

GREENVILLE ARENA DISTRICT
BOARD MEETING
June 13, 2023
9:30 AM

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

Also Present: Rebecca Ellefson, Adam Lambright, Beth Paul

Chairperson Patel called to order, for the purpose of doing business, the Greenville Arena District Board of Trustees, held on June 13, 2023, at 9:30 AM with a quorum present.

Chairperson Patel then welcomed Kerry Lightner as a new member of the Greenville Arena District Board of Trustees.

Minutes

Mr. Russo made a motion to approve the May 2023, Greenville Arena District Board Meeting Minutes. The motion seconded by Mr. Dyer. There was no opposition to the minutes.

There being no further discussion, the Minutes were approved by a full vote of the Board Members present.

Management

Mrs. Paul presented the Management Report, which included the following: Arena Reforecast May 2023; Management Updates.

Mrs. Paul began by thanking the Board Members for attending the partnership event with the Bon Secours' Executive Management Team at Fluor Field. There has been a lot of positive feedback from the media about the renewal of the partnership.

Mrs. Paul let the group know that since the Board meeting was a few weeks earlier in the month than normal, the May financials will be included in the financial report at the July meeting.

Mrs. Paul then presented the Arena Reforecast through May 2023. Event Income is projected to be \$7.6 million by the end of the Fiscal Year, compared to a budget of \$5.1 million. These results do include the NCAA Women's Tournament. Other revenue is all close to budget. Operating Expenses, as discussed, will end the Fiscal Year higher than projected. Mrs. Paul let the group know that at the end of the Fiscal Year, Operating Profit is projected to be \$4.4 million compared to a budget of \$2.2 million.

Mrs. Paul then went over the management updates. She began by letting the group know that the two events in May were successful, including Nate Bargatze, which was close to being sold out. She then went over the focus of the Arena team on fans' experiences at events. The staff continues to focus on maintaining excellent guest services initiatives through the end of the Fiscal Year. She also let the group know that suite renovations will begin in the August/September time frame and will be done by Caldwell construction.

She then went over Organizational Updates, which were focused on the 25th Anniversary Planning. There are a number of events planned for the year long celebration. On August 1st, there will be a staff outing at the Greenville Drive game, and Board members will be invited. The actual anniversary, on September 3rd, will be celebrated at Spiritfest. The events will be covered by a number of editorial partners and the Arena will have some paid media, which will be billboards.

Finally, Mrs. Paul went over the community initiatives that took place in May and June. Those events included the Memorial Day Heroes Hike, which had a large crowd and exceeded fundraising goals, the BMW Pro-AM Sustainability Lunch and Concert, Red Cross Wellness Day, and currently taking place, the 4th Arena Build. She also told the group that the Arena Staff, Levy Staff, and Swamp Rabbits Staff all volunteered together at Harvest Hope.

Finance

Mr. Russo let the group know that the 2024 Fiscal Year budget will be voted on at the July 25th meeting.

Capital Improvements

Mr. Dyer had nothing to report.

Public Outreach/Community Relations

Ms. Drummond had nothing to report.

Other

The July GAD Board Meeting will happen on July 25th at 4:00 pm.

Executive Session

No Executive Session.

Mr. Russo made a motion to adjourn the meeting. The motion was approved and seconded by Ms. Drummond.

The next meeting of the Greenville Arena District Board will be held on Tuesday, July 25th at 4:00 pm in the Large Conference Room at the Arena.

Respectfully submitted,

Neetu Patel, Chairperson



Amber Drummond, Secretary