



**MINUTES OF THE  
GREATER WHEELING SPORTS & ENTERTAINMENT AUTHORITY  
May 28, 2024**

**Members Present:** Mayor Glenn Elliot (Chair), Robert Herron, Rich Lucas, Dave Palmer, Cecily Powell-Spangler, Kevin Duffin, David Croft

**Members Absent:** Karen Stakem, Ned George, Rocky Fitzsimmons (excused)

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

**Media:** None

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

On a motion by Mr. Croft and seconded by Mr. Lucas, minutes of the April 30, 2024, meeting were passed unanimously.

**FINANCIAL REPORT**

Mrs. Hughes made the following financial report

Loose Ends / Other

- The Sweep accounts were established for the Agency, Co-Pro and R&R accounts on May 10<sup>th</sup>.
- The audit engagement letter for the 2024 was signed by Kelly and Mr. Duffin
- BRIM sent out notices last month that they will be cancelling anyone with a loss ratio of over 100% effective 7/1/2025. Our loss ratio is 251%.
- We talked to Frank O'Brien, and everyone agreed that the \$123,286,48 of "prior promotional funding" should be moved to the Current Co-Pro Account. This transfer was made on May 10<sup>th</sup>.

Balance Sheet

- The Excess Cash in Agency at 4/30 was \$2,282,288.13
- There was one Co-Pro event, Monster Trucks, which has not settled yet.
- There were no ARPA expenditures in April
- There was one \$100,000 cash flow transfer from Agency to Operating on 4/11

## Income Statement

As noted in email circulation, we have exceeded \$3,000,000 of Gross Operating Revenue in April:

(Rounded)	April 2024	Year To Date
Operating Revenues	267,000	\$3,007,000
Operating Expenses	356,000	\$2,975,000
Non-Operating Revenue	\$70,000	\$525,000
Bottom Line	(\$19,000) Loss	\$558,000 Profit

- MEC and Monster Trucks are not settled yet
- April includes our first “usage” of the Benedum Grant funds – The Lionel Cartwright show used \$7100 of this grant.
- April non-operating revenue includes the final City of Wheeling payment towards the new ice.
- One new thing I want to point out in our operating revenue is the “400” account; This account includes all the fees that are added onto ticket prices - mainly a credit card fee and the e-tix fee – LESS what we pay for these fees, including chargebacks. Casey has been doing a really fantastic job of making sure the fees we add on are sufficient to cover the fees we are paying, and it really adds up. Moving forward, we are worried about chargebacks and Casey will be adding an additional fee to cover this.
- April had 11 events - including one Top Ten – Monster Trucks (Preliminary). The Miners Debut was #27 and there were 4 Nailers Games.

Motion to accept the Financial Report – Mr. Duffin

Second – Mr. Palmer

Motion passed unanimously

## OPERATIONS REPORT

Ms. Tucker reported on the following information:

The staff is finally getting some time to take a deep breath

I have collaborated with many teams throughout my career and honestly, I cannot tell you how incredibly lucky I feel to work alongside this team. They are dedicated, have each other’s backs, never complain about working so much and it is truly remarkable that this small group of people can manage 2 venues and still help and guide our partners the Nailers and Symphony to make things easier for them and provide support to improve their attendance and aid in marketing. A year ago, I would have been told that the ops crew cannot turn the venue over from ice to dirt, to ice to a stage and the ops crew has made it happen each time.

I would love to figure out how to continue to reward the team because they deserve it!

Mr. Palmer recommended the 3% pay increase for all full-time employees as to follow the City of Wheeling guidelines.

### Recap on May

May has been filled with banquets, graduations, our final Nailers games, Broadway & Symphony shows of the season and Miners football.

The Miners will be holding a press conference tomorrow morning here to announce the signing a 3-year term to stay in Wheeling at WesBanco Arena

We had an exciting week a few weeks ago when we announced William Shatner, Disney Jr and Godsmack – all on sale at the same time

Just confirmed Gabby Barrett at the theatre for Sept 8<sup>th</sup> – Goes on sale next week

Each of those shows had a great on-sale – Over 500 tks for the theatre shows and 1000 for Godsmack, great start since the shows do not occur until October

Live Nation is bringing the show, but it was down to the wire as we had 2 different promoters trying to get the show for Wheeling – very exciting

Next goal is to get a country show at the arena – currently agents are only seeing stats of rock/alternative rock from the arena.

June will be busy at theatre with dance schools, weddings, Conner Smith, and Donny Osmond before we wrap up for the fly system install

We are partnering with the symphony and handling all the food and beverage for their 4<sup>th</sup> of July celebration – great opportunity for us to make some extra revenue in July

We are in the final process of our agreement with the Nailers. Brian and I have had many conversations regarding what we both want out of the agreement – I want to make sure we are covering costs (staffing, Zamboni etc. for each game)

Roof Repair at the Theatre – Falling brick from the Mull Center has caused some roof damage at the theatre. Frank O'Brien suggested we have someone draft a legal letter to recover repair costs and require that they repair the falling bricks to prevent future debris falling onto our roof.

Mr. Croft indicated that he would make a phone call to the current Mull Center owners with our concerns.

Ms. Tucker also presented modern technology that she would like to utilize for the arena and theatre, called Momentus. It is a scheduling and venue software program that will save time for staff and allow for organization on each event.

Motion on Momentus investment – Mr. Lucas

Second – Mr. Croft

Motion passed unanimously

Motion to accept the Operations Report – Mr. Palmer

Second – Mr. Croft

Motion passed unanimously.

### **COMMITTEE REPORTS**

None

### **OLD BUSINESS**

None

### **NEW BUSINESS**

None

With no further business Mr. Croft made a motion to adjourn the meeting seconded by Mr. Duffin  
Mr. Herron adjourned the meeting at 12:28 pm.

The next regularly scheduled meeting of the Board will be June 25<sup>th</sup> at 12:00 noon.

Respectfully submitted,

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Glenn Elliott, Chairman

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David Croft, Secretary