



**MINUTES OF THE
GREATER WHEELING SPORTS & ENTERTAINMENT AUTHORITY
June 25, 2024**

Members Present: Robert Herron, Rich Lucas, Dave Palmer, Karen Stakem, Kevin Duffin, David Croft, Ned George, Rocky Fitzsimmons

Members Absent: Mayor Glenn Elliott (Chair), Cecily Powell-Spangler (excused)

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

Media: None

With a quorum present Mr. Herron, called the meeting to order at 12:02 pm.

On a motion by Mr. Duffin and seconded by Mr. Fitzsimmons, minutes of the May 28, 2024, meeting were passed unanimously.

FINANCIAL REPORT

Mrs. Hughes made the following financial report

Balance Sheet

- The Excess Cash in Agency at 5/31 was \$2,322,146
- There was one Co-Pro event, Nitty Gritty Dirt Bank. This event returned \$2,283 to operating
- There was one ARPA expenditures in May for \$9,091 related to the Fly System
- There was one \$100,000 cash flow transfer from Agency to Operating on 5/16

Income Statement

(Rounded)	May 2024	Year To Date
Operating Revenues	177,000	\$3,284,000
Operating Expenses	363,000	\$3,345,000
Non-Operating Revenue	\$13,514.86**	\$538,000
Bottom Line	(\$186,000) Loss	\$477,000 Profit

- The sweep accounts are active. Through 4/30/2024, average interest income was \$4,800 a month. In May with the sweep accounts started on May 10, we made \$8700 MORE in interest income
- May had 10 events, bringing year to date events to 110 – There were no Top Ten events, but now that MEC has closed, it has made its way into Top Ten

Motion to accept the Financial Report – Mr. Croft

Second – Mr. Palmer

Motion passed unanimously

OPERATIONS REPORT

Ms. Tucker reported on the following information:

Recap on June

Arena football is wrapping up with the championship game on July 6th – best attendance for Nightmare on 14th Street with over 1600 in attendance

Press conference last Friday to announce move into the NAL (National Arena League) and 3-year term to stay in Wheeling.

The theatre has been busy with dance schools and we wrapped up the season with Conner Smith and Donny Osmond which was a fantastic show- we have received many positive comments

The Fly System install began yesterday; they are working Monday – Thursday so we are still able to host church on Sundays. They had to build out a stage to cover the pit which costs them over \$7000, I did a reduction in rent to help cover their costs and appreciate them still paying rent in a less than desirable situation. We will be hosting a band on the West Patio on July 4th to add to the WSO Fourth of July Celebration, we will also oversee all the food and beverage that day. Pepsi is sponsoring the West Patio, so it is covering the cost of the band and tent rental plus they provided sun umbrellas and marketing materials. We are doing a photo and press release as partners with the Symphony this afternoon at 3pm.

Since we will have to work on the holiday and the Miners game on the 6th – I am giving July 5th as a holiday for all full-time staff.

Very Busy planning the Fall and now into Spring 2025

We have the Nailers season set, working on getting Monster Trucks back during the last week of regular season before playoffs begin (Brian has agreed to this as they are away)

Already getting calls about booking ice so deciding this week when we will begin the process of putting ice back in

Dinosaur Adventure is confirmed for the arena first weekend of August

Rough & Rowdy is confirmed for August 9th

Announcements – David Koechner (Todd Packer from the Office and Champ from Anchorman) for Office trivia and standup show in ballroom, Crowder in October, Rudolph in November, Marty Stuart

Broadway partners – The Roberts Group have made the decision to not do a series this year in Wheeling. They are struggling to find shows that will fit in the theatre and will play one day.

Food and Beverage Sales – YOY are up over \$400,000 and much of the increase comes from our vendors as we put beer in those stands this year- this is for the ease of sale to the fan – one stop purchase

We had to apply for new liquor license for the arena. Our past license was for a fraternal club which we are not so the new license will be the correct one moving forward.

We received our renewal for our BRIM Insurance, unfortunately the cost has increased significantly.

\$47,777.00

USI has sent it off to a handful of other companies that have all declined coverage, so BRIM is our only option.

The increase comes from the \$1million dollars ice system failure and another reason they may drop us after next year. USI is working diligently to find other companies.

We had our insurance inspection a few weeks ago which went well with just a few minor things that have been on this list for many years that need taken care of before next inspection. The question came up regarding flood insurance which we do not carry. I spoke to Denny, and he said that the cost was so high, and the coverage did not provide what we needed

Maintenance

Our fiber/phone system switch to Segra will be complete this week

We are due for some much-needed repairs to the East and West controls – the switches are obsolete, and we cannot find a company that can repair them

The cost for West Concourse is \$ \$17,500

The cost for East Concourse is \$11,625

Aisle Lighting

We priced it out for ourselves - \$32,000, still waiting on quote from Yahn

Cameras for outside that will cover the exterior of the building is \$25,000

Last thing we have is the handrails for the theatre which comes in at \$54,000

Waiting to make sure the fly system is completely covered to see if we can pay for any of these items out of the remainder of our ARPA funds.

Motion to accept the Operations Report – Mr. Lucas

Second – Mr. George

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 August 27th at 12:00 noon.

Respectfully submitted,

Glenn Elliott, Chairman

David Croft, Secretary