

CENTURY CENTER BOARD OF MANAGERS
WEDNESDAY, NOVEMBER 16, 2016
8:00 A.M. – SUITE #15

MEMBERS PRESENT

Dennis Andres, Jr.
Greg Downes
Alison Fox
Roland Kelly
Aaron Perri
Michael Neises

MEMBERS ABSENT

Linda Doshi
Cathy Roemer
David Varner

STAFF

Leanna Belew
Scott Herczeg
Crista Thompson
Jesse Vogel
Pris Phillips

OTHERS

Aladean DeRose, City Legal
Craig Liston, SMG
Steve Ellison, Tax Board
Bill Lamie, Alliance Arch.

The meeting was called to order by President Downes at 8:00 a.m.

CONSENT AGENDA

Downes entertained a motion to approve the minutes of August 17, 2016; Claims July-Sept. 2016; Financial Report – 3rd Quarter 2016. Andres moved for approval; seconded by Perri, the motion carried.

GENERAL MANAGER'S REPORT

Leanna Belew gave highlights of the 3rd quarter:

- Financials: AGI – better than budget by 18%; Expenses were under budget by 3%; NOL 41% better than budget – lowest since 2007
- NPS is at 77 compared to 78 of 2015
- Events with 20+ hotel rooms on peak: YTD - 46 compared to 39; total 5,652 compared to 6,695
Contracts returned 260 compared to 229; new rental revenue (includes future bookings) \$403,100 compared to \$223,746
- 3rd quarter profitability for all market segments is 60%; YTD is 68%
- Other items highlighted: attendance, room occupancy report, revenue by event type, social media, and communications/PR.

Capital projects update:

- Projects complete – electrical distribution panels, air walls refurbishing in Convention Hall; underway – CEO Suites & Suite 17 remodel, service court improvements. 2016 projects moved to 2017 – skylight beams painting and Recital Hall carpet and stage.
- 2017 projects approved by Hotel-Motel Tax: cooling tower, fire pump, masonry work, technology upgrade to suites, Ameresco change order for various items. Note: additional AEP rebate of \$18,000 approved. Solar panel energy savings to date is \$900; utility savings are out performing the guaranteed program.
- New Venues & Parks – combining operational contracts with other City Departments.

Belew responded to questions on the new hotels: the Courtyard is expected to open in late November of 2017; some reports are the Aloft will be open in October/November of next year.

Downes requested the staff to include in the year-end report room night data by event type. Downes noted the City is streamlining procedures that include Century Center service providers and capital handled by the Board of Public Works. A study of the West Race issues have been approved with the cost to be split with the Center. Herczeg noted the Notre Dame engineering class is conducting a study of the West Race as a project; SB Parks has cleared the river bank view of the building.

PRESIDENT'S REPORT

Downes acknowledged Steve Ellison, President of the Hotel-Motel Tax Board and expressed appreciation for the board's support in the approval of the 2017 budget. Ellison discussed the aspects of the budget and noted the \$4.8 million is direct correlation to the revenues generated; this includes a new tourism development fund for the County. Important positive note is the Center requested a reduction in their operating allocation.

Nominating Committee: President Downes announced the appointment of Linda Doshi as chair of the committee. Doshi will assemble the committee and convene to draft the 2017 slate of officers.

Downes announced the 2017 Meeting Schedule: February 15; May 17; August 16; November 13; February 21, 2018.

Downes acknowledged Craig Liston, Regional VP of SMG. Liston expressed appreciation to the board for the ongoing support and good working relationship.

OLD BUSINESS

None.

NEW BUSINESS

None.

ADJOURNMENT

With no further business, Downes entertained a motion to adjourn. It was moved, seconded, and the motion carried.

GD:pp