

**MINUTES**  
**Spokane Public Facilities District - Board of Directors Meeting Via Webinar**  
**& at Spokane Veterans Memorial Arena Board Room | Wednesday, August 27, 2025 at 12:30pm**

**ITEM #1 TO ORDER**

Board Chair Read convened 877<sup>th</sup> 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, Cami Eakins, and Jon Neill. District personnel attending in-person included, CEO Stephanie Curran, Jessica Deri, Mike Gaffaney, Matt Meyer, Paul Christiansen, Melissa Coulter, Nic Lawrence, Jennifer Kletke, Shaundra Scott and Ryan Gallagher. Guests attending in person included Chris Varallo with Kutak Rock, Ashley Blake with Spokane Sports, Rose Noble with Visit Spokane, Scott Taylor and Aiden Hubbard with The Car Park, Dave Pier with Spokane Chiefs, and Joe Davis with Enduris.

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 July 09**
- **Legal Invoices for Dunn and Black, Paine Hamblen, and Kutak Rock**

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

**ITEM #4 DISTRICT BUSINESS**

**Financial Update with Steve Marsh**

Mr. Marsh presented the 2025 Q2 financials to The Board, stating that revenues are up \$2.6 million versus last year (up about \$900,000), with the PFD running \$600,000 ahead of budget for the first two quarters. With that said, the second half of 2025 is expected to be weaker, with the year-end forecast very close to budget (within 1%).

- Mr. Read and Sladich suggested that the Board look into best practices for reserve levels before the 2026 budget approval.
- Mr. Marsh responded that some reserve requirements are mandated by law.
- Mr. Varallo agreed with Mr. Marsh, adding that majority of the reserve (that the Board previously agreed on) is a need.

**Joe Davis with Enduris: Insurance Renewal**

Mr. Davis presented the insurance renewal information.

**Key Takeaways:**

- Enduris has been the PFD's insurance provider since 2011.
- The premium did increase by 7% from the previous year, partly due to increased general liability exposures from the addition of new buildings.
- The insurance renewal is an administrative task that doesn't require board approval.
- The premium will be paid within the next 30 days.

*Mr. Marsh noted that the premium is paid annually and amortized over the year on financials.*

**2025 Q2, Spokane Convention Center & The Podium [sports]**

Ms. Deri presented Q2 2025 for the Spokane Convention Center & The Podium. Actualized business at the Convention Center in Q2 was \$2.3 million, exceeding the expected contact value of just under \$2 million. The Podium's Q2 attendance YTD is 80,550 - a nearly 11,000 increase from Q2 2024.

**Sales Efforts:** Nine sales trips and entertainment events; two national, one regional, five client entertainment. In addition, sales coordinated 20 site visits. The sales team is on pace for future contracts with a goal of \$7.1 million, as they're currently sitting at 54.6% YTD. We sent 47 surveys out to customers, and the response scores showed 96.5% overall satisfaction.

- Mr. Read asked about recovery trends for Q4 and beyond.
- Ms. Deri responded that Q4 is traditionally strong, especially October, and momentum appears to be returning with more holiday party bookings.

## **2025 Q1 & Q2, Spokane Arena, FICA, One Stadium, & The Podium [entertainment]**

Mr. Meyer presented Q1 & Q2 2025 for the Spokane Arena and other entertainment venues.

**Arena:** Q1 featured Gonzaga events, PBR, Chiefs playoffs, and NCAA tournament, including women's super regionals. Q2 was slower due to the political season affecting entertainment bookings. *Upcoming Events: Eric Church, Darius Rucker, and Brandon Lake.*

**FICA:** The theater has received increased focus due to the political season's impact on larger arena shows. *Upcoming Events: Avatar: The Last Airbender, Illuminate, and Twilight in Concert.*

**Podium:** Sporting events dominate Q1 and Q2. *Upcoming Events: Kevin Gates, Russell Dickerson, and Trivium.*

**Stadium:** Both Q1 and Q2 featured SPS games, as well as Spokane Velocity and Zephyr games.

Mr. Meyer reported on travel to industry conferences including APAP in New York and Pollstar in Los Angeles. He also highlighted that the Desert Charity Cup golf tournament he attended has already resulted in a show booking for late 2026.

## **2025 Q2, Spokane Sports**

Ms. Blake presented Q2 2025 for Spokane Sports. They reported that since the start of this year, they have welcomed over 218,000 visits to PFD buildings, across 7 different sports and 34 separate events. Spokane Sports has generated \$5.6 million in revenue for the PFD and associated contractors so far in 2025, which is already 132% of last year's goal impact at the PFD. They also reported that Spokane Sports events at the Podium have generated 58% higher room nights than projected in year one, and 36% higher than in 2024.

## **2025 Q2, Visit Spokane**

Q1 Ms. Noble presented Q2 2025 for Visit Spokane. They reported 16,000 definite bookings quarter to date and they are at 98% of what they did in 2024. Also they have been focusing on new marketing initiatives, which have resulted in a 130% increase in website traffic. Visit Spokane is on track to meet room night goals despite the market uncertainties.

## **Spokane Tribe Sponsorship Agreement**

Dave Pier presented the Spokane Tribe sponsorship agreement. This discussion has been in the works since late spring/summer and extending into late fall. Since then, the Spokane Tribe of Indians has agreed to be the presenting sponsor of the Spokane Convention Center, which includes title sponsorship of the Spokane Tribe Exhibit Hall.

- Ms. Curran moved to approve Resolution Number 2503 for the Spokane Tribe Sponsorship Agreement.
- Mr. Sladich seconded the motion.
- Mr. Read extended his congratulations to Brett Sports and PFD staff for their work on this historic sponsorship.

*Implementation of signage and branding will take place over the coming months.*

## **ITEM #5 CEO UPDATE**

We are still actively working on the PFD rebranding and we think we may have our new name selected and are now in the process of a new logo design.

The Ticketing RFP is underway with two finalists, as the current contract expires at the end of 2025.

Federal guidelines for operating drones in an event setting are in the works.

We recently met with the building code officials to discuss issues we've had with the Fire Marshal. They asked to stay involved to help resolve ongoing challenges.

## **ITEM #6 PUBLIC COMMENTS**

Chair Read calls for any public comments. There are none.

## **ITEM #7 ADJOURNMENT**

There being no further business the Board adjourned at 1:47PM.

Shaundra Scott, Clerk of the Board

Approved by the Board of Directors at following meeting.