

MINUTES
Spokane Public Facilities District
Board of Directors
Spokane Veterans Memorial Arena Board Room
Wednesday, May 8, 2019
12:30 PM

ITEM #1 TO ORDER

Board Chair Larry Soehren convened the 755th meeting of the Spokane Public Facilities District at 12:30 PM.

ITEM #2 ATTENDANCE

In attendance was Board Chair Larry Soehren along with members Marty Dickinson, Travis Tramp and Nate Greene. Mick McDowell was absent and excused. District personnel included Stephanie Curran, Matt Gibson, Monte Koch, Brittany Garwood, Matt Meyer, Becca Watters, Ryan Wittstruck, Jessica Deri, Andrew Dolan, Jené Iceberg, Kay Riplinger and Ellie Maurer. Guests included Tom Parker from Parker Northwest, Justin Kobluk from WestCoast Entertainment, Jodi Kayler from the Spokane Sports Commission, Toby Hatley from Washington Hospitality Association, Ruth Fitzgerald, Jamie Rand and TJ Hake from Visit Spokane, and Bobby Brett and Dave Pier from Brett Sports and Entertainment.

ITEM #3 CONSENT AGENDA

Mr. Tramp moved to approve the consent agenda, Mr. Greene seconded and the motion was approved unanimously, including the following:

- Approval of Minutes from April 24, 2019

ITEM #4 DISTRICT BUSINESS

Ms. Kayler announced that the Spokane Sports Commission was just named the National Sports Commission of the Year. Congratulations were shared from each member of the Board and guests.

Art Committee

No Report

Finance Committee

Mr. Greene discussed that due to staff availability on May 22nd, the financial reporting of 2018 Period 13 to the Board, may be postponed.

Operations Committee

No Report

Project Committee

Sportsplex – Mr. Tramp shared that the Carnation Building and Dance Studio sites have been fenced. Abatement will be starting shortly with demolition to follow. The City is working to clear out items from the Carnation Building site. Ms. Curran explained that funding is still being worked through, but that the Sports Commission is actively attracting events for the Sportsplex. Ms. Dickinson posed questions relating to timelines and the possibility of garnering community support to share with Spokane County. Ms. Curran provided background on the state of the current financing situation. She relayed that the County has hired an independent firm to assess the financing and we are working with the County through this process. She further noted that the County may need additional time to complete the study and have asked if we are able to provide them the time they need.

WestCoast Entertainment

Mr. Kobluk, President of WestCoast Entertainment, introduced himself to the Board and shared information regarding their strong upcoming 2019/2020 season and the excitement surrounding Hamilton, which is scheduled for the following 2020/2021 season. He is working closely with the First Interstate Center for the Arts staff to maximize marketing and ticketing efforts. He also provided the Board with his personal background.

Parker Northwest – Legislative Update

Mr. Parker provided an update on the recently ended Washington Legislative Session. He recapped Ms. Curran's efforts in Olympia to secure \$1M in funding toward the Sportsplex project and the NHL legislation. He shared that many taxes were raised and there are changes in higher education and mental health on the horizon. There was discussion surrounding potential bills to be addressed during the next session. Ms. Curran thanked Mr. Parker for his efforts

Visit Spokane

Ms. Fitzgerald covered the 2019 1st Quarter results from Visit Spokane's sales efforts. She reviewed the lead nights for PFD facilities, as well as the status of definite room nights, "hot leads" and sales activities. Mr. Rand detailed the Visit Spokane marketing efforts during the 2019 1st Quarter and explained that the current campaign will continue through June. Mr. Rand walked the Board through the new Convention Center 3D Rendering website. He explained that this was a joint project between Visit Spokane and the District's Convention Center Sales and Marketing team. Ms. Fitzgerald described the positive impact 3D Rendering will have on their ability to sell and market the Convention Center. Mr. Rand shared that the next step will be to use drone footage to show the aerial perspective of the Spokane Convention Center District. Ms. Fitzgerald reviewed the TAP report and described the DA Consumption Benchmark.

SPFD – Convention Center and First Interstate Center for the Arts

Ms. Deri discussed the 2019 1st Quarter results from the sales and marketing efforts of the Convention Center and First Interstate Center for the Arts. She discussed the success of Lion King and sales trips efforts. She recapped the number of contracts signed, accumulated revenue, attendance, and the results of 1st Quarter Planner Surveys and Secret Shopper scores. She relayed that the Convention Center was positive \$10K in the 1st Quarter, had an economic impact on the community in the amount of \$25,630,511, and accounted for 26,223 room nights.

ITEM #5 MISCELLANEOUS

The Board briefly discussed the upcoming meeting schedule for May 22, 2019

ITEM #6 PUBLIC COMMENTS

ITEM #7 ADJOURNMENT

There being no further business the Board adjourned at 1:15 pm.

Stephanie Huff
Deputy Clerk of the Board

Approved by the Board of Directors

The SPFD Board's minutes are intended to be a reasonable summary of the Board's deliberations and actions. The minutes are not a verbatim record of everything said at the meeting. The minutes include all actions taken by the Board.