

MINUTES
Spokane Public Facilities District - Board of Directors Meeting Via Webinar
& at Spokane Veterans Memorial Arena Board Room | Wednesday, June 12, 2024 at 12:30pm

ITEM #1 TO ORDER

Board Chair Read convened 860th Meeting of the Spokane Public Facilities District at 12:31 PM.

ITEM #2 ATTENDANCE

In attendance was Board Chair Paul Read, Vice Chair Marty Dickinson, Cami Eakins. Board Members Harry Sladich, and Ed Bruya were excused. District personnel attending in-person included, CEO Stephanie Curran, Mike Gaffaney, Matt Meyer, Jennifer Kletke, Jessica Deri, Steve Marsh, Paul Christiansen, Andrew Dolan, and Ryan Gallagher. District personnel attending virtually included Nic Lawrence, Tina Gallegos, Melissa Coulter, Angela Sandborn, Antwone Whaley, Holly Williams, Kamie Gylling, Chelsey Buffman, and Jose Angel. Guests attending in person included Scott Taylor and Aiden Hubbard with The Car Park, Ryan Nackers with Levy, Chris Varallo with Kutak Rock, Ashley Blake and Keyta Lewis with Spokane Sports, Rose Noble with Visit Spokane, and Dave Pier with Brett Sports and Entertainment. Guests attending virtual included Dean Feldmeier with Hilton Hotels.

Boar Chair Read thanked staff and partners for all their efforts.

ITEM #3 CONSENT AGENDA

Board Chair Read presented the Consent Agenda items.

- **Approval for Minutes for May 8, 2024**
- **Approval for Minutes for April 10, 2024**
- **Legal Invoices for Kutak Rock for April 2024**
- **Legal Invoices for Paine Hamblen for April/May 2024.**

Ms. Eakins moved to approve the Consent Agenda as presented, Ms. Dickinson seconded and the motion was approved unanimously.

ITEM #4 DISTRICT BUSINESS

Finance:

Amendment to Credit Enhancement Agreement & Joint Resolution.

Mr. Marsh and Mr. Varallo described the two documents to be approved and signed

Next payment due date of July 1, 2025 (\$993,160), one payment already made May 28, 2024. Discussion regarding the history of these documents.

Credit Enhancement: Bonds in 2021 were guaranteed by the County which resulted in a lower interest for the PFD. The County had a provision to share in those funds and the PFD would like to propose a payment plan over three years. The payments per year are approximately \$300k.

Ms. Dickinson moved to approve acknowledgement that the County has paid bonds and the PFD is still accountable for those funds as presented, Ms. Eakins seconded and the motion was approved unanimously.

Financials:

Mr. Marsh reviewed Financials for 1st Quarter 2024 including overview of the Fund Balance, P and L, and P and L by Location.

Operations:

The Board Operations Committee met prior to the Board Meeting to review proposed Levy Concession increases. This information was reviewed by the Spokane Chiefs at an earlier date.

Ms. Dickinson moved to approve Levy Concessions as presented, Ms. Eakins seconded and the motion was approved unanimously.

Project:

No Report.

2024 1st Quarter Board Reports

1. Spokane Convention Center/The Podium.

Ms. Deri presented Q1 for 2024 for the Spokane Convention Center and The Podium.

Sales: 12 trips, 39 site visits (national, regional, local), Highest in site tours to date.

Actualized Business: Goal was \$1.7m, Actualized, was \$1.8m with a variance of 108%.

Event Totals: Q1 2022 the lowest coming out of Covid. Now we are higher than 2022, not to pre-Covid level yet.

Contracts: 2024 goal, \$6,859,452 / Q1, \$1,929,844

Economic Impact: \$15.5m; Room Nights: 30,371. The Podium had 25 events.

Attendees: 105,531 up 16% from last year at the CC and 112,147 at The Podium up 42% over last year.

Other Facts at CC: 505 gallons of coffee, 69,000 chairs set, 145 projectors ordered, 132 gallons of paint for building touch-ups.

Other Facts at The Podium: 39 courts/mats installed by Ops, 57 gallons of paint for touch-ups. 2,296 soft pretzels sold.

Customer Survey Response: Overall 4.67 out of 5. Ms. Eakins requested adding the amount of surveys received.

Of note, we are booking out to 2030. 2025-26, working on and 2027 looks to be a big year.

2. Spokane Veterans Memorial Arena/First Interstate Center for the Arts.

Mr Meyer presented Q1 for 2024 noting it was the highest Q1 to date.

Arena Events: Nate Bargatze, Brandon Lake, Bryan Adams, GU Basketball, State B, Chiefs, Blake Shelton, Toby Mac, and NCAA Men's.

Announcements: Def Leppard, Jelly Roll, Hot Wheels Monster Trucks, Chris Tomlin

FICA:

Q1 Events included ballet, David Spade, Bluey, Disney Princess Concert, John Cleese,

Announced: World Ballet, Swan Lake Dwight Yoakum

The Podium

Announced: DethKlok

Travel: Q1 travel included APAP, WHL Meetings, Pollstar, PacNet.

What's Next: Booking team is full, working on Stadium entertainment build out, Music Festival branding, First round of logo's, Comedy Festival next year, TicketsWest- working with TW on new system for increased data and stats, Marketing is almost fully staffed. PFD Rebrand with Power Marketing. (Arena rebrand has been awarded. PFD Brand and website down to final two. RFP for Venue websites going out shortly). Hiring a Premium Sponsorship position. Arena Refresh is fully underway and coming along well, three Suites almost completed, retractables ahead of schedule. The ribbon board and freight elevator will begin after Hot Wheels.

3. Visit Spokane

Ms. Noble reviewed Q1 for 2024 presenting their logo refresh for meeting planners and attendees. Visit Spokane is working on the Downtown Event Alert and maintained Visitor Center Operations as well as increasing visitor interactions.

Lead Room Nights: 67,715 which is 51% of 2019, 140% of 2022, and 113% of 2023.

Average Lead Size: 1,110 which is 66% of 2019, 85% of 2022, and 166% of 2023.

Definite Room Nights: 12,995 which is 62% of 2019, 147% of 2022, and 95% of 2023.

Update for Q2: Goal of 21,500 room nights and currently at 22,000 with the rest of June left.

4. Spokane Sports

Ms. Blake and Ms. Lewis presented Q1 for 2024 noting 20 events throughout three venues, 38k projected room nights, with 92k total visitors estimated.

Track & Field in Q1: Twelve meets with (27) event days, and 24.5k total visitors.

Areas of Growth in Track & Field:

Revenue Breakdown for Q1: Facility Rental 48%, Ticket Sales 19%, Security 10%, Parking 5%, Concessions 14%, Cleaning 4%.

Bid Process: Prior to bidding process, Spokane Sports spends a great deal of time vetting (RPF process and survey of previous host cities), validating (create blueprint, budget, confirm venue/hotel), preparing for bidding (creating structure, timeline, presentation, and site visit), and execution (event awarded, sign contracts, press announcements, event recap, plan for future).

ITEM #5 MISCELLANEOUS

CEO Update:

Floating Stage: Opened in 1974 and needs maintenance. PFD not booking any longer. PFD has a contract with Parks Department that PFD may relinquish to Park. Ms. Curran in conversations with Park.

Club Renovation: Now demolished. Reviewed in walk-through with Chiefs addressing their concerns.

Fire Marshal: Mr. Christiansen stated Fire Marshal requested we hire a Fire Engineer to classify storage project and send that proposal to Fire Marshal Dahl. Working with a Fire Marshal in Kansas City to classify the project.

Chair Read requested if manufacturer is required to classify. No, they do not rate the product in this manner and noted they had never been asked in 30 years.

ITEM #6 PUBLIC COMMENTS

Board Chair Read opened the Board Meeting for Public Discussion.

Mr. Pier discussed expecting to hear more about the Memorial Cup. And, the NHL draft is coming up.

Looking for Head Coach and Assistant.

ITEM #8 ADJOURNMENT

There being no further business the Board adjourned at 02:02pm.

Michelle McIntyre, Clerk of the Board

Approved by the Board of Directors at following meeting.

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.