

Quad City Civic Center Authority Minutes
Thursday, April 21, 2016

Present: Chairman Mike Haney, Thomas Thomas, Ted Thoms, John Hass, Don Welvaert, Lew Steinbrecher, Jennifer Walker, Hunt Harris, Paul Mulcahey

Absent: Reggie Freeman

Staff: Scott Mullen, Rocky Jones, Kevin Snodgrass, Joy Toporowski and Roger Strandlund (Califf & Harper, P.C.)

Approval of Minutes: Motion by Mr. Hass, seconded by Mr. Steinbrecher, to approve the minutes of March 17, 2016. With Chairman Haney calling for a vote on the motion, the vote was taken and it carried unanimously.

Financials: Rocky Jones presented the financial statements with commentary. Motion by Mr. Welvaert, seconded by Mr. Mulcahey, to approve the financial statements for the period ending March 31, 2016. General Board discussion occurred relating to the Motion; and particular focus was applied toward the status of DCEO funding/reimbursement. As to the DCEO matter, discussion concluded with the observation that staff will continue to monitor the situation and, at a future time, consider alternative courses toward recovery of financial stewardship. With Chairman Haney calling for a vote on the motion, the vote was taken and it carried unanimously.

Director's Update:

1. Events: Mr. Mullen described a number of upcoming events.
2. Update on Roofing Project: Mr. Snodgrass advised the Board that the roofing project should be completed within the week. He also informed the Board that with the warranty coverage the Arena had received a \$108,000 credit on the roofing project.
3. Parking Lot: Mr. Mullen reported on the status of credit card reader installation and staff training related to the new system.
4. Advertising/Sponsorships: Mr. Mullen described to the Board the activities of Arena staff in engaging a consultant to assist in procuring new sponsorship entities and growing revenue opportunities (particularly including arena naming rights). Mr. Mullen provided an overview of the consultants considered, the party recommended, the terms of engagement and the basis for his finding that the recommended consultant possesses a sufficiently high degree of skill to opt toward concluding the process with the selection of the recommended consultant (Impressions). Motion by Mr. Mulcahey, seconded by Mr. Harris, to direct the Executive Director to negotiate with and enter into a contract for consulting services, as described in his presentation, and in an amount not to exceed the amount shown in the Budget draft (presented to the Board). With Chairman Haney calling for a vote on the motion, the vote was taken by roll call and it carried unanimously.
5. MVC Tournament Recap: Mr. Mullen provided a post-event analysis which Mr. Mullen identified as generally favorable to the Arena and other event organizers. Mr. Mullen's commentary went beyond the financial aspects to relay the observation that a by-product of the event was the development of new relationships (e.g., athletic directors, coaches, fans, and media). More specifically he noted that the new relationships improve the Arena's standing within the pool of venues eligible for hosting collegiate sports events.

Committee Reports:

Ms. Walker, on behalf of Committee Chairman Freeman and the balance of the Committee, presented the report from the Budget Committee. Ms. Walker informed the Board that both the Budget Committee and Executive Committee had reviewed the budget, engaged in extensive discussion with Arena staff relating to particular line items, and were therefore inviting Board action for approval of the draft distributed by Arena staff. Motion by Mr. Harris, seconded by Mr. Mulcahey, to approve the budget. With Chairman Haney calling for a vote on the motion, the vote was taken and it carried unanimously.

Additional Staff Reports on Projects:

Kevin Snodgrass reported that the chiller rebuild is the last project and the project is currently underway.

Executive/Closed Session: Chairman Haney noted that there would be no need to go into Executive/Closed Session.

Adjourn: Mr. Mulcahey motioned for adjournment. Ms. Walker seconded and the motion carried unanimously.

The meeting was adjourned at 1:17 p.m.

Original Duly Executed

Joy Toporowski, Acting Secretary