



**MINUTES OF THE
GREATER WHEELING SPORTS & ENTERTAINMENT AUTHORITY
October 29, 2024**

Members Present: Robert Herron, Rocky Fitzsimmons, Cecily Powell-Spangler, Kevin Duffin, Karen Stakem, John Culler, Dave Palmer

Members Absent: David Croft, Ned George, Rich Lucas (Excused)

Others Present: Nancy Hughes, Kelly Tucker (Arena/Theatre)

Media: None

With a quorum present Mr. Herron, called the meeting to order at 12:04 pm.

On a motion by Mr. Culler and seconded by Mrs. Stakem, minutes of the September 24, 2024, meeting were passed unanimously.

FINANCIAL REPORT

Mrs. Hughes was not present but made the following financial report:

****Reminder: These figures in the attached report are hybrid cash/accrual basis because some of the year end accrual entries and audit prep entries have been made. ****

****Audit is sneaking up on me; Its 5 weeks away; Scheduled for the first week of December; so, it won't be long that we have to endure these hybrid reports**

CASH:

- Excess Cash in Agency Fund is \$2,110,361
- There was one cash flow transfer from Agency to Operating in September for \$100,000
- There was \$199,961 of ARPA expenditures in September bringing our remaining balance of funds to \$103,609. The monthly ARPA report was filed with the City of Wheeling on 10/11/2024. This month's expenditures were related to the Fly System and Ceiling Plaster repair at the Capital.
- There were 4 Co-Pro Events in September:
 - ✓ Gabby Barrett - Reimbursed \$3621 to Operating
 - ✓ William Shatner – Reimbursed \$8,020 to Operating
 - ✓ Crowder - RETURNED \$6,995 to Co-Pro
 - ✓ Beach Boys - RETURNED \$15,315 to CoPro

- ✓ (For Perspective: FY24 – There were 20 CoPro Events; Only 5 RETURNED \$\$ to the CoPro)

SEPTEMBER EVENTS:

- 8 events this month: Beach Boys, Crowder, and Gabby Barrett were Top 5 Events

SEPTEMBER INCOME:

- \$191,781 of operating revenue
- \$291,308 of operating expenses
- \$38,009 of NON operating income including \$17,000 of interest income and \$21,000 of pouring rights from Pepsi
- September bottom line = \$62,000 LOSS

FY25 YEAR TO DATE:

- \$327,119 of operating revenue
- \$614,787 of operating expenses
- \$317,602 of NON operating income
- Year to date bottom line = \$29,845 **PROFIT** (We do not often; if ever -show a year-to-date profit; let alone this early in the year)

Motion to accept the Financial Report – Mr. Palmer
Second – Mr. Fitzsimmons
Motion passed unanimously.

OPERATIONS REPORT

Ms. Tucker made the following operations report

Recap on October

We have been very busy at both venues

We started off the month our most successful Doo Wop to date but have struggled selling tickets for the remainder of the shows. Our final event of the month is Disney Jr tomorrow

Trying to determine what the issues might be – mostly supported from outside the area which means we have had a lot of patrons from out of town out of coming into Wheeling this past month

It is opening weekend for the Nailers – with an almost SOLD-OUT first home game! This is the first year where we had no ice issues at startup.

Shows announcing – Rodney Carrington, Harlem Globetrotters, 38 Special and Toughest Monster Trucks

MEC is here today for their press conference

Godsmack had 9 production trucks

- Largest production ever in the building but we have struggles. We need to get a CAD built for the steel and bowl. Overlay their production and know exactly where and how much weight is on every beam – also need a safety rigging system. We had to rent 3 boom lifts to hang the steel which slowed down the process immensely. Still setting up production at 4pm with doors at 5:30 pm – do not want this to be a determining factor on whether a tour comes to our building
- Aisle lights are complete and were extremely helpful at Godsmack
- \$40K gross in concessions and \$53K in merch within 4 1/2 hours

Everyone worked so hard last week – Ops crew had to cover floor, build stage and risers then tear down for Nailers practice only to put the floor back down for OVAC cheering

IEBA conference was highly successful – had several very productive meetings and have had business from it already, new promoters – The Broadberry Group from VA and Peachtree Group from Nashville are holding dates along with AEC agency

We are the official ticket outlet for the Old Washington County Music Festival – charging \$10 per ticket, last year they sold 700 so we would gross at the minimum \$7K

Theatre is being decorated next week in anticipation of all the holiday shows we have over the next few months

Motion to accept the Operations Report – Mr. Duffin

Second – Mr. Culler

Motion passed unanimously.

COMMITTEE REPORTS

None

OLD BUSINESS

None

NEW BUSINESS

None

With no further business Mr. Culler made a motion to adjourn the meeting seconded by Mr. Palmer

Mr. Herron adjourned the meeting at 12:18 pm.

The next regularly scheduled meeting of the Board will be January 28th, 2025, at 12:00 noon.

Respectfully submitted,

Robert Herron, Chairman

David Croft, Secretary