

GREENVILLE ARENA DISTRICT
BOARD MEETING
December 19, 2023 – 4:00 pm
Minutes

Present: Neetu Patel, Dante Russo, Kerry Lightner, Neil Smith, Barry Formanack, Beth Paul, Buddy Dyer

Also Present:

Adam Lambright and Grace Powlas from Greenville Arena District

Chairperson Patel called to order, for the purpose of doing business, the Greenville Arena District Board of Trustees, held virtually on December 19, at 4:00 PM.

Minutes:

Mr. Patel made a motion to approve the November 28, 2023, Greenville Arena District Meeting Minutes. The motion was seconded by Mr. Lightner. There was no opposition to the minutes.

Management:

Ms. Paul began by sharing the Management Report, Month Ending November 2023. November event income was unfavorable to the budget by \$108K, with year to date unfavorable by \$346K. All other revenue streams are trending favorable. In the past expenditures have been pushed to the 4th quarter. Taking a new approach to spend some of the discretionary funds as they are needed instead of pushing out to the 4Q.

Ms. Paul shared the booking pipeline and it is very strong. Total number of concerts is at 32 projecting a total revenue of \$4.7M. Hockey has some strong results for November, and we are projecting a very strong December with 5 games remaining. Total of 131 commercial events with a budget of 123.

Ms. Paul shared additional management updates to include the successful sold-out Lauren Daigle and Pentatonix shows. Greenville was one of the top selling markets for both of these tours.

Ms. Paul shared with the LEO Santa toy drive was a huge success in contributing toys to over 4,500 children in Greenville County. Clements Kindness, a charity for pediatric cancer and blood disorders, hosted their annual Christmas party at The Arena.

Ms. Paul indicated a letter was sent in support of The Ticket Act, which bans speculative ticket sales and deceptive urls. Another letter will be sent to our state representatives in support of the SC Justice Act for tort reform.

Finance:

Mr. Formanack proposed a motion to approve the investment policy presented at the November board meeting. Mr. Dyer made the motion with Mr. Lightner seconding the motion. The new investment policy was approved without opposition.

Capital Improvements:

Mr. Dyer indicated the committee would be meeting in January.

Public Outreach:

Ms. Paul shared the strong turnout for Skate, Roll, and Stroll, the disability friendly community skating initiative. Clement's kindness recently hosted an ice skating holiday party which also was a success. Long term planning will pick up in the new year.

The next meeting of the Greenville Arena District Board will be held virtually on January 23rd at 4:00pm, the 4th Tuesday of January.

Mr. Russo made a motion to conclude the meeting, Mr. Patel seconded.

Respectfully submitted,

Neetu Patel, Chairperson



Amber Drummond, Secretary