



MINNESOTA'S ROCHESTER
MAYO CIVIC
CENTER CONVENTIONS
& EVENTS

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Mayo Civic Center Commission Meeting
Wednesday, July 11, 2018 – 3:00 PM
Mayo Civic Center Office Conference Room

Attendees: Commission Members

Teresa Chapman, Warren Harmon, Matt McCollom, Dan Nelson, Amita Patel

Absent: Sarah Clausen, Heidi Mestad

Other Attendees:

Donna Drews (Mayo Civic Center (MCC)), Matt Esau (Experience Rochester), Julie Gay (Freelance), Andy Krogstad (MCC), Megan Malugani (Experience Rochester), Randy Peterson (Post Bulletin), Steve Rymer (City Administrator)

A. Call to Order

0:22 Audio Tape

The meeting was called to order by Matt McCollum at 3:00 PM.

B. Approval of Agenda

0:42 Audio Tape

Motion to approve the agenda was made by Teresa Chapman, Second by Amita Patel. Motion was approved.

C. Open Comment Period

0:54 Audio Tape

No Comments

D. Consent Agenda

01:04 Audio Tape

a. Council Item Review - None

b. Meeting Minutes

i. June 13, 2018

c. Monthly Financial Report

i. June 2018 Bills & Income Statement

d. Director's/Staff Report

e. MCCC Committee Reports

f. 2nd Quarter Marketing Plan Update

g. 2nd Quarter Strategic Plan Update

Motion to approve the consent agenda was made by Dan Nelson, Second by Teresa Chapman. Motion was approved.

E. Review Action Items from June 13, 2017 Meeting

01:42 Audio Tape

a. Donna Drews to email information on the public forums to MCC Commissioners

Donna Drews emailed information on the public forum to MMC Commission members. Feedback overall from the media and so on and then based on the information that was provided on the Strategic Plan.

F. New Business

02:52 Audio Tape

a. June Sales Report

Matt Esau talked about the sales report. Experience Rochester and MCC staff closed 165 leads through June 30, 2018. Matt reviewed some of the events and their status. Matt talked about lost business. He gave a R & G update – making calls and getting referrals – have received 77 referrals. Matt McCollom requested that the Economic Impact be added to the report for every prospect.

ACTION: Request for Economic Impact numbers to be added to the Sales Report for ever prospect

G. Unfinished Business

21:56 Audio Tape

a. JLL Consulting Update

Steve Rymer provided information on the JLL Consulting Update (aka MCC 2.0). Optimizing the use of the MCC, maximizing the revenue. In about 3 weeks, the information will go to the City Council. This information will help to start talking about different operating models. Dan Fenton's sentiment was that we need to look at doing things a little different. Steve Rymer plans to convene a stakeholder's group – Dan and Bethany from JLL, Steve Rymer, 3 members from the Experience Rochester Board, 3 members from the Mayo Civic Center Commission and then maybe a couple of others (7-9 people). The hope is to meet on July 26 and spend a good half day together. Some of the topics may be: What does success look like? Discussion on the models. Dan and Bethany will go back and then re-convene the group a couple of weeks after that. Donna Drews mentioned that staff at the Mayo Civic Center and at Experience Rochester are concerned. Dan Nelson mentioned a couple of City Council members would like Dan Fenton to articulate what went wrong with the recommendation from five years ago. Steve Rymer stated this will be brought to the Committee of the Whole along with the numbers.

H. Other Business

31:05 Audio Tape

Donna Drews commented on a couple of things. She mentioned she was delighted with the progress the MCC staff has made regarding the MCC Strategic Plan. MCC continues to struggle with part-time staffing because the labor pool is slowly but surely becoming almost nonexistent. Dan Nelson offered to be a backup member for the stakeholder's group.

I. Adjournment

35:08 Audio Tape

Meeting adjourned at 3:35 PM by Matt McCollom, Chair.

Next Meeting: Wednesday, August 8, 2018 at 3:00 PM