

MINUTES
Spokane Public Facilities District - Board of Directors Meeting Via Webinar
& at Spokane Veterans Memorial Arena Board Room | Wednesday, May 28, 2025 at 12:30pm

ITEM #1 TO ORDER

Board Chair Read convened 874th Meeting of the Spokane Public Facilities District at 12:30 PM.

ITEM #2 ATTENDANCE

In attendance was Chair Paul Read, along with Vice Chair Bruya and Board Members Harry Sladich, Ed Bruya, and Jon Neill. Board Member Cami Eakins was excused. District personnel attending in-person included, CEO Stephanie Curran, Jessica Deri, Mike Gaffaney, Matt Meyer, Paul Christiansen, Melissa Coulter, Nic Lawrence, Freddie Mercer, and Ryan Gallagher. District personnel attending virtually included, Kaila Jones, Katy Gray, and Jose Angel. Guests attending in person included Chris Varallo with Kutak Rock, Ashley Blake with Spokane Sports, Rose Noble and Ruth Fitzgerald with Visit Spokane, Scott Taylor and Aiden Hubbard with The Car Park, Dave Pier with Brett Sports & Entertainment, and Barry Ellison with Spokane Parks & Recreation.

Chair Read opened the PFD Board of Director's meeting with a thank you to the PFD team, Board, and PFD partners.

ITEM #3 CONSENT AGENDA

Chair Read presented the Consent Agenda items.

- **PFD Board Minutes for May 14**
- **Legal Invoices for Dunn and Black for April; and Paine Hamblen for January 2025 (PH received 5.21.25)**

Mr. Bruya moved to approve the Consent Agenda as presented, Mr. Neill seconded and the motion was approved unanimously.

ITEM #4 DISTRICT BUSINESS

2025 Q1 Financials:

Ms. Jones reported negative net variance of \$315,000, better than budgeted by \$1.25M. Overall revenues ahead of budget by \$1.95M. Expenses exceed budget by \$670,079. PFD is experiencing a strong start to 2025 despite economic uncertainties.

Second Amended Reciprocal Easement – (Papillion Building & Construction Project Update)

Mr. Ellison explained the history of the project, current status, and need for a 2nd Amendment to extent the easement 18 months.

Mr. Sladich moved to approve the Second Amended Reciprocal Easement as presented, Mr. Bruya seconded and the motion was approved unanimously.

Ms. Curran inquired to the added water pipe late in the project that the PFD paid 145k. PFD team will research.

2025 Q1, Visit Spokane:

Ms. Noble and Ms. Fitzgerald presented Q1 2025 for Visit Spokane. They reported 11,707 definite bookings quarter to date. Groups contracting using the Convention Center include American Public Human Services Association, FBLA, AWSP/WASA, NWPPA, Sweet Adelines, Children's Justice Center, WSSDA, and Northwest Human Resources Association for a total of 19,142 room nights. Lead Volume, Definite Bookings, and Definite Attendance categories are all in the positive and are higher than the West/Pacific areas.

Last, Visit Spokane showed a clip of KHQ news with the Visit Spokane logo in the lower right and reporting Visit Spokane bringing snow to their visit in Tampa.

2025 Q1, Spokane Sports

Ms. Blake presented Q1 2025 for Spokane Sports adding their mission is the Spokane Community with the Power of Sport. In the first quarter, there were 19 events. This is up 30% from initial forecasting (most coming from NCAA and Women's NCAA). High School events are strong and up 33%.

The Spokane Sports created event Spokane High School Invitational started with one day and is now up to three days.

Looking ahead, 2027 Taekwondo Finals and Festivals in September 2027.

Active negotiations: 2026 CrossFit Games (August)- they should convene this week and provide a decision on their chosen location.

2025 Q1, Spokane Convention Center & The Podium-sports

Ms. Deri presented Q1 2025 for the Spokane Convention Center & The Podium (sports).

Sales Efforts: Nine sales trips; four national, one regional, four client entertainment. In addition, sales coordinated 26 site visits.

Non-profit groups with events at the Convention Center raised over \$3m for their organizations last year.

Sales and Levy coordinate well. Levy, writes in f/b minimum, and sales works to exceed.

Conventions dropped from 2023/2024. The attendance was higher but the night of stay is different than last two years.

Contracts 2025 YTD Goal, \$7,162,607. Q1, \$2,690,325. Currently at 37.5% year to date.

Actualized Business (Q1 Rentals + F/B). Expected, \$1,688,026. Actual, \$1,829,567. Variance of 108%.

Economic Impact:

- Convention Center, \$17,057,027 with Room Nights at 11,657. 118,226 attendees in Q1. (2024=112,147 attendees. 2023=89,420 attendees).
- The Podium had 23 events (2024=24 events, 2023=19 events, 2022=15 events). 32 volleyball courts, 34 wrestling mats, and 9 basketball courts. 92,655 attendees in Q1. (Q1 2024=104,531. Q1 2023=62,265). Lower in 2025 due to PNQ had more event days last year.

Harry commented it was interesting to see the history.

Did You Know?

At the Convention Center in Q1, 14 tons were composted, 4,467 meals to the hungry, 291 pounds to feed animals, 3,940 gallons of coffee served, 4,263 bottled waters sold, 1,547 diet cokes sold, and 15,950 cars parked.

Customer Survey's: (Out of five) 4.7, PFD. 4.07, Contracted Services. Overall, 4.39.

2025 Q1, The Car Park

Mr. Taylor presented Q1 2025 for The Car Park with revenues to the PFD reporting increases in parking revenue at both campuses.

- Convention center parking up 51% in March, North campus filled to capacity 19 times in March.
- Combined venues parked 37,000 cars in March 2025 with total Q1 revenue up 6% from previous year. Dynamic pricing structure implemented successfully crediting Ms. Deri and her team. Even with the increase, the number of parked vehicles increased.
- State B resulted in a 9% increase in vehicles and revenue. This event continues to grow each year,
- Citations: Washington law settled in June last year to allow contact information for WA vehicles has been beneficial.

ITEM #5 MISCELLANEOUS

CEO Report:

Lincoln Street Changes: Ms. Curran had a conversation with a business leader regarding changes on Lincoln St. (Runs along the east side of the Arena). The city will be taking for 4 lanes to two with parking on one side and bikes on the other side.

Art: Discussion about a memorial art piece for Greg Forsyth, SPS.

DSP: State of Downtown on Friday, May 30.

Chiefs: Congratulations, the Spokane Chiefs are in the Championships and playing Game 4 tonight. Chair Read will drop the puck tonight.

ITEM #6 PUBLIC COMMENTS

Chair Read calls for any public comments.

Mr. Pier: The Spokane Chiefs and Medicine Hat are in the championships and each team has dominated a game. Tonight, May 14 is Game 4 and there are 7,500 tickets sold. We expect higher on Friday, May 16.. Friday will be the last home game in the series.

The Board offered congratulations and appreciation to/for the Spokane Chiefs.

ITEM #7 EXECUTIVE SESSION

Board Chair Read adjourned the Board to an Executive Session at 1:42PM per RCW 42.30.110 (i) regarding Litigation for approximately (45) minutes with no action expected. The board returned to the board room at 1:40PM with no action taken.

ITEM #8 ADJOURNMENT

There being no further business the Board adjourned at 1:42PM.

Michelle McIntyre, Clerk of the Board

Approved by the Board of Directors at following meeting.