14 and multiple private events during April, May and June.
  - C. Financial Report (Scott Kavanaugh)
    1. Convention Center Financial Report (Scott Kavanaugh)  
The Board was presented with the Convention Center budget that is actual through March.
    2. Arena (Russ DeCurtins)  
The Board was presented with the Arena budget that is actual through March.
5. New Business
  - CVB Report (Teri Ellis-Schmidt)  
The CVB Annual Luncheon will be held May 21<sup>st</sup> at the Convention Center. There is a seminar in the morning and lunch at 11:30. Numbers are back up for conventions. Room tax is up again to 10% over last year. Sales for future are very strong. National Tourism week is May 9 – 17. The FAM tour will be May 13 – 15. May 14 they will host a visitor industry social at Bracos from 4:00 – 6:00 pm.

6. Old Business

Convention Center Art Sales (Scott Kavanaugh)

The City has turned over the art sales project to Global. They are to find sponsorships for the artwork that will hang in the Convention Center Meeting rooms. They are also finding sponsorships for shadow boxes and Plasma TV's to be placed in the hallway of the Convention Center. Several Board members stated they have committed sponsorship of some of the pictures and Tyler Sharp will coordinate with the City about the commitments that have been made.

7. Behind the Scenes

Convention Center Annual Report (Scott Kavanaugh)

Scott Kavanaugh handed out the Convention Center's Annual Report.

8. Adjournment

A motion was made by Mike Begeman and seconded by Lee Otis to adjourn the meeting. Yeses, Teri Ellis-Schmidt, Susan Scott, Mike Begeman, Mike Luce and Lee Otis, 5, Noes, none.

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Recording Secretary

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