

## ARENA CONVENTION/ENTERTAINMENT BOARD MEETING MINUTES

April 28, 2010

8:00 am

Members Present: Tom VanWyhe, Lee Otis, Kevin Garry, Teri Ellis-Schmidt, Susan Scott and Kraig Pomrenke

Members Absent: Mike Begeman

Guests/Staff: Terry Torkildson (SMG/Arena), Kelly Zamora (SMG/Arena), Lori Schnell (SMG/Arena), Scott Kavanaugh (Global/Convention Center), Krista Orsack (Global/Convention Center) and Mike Cooper (City of Sioux Falls)

### 1. Approval of Last Meeting Minutes

A motion was made by Kevin Garry and seconded by Lee Otis to approve the minutes of March 24, 2010. Yeses, Tom VanWyhe, Lee Otis, Kevin Garry, Teri Ellis-Schmidt, Susan Scott and Kraig Pomrenke, 6, Noes, none.

### 2. Additions/Deletions to Agenda

There were no additions or deletions.

### 3. Unfinished Business

#### A. Event Updates

##### 1. Arena (Terry Torkildson)

The Board received a listing of the upcoming events for the Arena, which includes the Storm on May 1, 15, 29 and June 29, Roller Dollz on May 8, Argus Leader RibFest on June 3, 4, 5, 6 and Sugarland on June 17 and Carrie Underwood on December 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 Breaking Benjamin Concert on April 28, McCrossans Boys Ranch on April 29, Sioux Falls Baby & Kids Expo on April 30 – May 1, CVB Visitor Industry Luncheon and Farmers Mutual of NE on May 4, Volunteers of America Breakfast on May 6, VA Medical Center on May 6-7, SD Bankers Assoc. on May 11, Missouri River Energy on May 12-13, North Central Heart on May 13-14, Verizon Wireless on May 18-19, Dacotah Paper on May 19-20, Augustana College on May 21, Aurora Pettibone Grad Party on May 22, CVB Council on May 27 and Rygh-Purintun Wedding Reception on May 29.

#### 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 (Terry Torkildson)

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

5. New Business

CVB Report (Teri Ellis-Schmidt)

The Visitor Industry Luncheon will be held May 4 in the Convention Center. Mall Visitor Center ribbon cutting will be held May 11 at 11:30. May 13-14 will be the FAM Tours. Visitor Industry social will be held May 13 at Old Chicago. Teri Ellis-Schmidt reminded the Board to post any events they are having on the siouxfallsevents.com website. Sales are going very well.

Susan Scott informed the Board that the Great Plains Balloon Race will be held at the Kenny Anderson Park on June 11-13, 2010.

City of Sioux Falls (Mike Cooper)

Sales tax and entertainment taxes are lower than expected so the City has identified hold backs across the board. An internal audit group is conducting a performance audit on the Convention Center Management Agreement. It will be presented to the audit committee the last week in May. The Arena CIP projects were presented to the CIP Committee and all the projects have been taken out. The CVB is working on a Bid District for a \$2.00 room night fee for sales and marketing. They will be contacting all the hotels to join. The 2009 Annual Arena, Convention Center and CVB Report was discussed.

Convention Center Artwork (Krista Orsack)

Krista Orsack and Russ Sorenson are continuing to contact the interested parties regarding the Convention Center Artwork sponsorships.

6. Old Business

Nothing was reported.

7. Behind the Scenes

Nothing was reported.

8. Adjournment

The meeting was adjourned.

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Recording Secretary

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