

GREENVILLE ARENA DISTRICT  
BOARD MEETING  
December 19, 2022  
4:00 PM

**Present:** Amber Drummond, Buddy Dyer, Barry Formanack, Brittany Moore, Neetu Patel, Dante Russo, Neil Smith

**Also Present:** Rebecca Ellefson, Adam Lambright, Beth Paul

Chairperson Patel called to order, for the purpose of doing business, the Greenville Arena District Board of Trustees, held on December 19, 2022, at 4:00 PM with a quorum present.

Minutes

*Mr. Russo made a motion to approve the November 2022, Greenville Arena District Board Meeting Minutes. The motion seconded by Ms. Moore. There was no opposition to the minutes.*

There being no further discussion, the Minutes were approved by a full vote of the Board Members present.

Management

Mrs. Paul presented the Management Report, which included the following: Monthly Financial Summary – November 2022; Booking Pipeline FY2023; Management Updates.

Mrs. Paul reported that the Arena hosted 18 commercial events in November with 55,000 guests. These events included Royal Comedy, Adam Sandler, Maverick City, Mercy Me, Charlie Wilson, Five Finger Death Punch, Disney on Ice and Hockey.

Mrs. Paul presented that Total Revenue for November was \$1.1 million compared to a budget of \$790,000. Year to date revenues have a variable revenue of \$693,000 through November. For Operating expenses, there are some variances with the most significant being in General and Administrative which is due to Community Events. All other operating expenses are fairly consistent. For the year, the Arena is under budget by \$5,000.

Operating Profit compares favorably to budget by a variance of \$353,000. Year to date through November, Operating Profit is at \$1.8 which exceeds budget by \$698,000.

Mrs. Paul then went over the Booking Pipeline. There are 118 events scheduled, which is favorable compared to a budget of 111 events. There is one tentative country show projected in June. Going into the 3<sup>rd</sup> quarter attendance and ticket sales are looking good.

Mrs. Paul then presented the Management Report, which included the Women's SEC Tournament on November 17<sup>th</sup>. There was a great turnout and hopefully will become a yearly event. The Arena part-time staff and their families had their annual Christmas party on December 6<sup>th</sup> with over 300 in attendance.

Mrs. Paul also reported that Full time staff had their Christmas party on Monday, December 12<sup>th</sup>, which included volunteering for the day and lunch after. This past weekend the Arena had its first Greenville

Winter Invitational event. There was primarily positive feedback and the Arena staff is in the planning stages for next year.

Finally, Mrs. Paul reported that Levy's catering Event Business is beginning to grow, and they are seeking out leads for future events. Past events include: ScanSource Christmas Party, Table 301 Anniversary Event, Michelin Holiday Party, and Habitat Dinner on Ice.

#### Finance

Mr. Russo reported that the committee will meet in January.

#### Capital Improvements

Mr. Patel reported that Mr. Dyer had nothing to report.

#### Public Outreach/Community Relations

Ms. Drummond reported that LEO Santa went well, and the Teddy Bear Toss was a successful event. Many toys were collected and passed out.

#### Other

The January GAD Board Meeting will happen on January 24<sup>th</sup> at 4:00 pm.

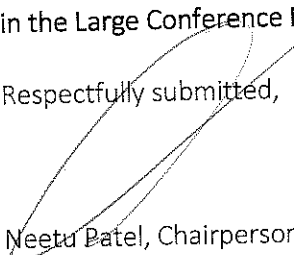
#### Executive Session

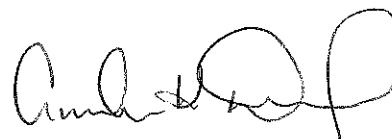
*No Executive Session.*

*Ms. Drummond made a motion to adjourn the meeting. The motion was approved and seconded by Mr. Russo.*

The next meeting of the Greenville Arena District Board will be held on Tuesday, January 24<sup>th</sup> at 4:00 pm in the Large Conference Room at the Arena.

Respectfully submitted,

  
Neetu Patel, Chairperson

  
Amber Drummond, Secretary