

Quad City Civic Center Authority Minutes
Thursday, March 17, 2016

Present: Chairman Mike Haney, Thomas Thomas, Ted Thoms, John Hass, Reggie Freeman, Hunt Harris, Paul Mulcahey (via phone/with appropriate finding from legal counsel)

Absent: Don Welvaert, Lew Steinbrecher, Jennifer Walker

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

Approval of Minutes: Motion by Mr. Freeman, seconded by Mr. Thoms, to approve the minutes of February 18, 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. Harris, seconded by Mr. Hass, to approve the financial statements for the period ending February 29, 2016. General Board discussion occurred relating to the Motion. Significant comments included Mr. Harris noting the trend derived from revenue figures. 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, including some events that are confirmed and some events which are subject to scheduling adjustments. Mr. Mullen noted the possibility of Arena staff applying an upward adjustment to usage rates for graduations from various educational facilities, all to be consistent with current market conditions; and the matter was noted as being approved by consensus. Additional topics within Mr. Mullen's report are summarized below, in pertinent part.
2. **Investigation of Possible Outside Opportunities:** Mr. Mullen outlined his due diligence activities concerning availability of Arena staff/expertise for outsourcing to other venues. Mr. Mullen identified a specific venue which has recently separated from the third-party company providing management services. He reported, with general Board approval, on his intention to conduct a soft exploration as to whether the identified venue might be interested in an intergovernmental agreement; and he agreed to report back on the extent of interest in such an arrangement.
3. **Efficiencies and Customer Service:** Mr. Mullen informed the Board that he has commenced implementation of the previously-approved parking modifications, according to the following terms: \$2,500 one-time start-up fee; \$2,500 for training; \$100 per month for cellular line. In response to Mr. Mullen's report, Mr. Thoms made inquiry as to the Arena staff's consideration of the impact of chip credit cards on the speed of each transaction; and Mr. Mullen agreed to further investigate the matter with the vendor.
4. **Investigation of Maximizing Arena Usage and Expanding Product Variety and/or Ticket Sales:** Mr. Mullen informed the Board of various preliminary investigations and/or efforts toward expanding revenue and promoting visibility within a broader region. More specifically, the focus of Mr. Mullen's comments centered on sporting events. Examples included additional sports tenants/licenses. As to the recent addition of the Missouri Valley Conference Tournament to the Arena event calendar, Mr. Mullen reported that the Tournament in the previous month was widely regarded as a success, with positive media coverage and favorable comments from coaches, athletic departments, parents and fans. Mr. Mullen's comments were accompanied by a video presentation which drew favorable comment from various Board members.

Committee Reports/Personnel Committee (Meeting 3/4/16) Recommendations:

Mr. Harris gave a report on the items attached to the Agenda (items previously considered and acted on by Personnel Committee (refer to Committee Minutes).

1. Motion by Mr. Mulcahey, seconded by Mr. Freeman, to accept the reclassification of the Maintenance Lead position (first shift) from part-time to full-time. With Chairman Haney calling for a vote on the motion, the vote was taken and it carried unanimously. Motion carried.
2. Motion by Mr. Freeman, seconded by Mr. Mulcahey, to adjust the salary range of the Director of Operations position. With Chairman Haney calling for a vote on the motion, the vote was taken and it carried unanimously. Motion carried.

3. Motion by Mr. Freeman, seconded by Mr. Thomas, to increase the minimum number of hours for health care retirement benefits from 925 annual hours to 1,560 annual hours (consistent with the Affordable Care Act requirements). Discussion on the motion included Arena staff noting that implementation of the matter will be subject to certain additional review relating to legal compliance. With Chairman Haney calling for a vote on the motion, the vote was taken and it carried unanimously. Motion carried.

Additional Staff Reports on Projects:

Kevin Snodgrass reported that the retractable seating project and the box office concourse project have both been closed. He noted the status of certain other items (e.g. air handling unit).

Executive/Closed Session: At 1:10 p.m., Chairman Haney invited Board members to adjourn into Closed Session for the following purpose: lease pricing. Roger Strandlund, Legal Counsel, provided the legal finding/factual basis supporting the application of an exception to the Open Meetings Act, i.e., 5 ILCS 120/2(c)(6). Motion by Mr. Thoms, seconded by Mr. Freeman, to conduct the meeting in Closed Session. With Chairman Haney calling for a roll call vote on the motion; the vote was taken with all Board members voting "Aye". Chairman Haney declared the motion carried and, therefore, excused all Arena staff, including Mr. Mullen.

No formal action was taken in Closed Session.

At 1:18 p.m., motion by Mr. Thomas, seconded by Mr. Hass, to adjourn back into regular session. A roll call vote was taken showing all Board members voting "Aye", and Chairman Haney declared the motion carried.

Adjourn: Mr. Freeman motioned for adjournment. Mr. Hass seconded and the motion carried unanimously.

The meeting was adjourned at 1:20 p.m.

Original Duly Executed
Joy Toporowski, Acting Secretary