

River's Edge Convention Center Advisory Board

Meeting Notes – June 12, 2018

Present Jodi Domeier, Patty Gaetz, Brian Hart

Not Present Ibrahim Abdi, Julie Lunning, Marty Mahowald, Alvin Yu

Staff Present Bill Dunsmoor, Rich Gallus, Tony Goddard

1. The meeting was convened at 5:05 pm at the Convention Center
2. The Board considered the minutes of April 10, 2018. Domeier moved acceptance of the minutes as submitted; Hart seconded, and the motion passed unanimously.
3. Board and staff discussed the accessibility issues that had been raised by members of the public at the last meeting. Goddard noted that we are pursuing several of the issues. Gallus reported that he has found several examples of meeting planner guidance and we will install a tailored version as part of a package of web and social media upgrades in the fall. He also noted that access upgrades are sometimes more complex than they appear to be. As he has worked with meeting planners on the opportunity for screen upgrades, the planners have been deterred by the higher cost. We continue to work to find ways to improve presentation technology. Dunsmoor reported that we have yet to find an accessible table that is sturdy enough to stand up to the hard use it would get in this facility; the search continues. We will install toilet braces in all of the handicap stalls in the building. Dunsmoor noted that the new elevator is fully operational and has enhanced our ability to utilize the trail-side plaza area.
4. Goddard reviewed the May 31, 2018 financial statements that were part of the meeting packet, and distributed a historical P&L analysis covering the years 2012 through 2017. Revenues lagged the budget in some categories, notably our wedding reception business, which declined steeply as the popularity of outdoor venues rose dramatically. The decline in wedding business is being experienced by many venues, and, in fact, our rate of decline is less severe than some. Still, it represents a challenge to fill meeting room openings.
5. Gallus presented the results to date of our electronic customer satisfaction survey process, which has been favorable. The response rate has been 78% and the responses very favorable. In addition to the gratifying data, the evaluations provide our sales staff with a ready way to stay connected to customers, and respond promptly to all concerns or complaints..
6. Dunsmoor led a tour of the building, which is set for the opening of the Minnesota Quilters show, starting in the morning. This is the biggest event, by far, in the calendar of the River's Edge.
7. Mission Statement review was continued from the April meeting. After discussion, Domeier moved affirmation of the mission statement as currently written. Hart seconded the motion, which passed unanimously.
8. Dunsmoor gave an update of operations at the facility in May and June – a very busy two months. He briefly talked about upcoming capital improvements – carpet upgrades in the 1989 portion of the building; and sound system upgrades. For the first time, as part of the sound system improvements, the building will have public address capacity, adding to safety and security.
9. Goddard provided a Legislative update. The City's bonding request for improvements at the MAC did not make it out of committee. The pursuit of Legislative authority to consider

hospitality tax increases passed both houses and was included in the final tax bill. It was then vetoed by Governor Dayton. The administration intends to place questions on the November ballot regarding the proposed tax increases.

10. Next Meeting: Tuesday August 12, 2018, 5:00 pm

11. Adjournment at 6:35 pm.

Submitted by Tony Goddard