

**CIVIC CENTER BOARD OF MANAGERS  
THURSDAY, FEBRUARY 17, 2022  
CENTURY CENTER – RECITAL HALL  
8:30 A.M.**

**MEMBERS PRESENT**

Greg Downes            Aaron Perri  
Randy Kelly            Jill Scicchitano  
Michael Neises

**MEMBER ABSENT**

Linda Doshi  
A.J. Patel

The meeting was called to order at 8:30 a.m. by President Perri.

**CONSENT AGENDA**

Perri entertained a motion to approve the consent agenda, including the 1) Minutes of the 11/18/21 meeting; 2) Claims 11/1/21 to 12/31/21 and (3) Financial Report 12/31/21. Greg Downes motioned to approve; Randy Kelly seconded; and motion carried.

**PRESIDENT'S REPORT**

Perri gave an overview of the Venues Parks & Arts Annual Report 2021. VPA had an economic impact of \$13.5 million from the operation of venues. Impact areas include social equity, neighborhood impact, ecological stewardship, and Health and Wellness. VPA senior staff met 2/16/22 to review the present strategic plan and discuss a new five-year strategic plan. Over 1,474 pounds of food was saved from the landfill by donating to Cultivate Food Rescue. The Morris 100 Campaign continues to be a focus to secure \$30 million towards the re-imagination of the Morris Performing Arts Center. Applications were submitted to the Regional Economic Acceleration and Development Initiative (READI) Grant for the West Bank Trail and for the Morris 100 renovation and expansion project. Grants will be awarded in Fall 2022. Perri announced that the South Bend Common Council has renewed the board terms of Michael Neises and Randy Kelly.

**VENUES REPORT**

**Morris Performing Arts Center**

Jeff Jarnecke reported that he attended the Pollstar Live! Conference for entertainment professionals 2/7-9 /22 and the consensus from attendees is that performing arts is back. Q1-Q2 may be sluggish; however, Q3-Q4 will be better. Jarnecke reported that in 2021 the Morris had 68 shows, attendance of 60,000+, an economic impact of \$5.5 million and an estimated 3,000 room nights. The Morris is now using the Etix ticketing system. Michelle DeBeck retired 2/4/22 from the Director of Box Office Services position after 21 years of service and candidates are being interviewed for the position. The Morris was awarded Global Biorisk Advisory Council (GBAC) certification for high levels of cleanliness.

The International Association of Venue Managers (IAVM) is leading the way on the Save Our Stages Extension Act which would extend the timeline from the end of 2021 to Spring of 2023 for using Small Business Administration (SBA) Shuttered Venue Operators Grants that were created by the bipartisan Save Our Stages Act. The Music Act would provide assistance to venues that were not included in SVOG such as convention centers and similar facilities.

In 2021 the Morris received \$992,000 in federal grants and more than \$40,000 in profit from the Umphrey's McGee concert 11/14/21, the first Morris self-promoted show, which are included as part of the total revenue of \$1,736,452. Revenue less expenses of \$1,106,303 left net income of \$630,149. Expenses were relatively stable as salary expense was paid to furloughed staff who worked in Golf and Parks. In 2021 the Palais Royale had revenue of \$122,575 which includes the long-term lease with Fatbird, LLC, less expenses of \$149,547, leaving a net loss of (\$26,971). Expenses in 2021 were much less than 2020 expenses of \$221,414 and 2019 expenses of \$358,410 because under the new agreement with Navarre Hospitality, they are responsible for all expenses for staff and events. The ballroom almost broke even in 2021 when the \$25,000 license fee that Navarre Hospitality pays is taken into consideration. This compares to a net loss in 2020 of (\$127,605) and loss of (\$142,130) in 2019. The Navarre agreement is up for renewal at the end of 2022.

The Morris 100<sup>th</sup> anniversary celebration kicked off 1/7/22 during the Downtown South Bend (DTSB) “First Fridays” event. Aaron Perri and Greg Downes participated in a Channel 46 piece. The theater will be closed for construction 6/28/22 to 9/30/22 including, new floor concrete, seats, HVAC, lighting and fixtures. A community celebration will be held 9/30/22 to 10/1/22.

### **Century Center**

Jarnecke reviewed Century Center 2021 financials including revenue of \$2,511,688, expenses of \$2,948,381, leaving a net loss of (\$436,693). Century Center hosted 198 events with an economic impact of \$8 million and 2,219 room nights. Over 16,000 pounds of food were harvested to provide meals by Cultivate since 2017. The 30-year capital improvement plan includes new hotboxes, walk-in coolers, north restrooms, cosmetic changes to Suites 16-18 and the Bendix Arena. A firm has been engaged to eliminate airborne particles from going through the HVAC system.

The Bendix Arena recently hosted Purdue University and 13 different colleges and universities for an esports competition for three days from 8:00 a.m. to 10:30 p.m. for over 1800 hours of gaming on 50 computers. More than 5,000 total hours were played in 2021. A collegiate invitational will be held in January, Bethel University invitational in March, and Indiana high school state championships in May. The arena will be rebranded the “Bendix Arena powered by Xfinity.”

### **Parking Operations**

Jarnecke reported that the number of monthly and daily parkers declined. The three garages saved expenses with no capital projects in 2021. Parking has moved away from the Block by Block program to ASM Global. New parking garage gate software will be installed soon to improve the parking experience. Discussion followed on how downtown business employees are working remote which impacts occupancy rates, part-time and residential rates are available, and the garages are full on Morris event nights.

Jarnecke concluded by highlighting agreements coming up for renewal: ASM Global, Navarre Hospitality Group, Markey’s, CSC Security, and Etix.

### **OLD BUSINESS**

#### **Morris 100 Campaign Update**

Greg Downes gave an update on the Morris 100 Campaign. A press conference is scheduled 2/25/22 at the Morris to announce a \$1 million matching grant from the Community Foundation of St. Joseph County. A fund-raising event will be held 3/23/22 at the Morris with backstage tours. Marvin Curtis and Kareemah Fowler co-chair the Equity in the Arts Sub-Committee which has established an usher mentor program for high school students interested in the arts. American Theatre Guild, the Broadway promoter, has agreed to give 60 tickets to each Broadway show to students and free bus transportation has been discussed with the South Bend School Board. The Disney movie “Soul” was shown 2/20/22 for Black History month with free tickets given to South Bend community centers.

### **ADJOURNMENT**

With no further business, President Perri adjourned the meeting at 9:25 a.m.

AP: mes