

GREENVILLE ARENA DISTRICT
BOARD MEETING
May 29, 2024 – 4:00 pm
Minutes

Present: Dante Russo, Kerry Lightner, Buddy Dyer, Brittany Moore, Amber Drummond, Neil Smith

Also Present:

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

Vice Chairperson Dante Russo called to order, for the purpose of doing business, the Greenville Arena District Board of Trustees, held at Bon Secours Wellness Arena on May 29, 2024, at 4:00 PM.

Minutes:

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

Management:

Ms. Paul began by sharing the Management Report, Month Ending April 2024. The Arena hosted 10 total events in April. The events produced actual results that were favorable to the budget by \$120K. This total does not include the SEC which should be recorded in May. A year-to-date operating revenue budget of \$10.8MM versus actual of \$8.9MM leaves us with an overage of approximately \$1.8MM. April attendance was 42,000 with an annual attendance of 544,000.

Operating expenses were unfavorable to the budget for April by \$41K primarily due to F&B expenses (volume compared to budget) and insurance premiums, with an offset with a cellular service payment. Overall, April operating expenses budgeted at \$588K versus actual of \$547K. Year- to- date operating profit of \$1.1MM.

Ms. Paul stated the 1st draft of the FY2025 Budget was presented to the Finance Committee on May 9, 2024, and the 1st draft of FY2025 CIP was presented to the Property Committee on May 22, 2024. The FY2025 Budget Presentation will be presented to the Board of Directors in today's meeting, with a plan to adopt on June 25, 2024.

Ms. Paul shared the State Ways and Means Committee has earmarked funds for the Greenville Arena District; however, the State Budget has not yet been adopted.

Ms. Paul shared we had 26 events in May; the ice will come out on May 30; roof replacement begins the first week of June; boiler maintenance & cooling tower maintenance is scheduled; landscape curbing replacements; craft beer stand renovation; RFP's for HVAC Chillers and Marquees to be posted; redesign and launch of new GAD and BSWA websites are in process; strategy for outreach to promoters, agents, and managers; participating in summer feeding programs (20 children), update on Master Planning Progress.

Finance:

In the absence of committee chairman, Mr. Formanack, Ms. Paul presented the FY2025 Operating Budget and Capital Expenditure Presentation. Operational activities of BSWA are budgeted to produce a surplus of \$3.6MM. The Budgeted Surplus is 50% greater than the 5-year Budget Average of \$2.3MM in Operating Profit.

The 5-Year average for actual results is \$4.1MM (excluding FY 2021). Fiscal Year 2025 Total Operating Revenue of \$12.4MM with Operating Expenses at \$8.7MM netting an Operating Profit of approximately \$3.6MM.

For Fiscal Year 2025, the Arena is budgeting 125 Non-Concert Events with a projection of 592,000 attendees. Family Entertainment, Sporting Events, and "Other" events account for 96 events for FY 2025. Event Income from Concerts is projected for 29 concerts with a projected profit of \$4.2MM. Premium Services are projected for 30% of operating revenue at approximately \$3.5MM. Of the projected \$8.7MM in operating expenses, Personnel expenses are the highest percentage at approximately 40% of the total. For Fiscal Year 2025 the Arena will pay \$2.7MM in Principal Payments, \$441K in Interest Payments, leaving an Outstanding Principal for Debt Service at \$12.1MM.

Ms. Silvers will send the 2024-25 Operating Budget presentation and FY2024-25 Capital Improvement Plan documents to all board members for review. Any questions should be sent to Mr. Formanack, and cc: Mr. Lambright. The FY2024-25 Budget is scheduled to be voted on at the next Greenville Arena District, Board of Directors Meeting, on June 25, 2024.

Capital Improvements:

Mr. Dyer referred to the documents that Ms. Paul shared for the FY2024-25 Capital Improvement Plan for committee updates.

Public Outreach:

Ms. Drummond stated the committee will meet next month.

Other Business:

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

Executive Session:

Mr. Russo stated there was no business purpose to enter executive session.

Adjourn:

Mr. Russo proposed a motion to adjourn the meeting. Mr. Dyer made the motion and Mr. Lightner seconded the motion.

The next meeting of the Greenville Arena District Board will be held at Bon Secours Wellness Arena on June 25, 2024, at 4:00pm.

Respectfully submitted,


Neetu Patel, Chairperson


Amber Drummond, Secretary