

**GREENVILLE ARENA DISTRICT
BOARD MEETING
FEBRUARY 25, 2025 – 4:00 pm
Bon Secours Wellness Arena
650 N. Academy Street
Greenville, SC 29601**

Present

GAD Board: Dante Russo, Buddy Dyer, Brittany Moore, Amber Drummond, Barry Formanack, Kerry Lightner, Neil Smith (Virtual)

Absent: Neetu Patel, Curtis Rose

Greenville Arena District: Beth Paul, Adam Lambright, Kim Silvers

City of Greenville: Bill Foster

Hughes Agency: Bill Fox, Kate Little

Vice Chairperson Dante Russo called to order, for the purpose of doing business, the Greenville Arena District Board of Trustees, held at the Bon Secours Wellness Arena on February 25, 2025, at 4:00 PM.

Welcome

Mr. Russo welcomed guests.

Minutes

Mr. Russo proposed a motion to approve the meeting minutes for the regular board meeting on January 28, 2025, Capital Improvements Committee Meeting on January 17, 2025, Community Outreach Committee Meeting on January 21, 2025, and the Finance Committee Meeting on January 22, 2025. Mr. Dyer made the motion, and it was seconded by Mrs. Moore. There was no opposition to the minutes.

Management Report

Ms. Paul shared the Management Report, Month Ending January 2025. The Arena generated \$1MM in operating revenues compared to a budget of \$1.2MM with an unfavorable variance of \$179K. The unfavorable variance is mainly due to GSR games being postponed due to inclement winter weather, combined with a show that was budgeted that did not confirm. Year-to-date operating revenue compared to budget and adjusted for the state grant leaves us on target for the year. BSWA Operating Expenses were over budget due to an additional event services software expense. Overall YTD operating income, adjusted for the state grant, is unfavorable at \$71K, but nothing to be overly concerned about. Mr. Lightner confirmed when we recognize the revenue from an event and Ms. Paul shared, we recognize the revenue the month it occurred, or if an event spans two different months, it is recognized in the month of the last day of the event in the series.

Ms. Paul shared the FY2025 Reforecast that included actuals through January and projections for February through June 2025. All committees met in January. Ms. Paul provided updates on Capital Expenditures. An RFP for lapendary panels was posted yesterday, the seat installation remains on schedule for June, and a sole source justification letter will be provided for telescopic risers.

Ms. Paul provided logistical information on the public reveal of the Master Plan. Our attorney conveyed the Greenville Arena District board does not need to formally adopt the plan, nor is a resolution required. The board will need to call a special meeting to present the Master Plan, and a quorum is required. The tentative date for this meeting is April 16 at 10am. Ms. Silvers will reach out regarding availability. The meeting will be called to order in the Green Room at 10am and proceed to the arena floor for the presentation. It was discussed this meeting may replace the scheduled April 22 monthly board meeting. Key stakeholders, suite holders, sponsors, city, county, and state elected officials to be invited. A separate time for media Q&A will be determined and a press release will be shared. The goal is to remain transparent, so

the full document will be posted on the GAD website. The plan is to share the entire site plan and focus on the six core principles and the impact to the community.

Ms. Paul shared SEC Updates. VGSC sent an email to board members for tickets. Due to strong ticket sales there is limited availability, so please utilize the link provided. The tickets are non-transferable. VIP parking for the GAD Board is not available this year. We are hosting two school days this year – elementary and middle schools on Wednesday and middle and high schools on Thursday.

Ms. Paul has provided an opportunity to Greenville City, County, and State delegates to participate in a “First Look Behind the Scenes” Tour of the arena, on March 3. She encouraged GAD Board participation which is limited to four for each tour. Sign up with Ms. Silvers if you would like to attend. Ms. Paul shared an Advance Master Plan presentation with Council Chairman Blount and County Administrator Kernell, as well as, to Councilman Shaw and Councilman Mitchell. The GAD Board Members are encouraged to meet with their district county council members. The meetings will be scheduled and shared with the board for participation. On February 10, Ms. Paul presented the Advanced Master Plan to several SC State Representatives.

Previously, Mr. Lightner suggested we provide a way for the GAD Board to recognize and reward part-time staff who are going above and beyond. Ms. Paul shared an example of a voucher for the GAD Board Member to give an employee for a free entrée and non-alcoholic beverage (up to \$25) at Levy concessions. The vouchers will be kept in the Premium Services lobby for easy accessibility.

Finance Committee

Mr. Formanack had nothing new to report.

Property Committee

Mr. Dyer shared a comment regarding sound quality and the difference in the acoustic panels vs. a show’s sound system. Ms. Paul shared we are discussing painting the ceiling black and are in the process of getting estimates before making a final decision.

Community Relations Committee

Ms. Drummond had nothing new to report.

Other Business

Mr. Russo asked if there was any other business to discuss. No additional business was shared.

Mr. Russo congratulated and recognized Ms. Paul on her Hall of Fame award with a token of appreciation from the GAD Board.

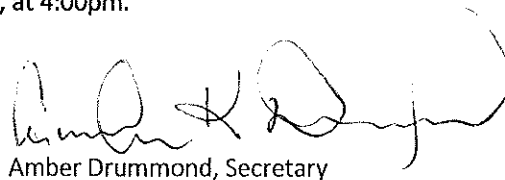
Adjourn

Mr. Russo proposed a motion to adjourn the meeting. Mr. Drummond made the motion, and Mr. Lightner seconded the motion. The meeting was adjourned.

The next meeting of the Greenville Arena District Board will be held at the Bon Secours Wellness Arena, 650 N. Academy Street, Greenville, SC 29601 on March 25, 2025, at 4:00pm.

Respectfully submitted,

Neetu Patel, Chairperson



Amber Drummond, Secretary