

PFD BOARD MEETING AGENDA

February 23, 2023, Noon

Location: Town Toyota Center
1300 Walla Walla Avenue
Wenatchee, WA 98801



Consent Agenda:

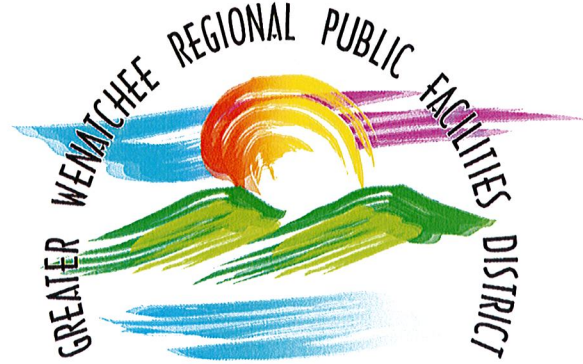
1. Approval of Meeting Agenda
2. Vouchers (January, 2023)
3. Minutes (January 26, 2023)

Public Comment: (please state your name and address, and please limit to 3 minutes)

Agenda Items:

1. **Manager's Report**
 - a. Sales & Marketing Report
 - b. Skyhawks Team Update
 - c. Shows/Events
 - i. Youth Tournaments - 3
 - ii. Wenatchee Wild
 - iii. Bighorns League
 - iv. Brett Young
 - v. Paw Patrol
 - vi. Special Olympics
 - vii. KPQ Home Expo
 - viii. Jordan Circus
 - ix. Hell on Hooves
 - x. Click-it RV Show
 - xi. Together! For Youth Christian Concert
 - d. Financial Statements
2. **Motion to Authorize the Board Chair to negotiate and sign a revised franchise agreement with Shoot the Puck dba Wenatchee Wild**
3. **PFD Board Members Term/Expiration - Update**
4. **Sales Tax Report – Submitted by Cordell, Neher & Co., PLLC**

PFD Board Regular Meeting Minutes



February 23, 2023, Noon

Town Toyota Center
1300 Walla Walla Ave.
Wenatchee, WA 98801

Board Members Present:

- Frank Kuntz (President)
- JC Baldwin (Vice-President)
- Jerrilea Crawford (Member)
- Marc Straub (Member)
- Randy Agnew (Member)
- Jim Fletcher (Member)
- Tim Hollingsworth (12:08pm)

In Attendance: Mark Miller, Town Toyota Center General Manager, Aaron Harvey, Town Toyota Center Assistant General Manager, Cindy Herdt, Dave Mann, Lindsay Rey - Town Toyota Center Staff.

President Frank Kuntz called the meeting to order at 12:00 pm.

Consent Items

1. Meeting Agenda for February 23, 2023
2. Vouchers January, 2023
3. Meeting Minutes January 26, 2023

Motion was made and seconded to approve the agenda consent items. Motion Passed 6-0.

January, 2023 Recap

US Bank - Facility Operating Account		
Accounts Payable	EFT/ACH/Wire-4	-61,194.63
Banner Bank - Facility Operating 711 (New)		
Accounts Payable	19383-19423	-232,397.44
Payroll	24018-24204	-112,493.83
	EFT/ACH/Wire - 13	-109,854.00
Total		<u><u>-515,939.90</u></u>

Public Comment

No Public Comments

Action and Other Items:

Mark welcomed new PFD Board Member, City of Cashmere Mayor James Fletcher. Staff was introduced and a brief overview of the facility was given. A facility tour for Mayor Fletcher will be arranged later.

Agenda Items:

1. **Manager's Report**

- a. Sales & Marketing Report – Lindsay Rey provided an update on sales and marketing activities over the past month. She has only two loge seats available but does have contract/proposal out for them and is just awaiting final approval and signatures. All available suite nightly rentals for all remaining Wild games are sold out. Additional sales of \$4,500 plus a \$7,500 backlit sign are finalized. Jack Daniels has renewed their sponsorship of the upper concourse lounge. All suites are being reviewed for August renewals.
 - b. Skyhawks Team Update – The team plans to play. We are working on final settlements of last season.
 - c. Shows/Events
 - i. Youth Tournaments – 3 - We have now actually held 5 youth hockey tournaments. Those are doing very well and bring in ice rental revenue.
 - ii. Wenatchee Wild – The Wenatchee Wild team is scheduled to play 4 games in the month of January.
 - iii. Bighorns League – The Bighorns first home games is scheduled for March 2. The team has put out a very aggressive marketing schedule. Their prepaid rent has been processed according to the agreement. Ticket sales for first game are just over 900 at present.
 - iv. Brett Young – Country/Western performance May 12. Ticket sales are at 1,800 and we need between 2,100-2,200 to break even.
 - v. Paw Patrol – Event is for two performances on March 20 & 21.
 - vi. Special Olympics – Opening Ceremonies are Friday evening, March 3 with various on-ice competitions on the community rink ice most of the day Saturday, March 4.
 - vii. KPQ Home Expo – This trade show will be held March 10-12.
 - viii. Jordan Circus – The circus is scheduled for March 30 & 31. This is a heavily attended event for families with children.
 - ix. Hell on Hooves – This rough stock rodeo has moved back up to the second Apple Blossom weekend now that the Apple Blossom Carnival has relocated. It's a two-day event on May 5 & 6.
 - x. Click-it RV Show – Click-it RV will be returning for a two-week RV show in the parking lot.
 - xi. Together! For Youth Christian Concert – This organization will be hosting Christian music performer Colton Dixon on July 14.
 - d. Financial Statements – Dave Mann presented the financial activity for the prior month. The sales tax remittances were reviewed. Board member Randy Agnew noted that he would like to request \$15,000 for a firework and Fourth of July community event in Rock Island. Board President requested this be on the agenda for the March PFD meeting. Dave reported the “sweep” account has been set up at Banner Bank and is active. Interest rate is at 3.87%.
2. **Motion to Authorize the Board Chair to negotiate and sign a revised franchise agreement with Shoot the Puck dba Wenatchee Wild** – Negotiations are still ongoing regarding the renewal of the Wenatchee Wild contract. Length of term (2 years vs 10 years), costs/expenses (labor, suite tickets costs, ice time rent, comp tickets, CPI built in), etc. are all being discussed. There were some discussions with David White at the hockey game last week and we anticipate an agreement proposal or response from him in the next couple weeks.

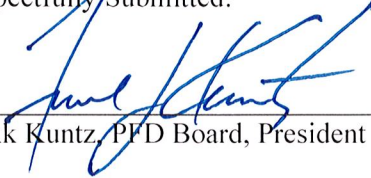
Motion was made by Marc Straub to authorize the PFD Board Chairman to negotiate and sign an agreement with Shoot the Puck for a renewal agreement. JC Baldwin seconded the motion.

Motion Passed 7-0.

3. **PFD Board Members Term/Expiration** – Update – Chelan County has elected to have City of Cashmere Mayor James Fletcher as their representative.
4. **Sales Tax Report – Submitted by Cordell, Neher & Co., PLLC** – Sales tax report from Cordell, Neher was included in members information packets. Board members did not have any questions.

With no further business, the meeting was adjourned at 12:39 pm.

Respectfully Submitted:



Frank Kuntz, PFD Board, President

Attest:



Cindy Herdt – Administrative Assistant