

**GREENVILLE ARENA DISTRICT  
BOARD MEETING  
MARCH 25, 2025 – 4:00 pm  
Bon Secours Wellness Arena  
650 N. Academy Street  
Greenville, SC 29601**

**Present**

**GAD Board:** Neetu Patel, Dante Russo, Amber Drummond, Buddy Dyer, Curtis Rose, Kerry Lightner, Brittany Moore (Virtual), Barry Formanack (Virtual), Neil Smith (Virtual)

**Greenville Arena District:** Beth Paul, Adam Lambright, Natalie Richards

**City of Greenville:** Bill Foster

Chairperson Neetu Patel called to order, for the purpose of doing business, the Greenville Arena District Board of Trustees, held at the Bon Secours Wellness Arena on March 25, 2025, at 4:00 PM.

**Welcome**

Mr. Patel welcomed guests.

**Minutes**

Mr. Patel proposed a motion to approve the meeting minutes for the regular board meeting on February 25, 2025. Mr. Russo made the motion, and it was seconded by Mr. Dyer. There was no opposition to the minutes.

**Management Report**

Ms. Paul shared she has met with several Greenville County Council Members to share the Greenville Arena District Master Plan. She has received positive feedback. Additional meetings are scheduled over the next few weeks.

Ms. Paul shared the Management Report, Month Ending February 2025. The Arena generated \$1.1MM in operating revenues compared to a budget of \$1.4MM leaving an unfavorable variance of \$217K. The unfavorable variance is due to a show budgeted for February being moved to April, offset by slight overages in Other Income and Interest Income. Approximately 50,400 guests for the month, with YTD attendance around 284,000. Year to date Operating Expenses were favorable to the budget by \$50K. This is mainly due to personnel expenses.

Ms. Paul shared the FY2025 Reforecast that included actuals through February and projections for March through June 2025. Revenue streams are trending well and suggest the GAD will continue to see a high level of Interest Income Revenue and Other Income Revenue through the cellular service providers. Personnel expenses should continue to be a source of savings. Cash Flow projections will be sufficient to fund capital projects as well as required reserves.

Ms. Paul provided an update on FY25 Capital Expenditures. After reviewing all bids received for the RFP-Sound Panels (Lapendary Panels), the best bid was awarded on March 31, 2025. A PO for the Telescopic Risers will be issued through Sole Source Justification in January 2026.

Ms. Paul shared SEC results. Highlights included: record breaking attendance (72K), F&B Revenue increase 51% year over year, the GAD provided 1,669 tickets and 1,596 lunches for Title I schools, and we sold 4600 tickets for School Day! Downtown Hotel and Greenville County Hotel occupancy rates and revenue increased year over year. Media results included the SEC WBB Championship game averaged 1.3MM viewers!

Ms. Paul confirmed with Mr. Patel that he supports the recommendation from the last meeting to move the monthly board meeting scheduled for April 28, 2025, to April 17, 2025, for the Master Plan Reveal. Mr. Patel and the board members all agreed with this proposal.

**Finance Committee**

Mr. Russo indicated nothing new to report.

**Property Committee**

Mr. Dyer had nothing new to report.

**Community Relations Committee**

Ms. Drummond had nothing new to report.

**Other Business**

Mr. Patel asked if there was any other business to discuss.

Mr. Patel provided positive feedback on the new employee recognition program.

No additional business was shared.

**Executive Session**

Mr. Patel requested a motion to enter executive session for the purpose of discussions related to economic development. Mr. Russo made the motion, and Ms. Drummond seconded the motion.

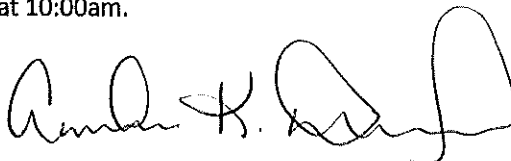
**Adjourn**

Mr. Patel proposed a motion to exit Executive Session and adjourn the meeting. Ms. Drummond made the motion, and Mr. Rose seconded the motion. The meeting was adjourned.

**The next meeting of the Greenville Arena District Board will be held at the Bon Secours Wellness Arena, 650 N. Academy Street, Greenville, SC 29601 on April 17, 2025, at 10:00am.**

Respectfully submitted,

Neetu Patel, Chairperson



Amber Drummond, Secretary