

**GREENVILLE ARENA DISTRICT  
BOARD MEETING  
December 21, 2021  
4:00 PM**

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

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

Chairperson Russo called to order, for the purpose of doing business, the Greenville Arena District Board of Trustees, held on December 21, 2021, at 4:00 PM with a quorum present.

Mr. Russo offered the invocation.

**Minutes**

*Mr. Dyer made a motion to approve the November 2021, Greenville Arena District Board Meeting Minutes. The motion seconded by Mr. Patel. 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 2021; 5 Month Comparison (FY22, FY20, FY19); FY 2022 Capital Update; FY 2022 Booking Pipeline.

Mrs. Paul reviewed the financial statements for month ending November 30, 2021. The events during the month generated \$558,904 in event income, compared to a budget of \$511,637. Year to date the Arena has brought in \$2,524,640 in event income, compared to a budget of \$1,937,828.

The Arena hosted 15 events in November with 33,000 guests. Major events included Foreigner, James Taylor, Brantley Gilbert, Disney on Ice and Swamp Rabbits hockey. This is the second highest grossing Disney on Ice.

Mrs. Paul then said all other revenue categories were all relative while being slightly favorable.

Mrs. Paul stated that operating expenses are consistent with budget.

GAD generated an operating profit of approximately \$853,518 for the month of November, which compared favorably to the approved operating budget of \$782,352.

Year-to-day Operating Profit is approximately \$5,417,231, which includes \$3.5 million of SOS Funds, compared to a budget of \$992,134.

Mrs. Paul then went over the 5-month comparison. Total Operating Revenues of FY 22 exceed FY 20 and FY 19 by over \$1,000,000.

In this comparison, expenses are a bit higher due to the food and beverage expense. Operating profit is also favorable, and the Arena is trending positive.

Mrs. Paul then provided a FY 22 Capital Update. She pointed out that painting was complete and all of the other capital updates that have been done so far this year. Mrs. Paul pointed out that Ms. Ellefson is working on a few additional capital projects including a mural in the parking lot and murals inside on the walls that will be history walls.

Mrs. Paul shared the FY 2022 Booking Pipeline for the remainder of the year. There are 17 confirmed concerts remaining, 25 family shows and 29 hockey games remaining. This would generate around \$5.5 million should all events happen.

Mrs. Paul shared that upcoming shows, including Morgan Wallen and NCAA, have sold out. Greenville is the first first-round city to sell out for the NCAA.

### Finance

Mr. Russo ask Mr. Lambright for any additional financial report. Mr. Lambright discussed the success of Eric Church which will be reported at the January meeting.

### Capital Improvements

Mr. Dyer reported that a small team met to discuss the Arena's overall safety program and that the Arena is in a good place overall.

### Public Outreach/Community Relations

Ms. Drummond reported that there was no report.

### Other

The December GAD Board Meeting will happen on January 25<sup>th</sup>.

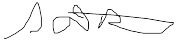
### Executive Session

No executive session.

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

**The next meeting of the Greenville Arena District Board will be held on Tuesday, January 25<sup>th</sup>, at 4:00 PM, in the Conference Room at the Bon Secours Wellness Arena.**

Respectfully submitted,



Dante Russo, Chairperson



Amber Drummond, Secretary