

ARENA CONVENTION/ENTERTAINMENT BOARD MEETING MINUTES

September 23, 2009

8:00 am

Members Present: Teri Ellis-Schmidt, Susan Scott, Kraig Pomrenke and Kevin Garry

Members Absent: Tom VanWyhe, Mike Begeman, and Lee Otis

Guests/Staff: Russ DeCurtins (SMG/Arena), Lori Schnell (SMG/Arena), Krista Orsack (Global/Convention Center) Mike Cooper (City of Sioux Falls) and Jim Loria (Stampede)

1. Approval of Last Meeting Minutes

A motion was made by Teri Ellis-Schmidt and seconded by Kraig Pomrenke to approve the minutes of August 26, 2009. Yeses, Teri Ellis-Schmidt, Susan Scott, Kraig Pomrenke and Kevin Garry, 4, Noes, none.

2. Additions/Deletions to Agenda

No 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 the Northern Bull Riding Tour Championship Finals on September 26, Stampede on October 2, 3, 16, 17, 24, Autumn Festival on October 9-11 & 30, Timberwolves Preseason Game on October 23 and Michael W. Smith on November 5.

B. Event Updates

2. Convention Center (Krista Orsack)

The Board received a listing of the upcoming events for the Convention Center which includes the North Central Heart on October 1-2, SD Speech & Hearing on October 2-3, Pederson/Jones Wedding on October 3, Kary/Port Wedding Reception on October 3, Reinhart Foods on October 4-5, Autumn Festival on October 9-11, Envive on October 10, SD Safety Council on October 12-13, Wellmark on October 13, Women's Expo on October 16-17, NDSU on October 16-17, Black Tie Wed on October 18, SD Chamber of Commerce on October 20, SD EMT on October 22-25, Eide Bailly on October 26-30, Alltel Wireless on October 27-29, Product Show on October on October 28-29, Big Sioux Cat Show on October 30-31, Raven Industries on October 30-31 and Diocese of South Dakota on October 31.

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 August.

2. Arena (Russ DeCurtins)

The Board was presented with the Arena budget that is actual through August.

5. New Business

Stampede - Jim Loria

They had a good end to last year. They are working very hard to increase tickets sales with several promotions. They are using buffalo chips to purchase tickets and food and beverage items. They are offering a sampler book that includes vouchers to cash in for tickets for the games they choice to attend. They are offering businesses a new promotion if they buy 10 or more tickets they will sell them for \$5.00. They have two new staff members.

CVB Report – Teri Ellis-Schmidt

They attended Affordable Meetings in Washington that gave them leads to small groups. The Hunter's Celebration at the Airport will be held October 16. Exhibit spaces is still available. Winter Wonderland will start November 21. It has been discussed to have welcome to Sioux Falls banners placed on the polls by the airport along Minnesota and Russell. They placed a full page Thank You ad in the Argus Leader today.

A question was raised about the progress of lowering airline rates and increasing flights at the airport. Teri stated she is meeting with the airport officials and will give an update on this at the next board meeting.

City of Sioux Falls – Mike Cooper

The Event Center Task Force received the financial consultant report from Sports and Leisure and will give their recommendations to the City in November. If the Council approves of the recommendations it will have to go to a vote in November 2010. The City will have to work with the Legislature on allowing cities to raise event revenue. The City Mayoral election will be held the first week in April.

Concession Price Increases – Russ DeCurtins

Russ DeCurtins discussed the price increases for the Arena's concession menu. A motion was made by Kevin Garry and seconded by Kraig Pomrenke to approve the price increases, without amendments. Yeses, Teri Ellis-Schmidt, Susan Scott, Kraig Pomrenke and Kevin Garry, 4, Noes, none.

6. Old Business

Susan Scott asked about the progress of the Convention Center picture project. Krista stated they working with the City on contacting the list of people who said they would be a picture sponsor.

7. Behind the Scenes

Russ DeCurtins stated that SMG will be marketing the Orpheum to businesses to use as meeting and reception space. Up until now, the main focus of marketing has been for Theater uses, not receptions.

8. Adjournment

The meeting was adjourned.

Recording Secretary

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