



**Mayo Civic Center Commission Meeting
Wednesday, December 12, 2018 – 3:00 PM
Mayo Civic Center Office Conference Room**

Attendees: Commission Members

Sara Clausen, Warren Harmon, Matt McCollom, Dan Nelson, Quinn Proffer

Absent: Teresa Chapman, Amita Patel

Other Attendees:

Donna Drews (Mayo Civic Center (MCC)), Matt Esau (Experience Rochester), Mary Gastner (Experience Rochester), Dave Goslee (City Attorney), Julie Gay (Freelance), Ed Hruska (Rochester Sports Commission), Andy Krogstad (MCC), Jo Oeltjen (MCC), Randy Peterson (Post Bulletin), David Silker (MCC)

A. Call to Order

00:05 Audio Tape

The meeting was called to order by Matt McCollom at 3:04 PM

B. Approval of Agenda

00:11 Audio Tape

Motion to approve the agenda was made by Sara Clausen, Second by Quinn Proffer. Motion was approved.

C. Open Comment Period

00:25 Audio Tape

No Comments

D. Consent Agenda

00:35 Audio Tape

a. Meeting Minutes

i. November 14, 2018

b. Monthly Financial Report

c. November 2018 Bills & Income Statement

d. Director's/Staff Report

e. MCCC Committee Reports

f. November Sales Report

Motion to approve the consent agenda was made by Dan Nelson, Second by Sarah Clausen. Motion was approved.

E. Review Action Items from October 10, 2018 Meeting

01:04 Audio Tape

a. No Action Items

F. New Business

01:09 Audio Tape

a. Election of 2019 Commission Officers

There was discussion to leave the current officers the same for 2019. Officers are: Matt McCollom, Chair; Dan Nelson, Vice Chair; Amita Patel, Treasurer, and Teresa Chapman, Secretary. Dan Nelson's term is up 12/31/2018. Dan will stay until his replacement is named. Quinn Proffer, who completed the

position vacated by Heidi Mestad, has reapplied to continue with the Mayo Civic Commission. The Mayor has put his application on hold until the City Council made their decision on the future direction of the Mayo Civic Center. Quinn will check with the Mayor on the status of his application.

Motion to keep the officers as is for 2019 was made by Sara Clausen, Second Warren Harmon. Motion approved.

ACTION: Quinn Proffer to talk with the Mayor about his reappointment.

G. Unfinished Business

05:19 Audio Tape

No Unfinished Business

H. Other Business

05:32 Audio Tape

Andy Krogstad reviewed Mayo Civic Center's 2018 entertainment events. There were 56 entertainment events held in 2018 with four of those left to be held in 2018 – at this time these entertainment events account for about \$700,000 in overall revenue for the year. 2019 is looking to be OK in the entertainment area. Almost 81,000 attendees, before the last four entertainment events, at entertainment events in 2018. As of the end of November 2018, the Mayo Civic Center is about \$700,000 better than we were last year at the same time.

Donna Drews asked for input on a contract with Venue Coalition, a company that helps connect promoters and agents to venues. The annual contract cost is \$15,000. Staff is questioning the investment as it is intended to be long-term relationship building process. We connect with them a couple of times a month through conference calls. Because Mayo Civic Center does not buy entertainment, Venue Coalition was hired to help increase concert bookings by elevating awareness of Mayo Civic Center as a worthwhile, reliable entertainment opportunity for promoters and agents. In 2018 there were two shows that could be directly attributed to Venue Coalition. Due to the pending governance and operational changes, Andy's recommendation is to not continue with Venue Coalition. MCC will continue to pursue entertainment bookings with the region's promoters and agents through regular contact and communication. The consensus of the Commission was to discontinue the agreement with Venue Coalition.

There was a discussion on other contracts that may be in effect. The hospitality contract with Lancer is up at the end of 2019. The security contract with Premier can be cancelled at any time. MCC has numerous contracts and agreements that will require review and they will be addressed in the future. Donna Drews has made a list and has given it to Steve Rymer.

Sara Clausen asked about when the new Executive Director would be hired. According to the proposed timeline given to the City Council, the new Executive Director would be hired mid-year 2019. The nominating and approving of the Authority, according to the timeline, will be in February and March of 2019, and the Authority will then hire the CEO/Executive Director. The RFP process for selection of a private operator probably will occur mid-year. Matt McCollom commented that the Council will remain involved and approve various steps throughout the timeline.

I. Adjournment

28:31 Audio Tape

Meeting adjourned at 3:32PM by Matt McCollom, Chair.

Next Meeting: Wednesday, January 9, 2019 at 3:00 PM