

GREENVILLE ARENA DISTRICT
BOARD MEETING
October 24, 2023 – 4:00 pm
Minutes

Present: Buddy Dyer, Kerry Lightner, Neetu Patel, Dante Russo, Brittany Moore, Amber Drummond, Neil Smith (Virtual).

Also Present:

Adam Lambright and Grace Powlas from Greenville Arena District along with Bill Foster from the City of Greenville.

Chairperson Patel called to order, for the purpose of doing business, the Greenville Arena District Board of Trustees, held on October 24, 2023, at 4:00 PM.

Minutes:

Mr. Russo made a motion to approve the September 2023, Greenville Arena District Meeting Minutes. The motion was seconded by Mrs. Moore. There was no opposition to the minutes.

Management:

Mrs. Paul began by welcoming the group and sharing an overview of the September 2023 income statement. Mrs. Paul shared that the Bon Secours Wellness Arena hosted 9 events with revenue coming in slightly unfavorable to budget due to lighter than projected attendance. However, September attendance surpassed 22,100 with the annual attendance for Q1 currently at around 100,000. GAD has filled one vacant position (to start in November). The high volume of merchant fees in September were due to the volume of ticket/suite/premium sales from a number of large on-sales.

Mrs. Paul presented the strong Booking pipeline with an anticipated projection of \$6.3 million in net event income.

Diving into management updates, Ms. Paul stated that the Greenville Arena District management team will kick-off sustainability efforts at Dave Matthews Band on November 8, 2023 in conjunction with Furman University Shi Institute of Sustainability, Reverb and Dave Matthews Band. The goal is Zero-Waste, and efforts include recycling, composting, and replacing all plastic with aluminum or compostable materials.

In closing, Mrs. Paul addressed the dire state of the SC Venue Crisis and arena's position within the complex political landscape. BSWA is protected by Levy Restaurants Insurance policies, liquor liabilities, and risk management team. Ms. Paul stated the management team will continue to monitor the issues. Ms. Paul also stated that the GAD's legal team is researching various proposals (at the federal level) regarding ticketing fees and ticketing policies. The management team will monitor risks associated with such proposals.

Finance

In Mr. Formanck's absence, Mr. Russo gave a brief high level overview on XX, quarterly finance meeting November X.

Capital Improvements

No report.

Public Outreach

Ms. Drummond's next committee meeting is scheduled for November 21.

Executive Session motion

Mr. Patel asked for a motion to enter Executive Session for the purposes of discussing Personnel Matters and to discuss Real Property. Mr. Russo made the motion, and motion was seconded by Mr. Dyer.

The Board exited Executive Session.

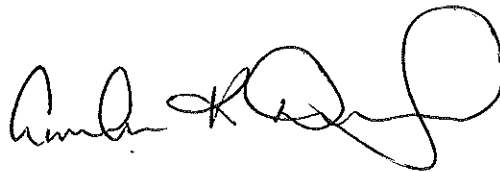
Mr. Russo asked for a motion granting authority to Chairman Patel and Beth Paul to negotiate real property transactions on behalf of the Greenville Arena District. Ms. Moore seconded the motion. All Board Members were in favor, and none were opposed.

Mr. Patel asked for a motion to adjourn the Board Meeting. Mr. Russo made the motion, and Mr. Dyer seconded.

The next meeting of the Greenville Arena District Board will be held on Tuesday, November 28 at 4:00PM in the large conference room at Bon Secours Wellness Arena.

Respectfully submitted,

Neetu Patel, Chairperson



Amber Drummond, Secretary