

River's Edge Convention Center Advisory Board

Meeting Notes – August 14, 2018

Present Jodi Domeier, Brian Hart, Marty Mahowald, Alvin Yu

Not Present Ibrahim Abdi, Patty Gaetz, Julie Lunning

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 June 12, 2018. Domeier moved acceptance of the minutes as submitted; Hart seconded, and the motion passed unanimously.
3. Goddard briefly summarized the financial statements that were included in the Board packet. He distributed a detailed report comparing the June 30 P&L for each year 2012 through 2018, together with analytical notes. The Board then discussed significant revenue and expenditure categories. The discussion focused on preparations for the upcoming 2019 budget process. There was extensive discussion about meeting room revenues, especially as they are affected by wedding trends; food and liquor commission rates – the board agrees with staff that increases in the commission rates are not warranted; decorator's commissions; potential for commissions from production companies. The board suggested that staff research current revenue and price trends at similar centers in advance of the budget submittal.
4. Gallus presented operational update to the board. He reviewed recent and upcoming events and commented that July was busier than often – more than 10,000 patrons. He also informed the board that the pattern of extraordinary repair charges continues. The east parking ramp was closed for a month for repairs to the entry drive, which had settled significantly. It is now open again. This week, we learned that the support curbing for the two chillers on the roof of the 2012 building are failing and must be replaced. Cost is unknown at this time. There is no threat to the roof integrity.
5. Goddard reported that the Holiday Inn will continue as the facility alcohol vendor, assuming that Council concurs on Monday 8/20. The board discussed alcoholic beverage trends and operations.
6. Goddard presented an update on the Hospitality Tax referendum. The Mayor is recommending to the Council that the referendum questions be tabled and not placed on the November ballot. He has spoken to a number of citizens and business people and feels that the issue is confusing to many people and the timing exacerbates the confusion. In addition, Goddard and Julie Lunning have met with a number of lodging and restaurant operators in recent weeks and found very little support. The board discussed conditions in the local hospitality sector.
7. Next Meeting: Tuesday October 9, 2018, 5:00 pm
8. Adjournment at 6:40 pm.

Submitted by Tony Goddard