

GREENVILLE ARENA DISTRICT
BOARD MEETING
February 27, 2024 – 4:00 pm
Minutes

Present: Neetu Patel, Dante Russo, Kerry Lightner, Barry Formanack, Buddy Dyer, Brittany Moore, Amber Drummond, Neil Smith

Also Present:

Beth Paul, Adam Lambright, and Kim Silvers from the Greenville Arena District, Bill Foster

Chairperson Neetu Patel called to order, for the purpose of doing business, the Greenville Arena District Board of Trustees, held at Bon Secours Wellness Arena on February 27, 2024, at 4:00 PM. Mr. Patel acknowledged the passing of board member Jimmy Pittman and commemorated with a moment of silence and an opportunity to reflect on memories of Mr. Pittman. The GAD will make a charitable contribution in honor of Mr. Pittman.

Minutes:

Mr. Patel proposed a motion to approve the January 23, 2024, Greenville Arena District Meeting Minutes. Mr. Russo made the motion, and it was seconded by Mr. Dyer. There was no opposition to the minutes.

Management:

Ms. Paul began by sharing the Management Report, Month Ending January 2024. January operating revenue was unfavorable to the budget by \$127.8K, with year to date unfavorable by \$138.2K. January is traditionally a transitional month. We hosted 11 total events that resulted in an unfavorable result to the budget. January attendance was 31,900 and the annual attendance is 276,000. Operating expenses are unfavorable to budget for the month by \$138.2K. Ms. Paul explained this is due to underbudgeted insurance premiums and unforeseen maintenance, as well as the new methodology of strategically spending discretionary funds as they are needed instead of holding to the 4Q.

Ms. Paul shared the booking pipeline for the remainder of FY24, and it is very strong. Total number of concerts at 32, projecting a total revenue of \$4.8M. January produced the highest grossing Professional Bull Riding weekend we have had. The RBBB Circus returned to the arena, and we had 5 sold out shows in February. Andrea Bocelli is the highest grossing show in BSWA history. Attendance for Greenville Swamp Rabbits has increased by 10% compared to the prior season (through 30 games).

Ms. Paul shared the draft Request for Proposal for Master Planning and Market Study Service. The final RFP will be emailed.

Ms. Paul stated we are working with the City of Greenville on landscaping improvements prior to the SEC Tournament. She explained the issue that was reported with the SEC tickets.

Finance:

Mr. Formanack asked for a motion to vote on the Resolution to Increase the District Seat Charge. Mr. Dyer made the motion and Ms. Drummond seconded the motion. A vote was taken, all were in favor with zero opposed. The Resolution was signed by Chairperson Mr. Patel.

Capital Improvements:

Mr. Dyer stated no updates to report.

Public Outreach:

Ms. Drummond stated nothing to report at this time and the committee meeting is scheduled for April 15, 2024.

Other Business:

Mr. Patel asked if there was any other business to discuss. No other business was stated.

Mr. Patel commended Ms. Paul on her Greenville Business Magazine "50 Most Influential 2023", and "Five Questions with Beth Paul on The Well's 25th Anniversary".

Executive Session:

Mr. Patel proposed a motion to move to Executive Session. Ms. Drummond made a motion and Mr. Russo seconded the motion.

Entered into Executive Session.

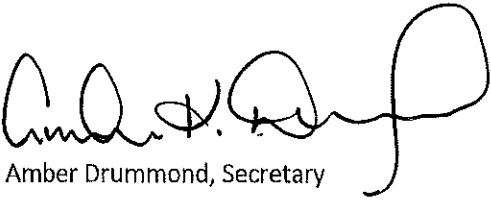
Adjourn:

Mr. Patel proposed a motion to exit Executive Session and the meeting. Mr. Russo made the motion and Mr. Smith seconded the motion.

The next meeting of the Greenville Arena District Board will be held at Bon Secours Wellness Arena on March 26, 2024, at 4:00pm, the 4th Tuesday of March.

Respectfully submitted,


Neetu Patel, Chairperson


Amber Drummond, Secretary