

FINANCE COMMITTEE MEETING MINUTES

July 6, 2016

11:30 AM - 2nd floor conference room – Peoria Civic Center

PRESENT:	PAUL DIGIALLONARDO	PEORIA CIVIC CENTER AUTHORITY
	ROBERT MANNING	PEORIA CIVIC CENTER AUTHORITY
	PRATIMA GANDHI	PEORIA CIVIC CENTER AUTHORITY
	JIM SCROGGINS	PEORIA CIVIC CENTER AUTHORITY
	ANNE CLAYTON	PEORIA CIVIC CENTER
	DANETTE SNOPEK	PEORIA CIVIC CENTER
	DAWN HOLLY	PEORIA CIVIC CENTER

Call to Order

The meeting was called to order by Paul DiGiallonardo at 11:32am.

Budget Discussion FY17

Anne Clayton stated she has increased the event income by \$100,000. The additional \$75,000 was in Banquets and \$25,000 is in Meetings. Bob Manning questioned the event income for Bradley. Anne stated there are only 16 home games scheduled. Pratima Gandhi was going to check on this.

Robert Manning asked if this year's success of the Rivermen would mean an increase in attendance for next year. Bart is thinking outside the box, Anne stated to drive up attendance. Bart is working on season tickets holders with a possible family night with Savor.

Theatre Concerts are down for FY17 per Bob Manning. Anne stated attendance has increased at concerts. For example, Beach Boys had a sold out concert. Bob Manning stated staff needs to be challenged with stretched goals. We have always done 11 concerts that is not good enough.

Bob Manning stated conventions are less than last year. We are taking over PACVB we need to have something to show for it. We have to improve. Anne Clayton asked where you want us to be. Is there a number we want to hit? Are we looking for a balanced budget?

Paul DiGiallonardo asked what we would do if Wicked was not in the equation. What is our sales team and who is selling for us? What is our stretch goal?

Anne Clayton answered Jo Stowell is our Senior Sales Manager, Erin Schaefer is a Sales Manager and Lauren McBain is a Sales Manager and her last day is Friday. Paul DiGiallonardo asked what the sales department is going to look like.

Jim Scroggins stated the City raises are around 2 percent. Robert Manning stated our raises were in line with the city raises. Pratima Gandhi received an answer from Bradley they are only going to be 16 home games. Anne Clayton said we only have 54 full time employees and 10 are Savor. Can we refinance the bonds? Jim Scroggins stated the City of Peoria refinanced them over 4 years ago and the City kept the savings.

Paul DiGiallonardo stated we need another meeting before the 26th of July to review budgets.

Adjournment

Robert Manning made a motion to adjourn the meeting at 1:15pm. It was seconded by Pratima Gandhi. The motion was passed unanimously.