



**MINUTES OF THE
GREATER WHEELING SPORTS & ENTERTAINMENT AUTHORITY
January 29, 2025**

Members Present: Robert Herron, Rocky Fitzsimmons, Cecily Powell-Spangler, Karen Stakem, John Culler, David Croft, Ned George, Kevin Duffin, Dave Palmer, Rich Lucas

Members Absent: None

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

Media: None

With a quorum present Mr. Herron, called the meeting to order at 12:01 pm.

On a motion by Mr. Culler and seconded by Mr. Croft, minutes of the November 26, 2024, meeting were passed unanimously.

FINANCIAL REPORT

Mrs. Hughes made the following financial report:

Audit is complete; No entries; The numbers changed slightly from what we reviewed in the November meeting only because I was still working on the numbers. No issues; No comments

CASH:

- Excess Cash in Agency Fund at 12/31 is \$2,126,423
- We changed our cash flow procedures- rather than transfer from Operating to Payroll to cover payroll and then do periodic transfers from Agency to Operating; we are just transferring from Agency to Payroll to cover payroll.
- No ARPA expenditures in November; \$18,000 for Capital handrails in December; the remaining balance of ARPA funds is \$85,609.
- There were 4 Co-Pro Events in November, returning a total of \$40,020 to operating. (Get the Led Out, Illusionists, Deadman & Bret Michaels)
- There were 3 Co-Pro Events in December – 2 of them returned \$6210.42 to the Co Pro! (Cirque & Peter Billingsley) and 1 returned \$7,124 to operating (Ricky Skaggs)

NOV& DEC EVENTS:

- As of October, we had 26 events; At the end of December, we have 57... 31 events added in November and December and 14 of them were Nailers games
- Concessions is killing it - Concessions + Commissions at 12/31 = \$430,395 Same number at 12/31/2023 was \$364,368

	November	December	Fiscal YTD
Operating Revenues	429,606	232,235	1,344,384
Operating Expenses	436,467	307,956	1,674,152
Operating Loss	(6,861)	(75,720)	(329,767)
Non-Operating	152,528	70,994	704,971
			Interest income = \$100,139
Bottom Line	145,667	(4,727)	375,203

Motion to accept the Financial Report – Mr. Lucas
 Second – Mrs. Stakem
 Motion passed unanimously.

OPERATIONS REPORT

Ms. Tucker made the following operations report

Recap on December & January

We wrapped up 2024 with Symphony on Ice, 7 Nailers games. And 5 holiday shows at the theatre

All shows were well attended especially A Christmas Story and New Year’s Eve Nailers game. The new year has already been busy with Nailers, OVAC Wrestling, WSO Harry Potter, Rodney Carrington, WAHA & High School hockey

New show announcements have been Aaron Lewis, Terri Clark, Travis Tritt and Static X & GWAR for the theatre

We have several shows that are close to confirming for the summer and fall

Upcoming announcements – John Cleese and Neal McCoy for October

Things really start to get busy next month with hockey including the WV State Tournament, Toughman, and 6 shows at the theatre

F&B Numbers continue to grow - Ancillaries are our biggest source of revenue for both venues.

The ticket price just covers the artist and hopefully house expenses. We are constantly focusing on new ways to increase our F&B – Star War Churros, Harry Potter Butterbeers and opening the ballroom 1 hour prior to events so that we can capitalize on those fans attending our shows.

ETix informed us last week that the any client using Etix merchant account, taxes will be automatically deducted at settlement. This was a WV tax law that was passed in 2019 and just

now being adopted by the entertainment industry. While this changes the way we have operated, we are working through the financial piece as it affects every show that was on sale beginning on Jan 20th.

I have conducted over 12 interviews for the new marketing manager. After much consideration and thought-out plan, I would like to ask the board for a budget revision of \$50,000 to support hiring two new employees. One position would be a digital marketing manager to manage all digital and social aspects of both venues and the second position would be marketing/sponsorship. There are many opportunities for us to increase revenue at the theatre through sales and sponsorship, but we lack the necessary staff to achieve this goal

On a motion by Mr. Culler and seconded by Mr. George, the amended budget increase of \$50,000 was passed unanimously.

Community Foundation – We currently have over \$236K in this account. We spent \$69,000 for proscenium plaster repairs that were completed last summer while the fly system was installed. By raising the fee to \$1 per ticket and doing more shows at the theatre, we can continue building this account.

The stars that had been in the sidewalk in front of the theatre were removed during the streetscape project. We are currently having them polished and will be installed in the new concessions area of the theatre.

Motion to accept the Operations Report – Mr. Culler

Second – Mr. George

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. Fitzsimmons

Mr. Herron adjourned the meeting at 12:24 pm.

The next regularly scheduled meeting of the Board will be February 25, 2025, at 12:00 noon.

Respectfully submitted,

Robert Herron, Chairman

David Croft, Secretary