

SPECIAL PFD BOARD MEETING AGENDA

November 29, 2021, Noon



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

Consent Agenda:

1. Approval of Meeting Agenda
2. Vouchers (October, 2021)
3. Minutes (October 28, 2021)

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

Agenda Items:

1. Manager's Report

1. Masks/Vaccine Mandates
2. Future Events
3. Past Events
4. Wenatchee Wild
5. Sales & Marketing Reports
6. Staffing
7. Financial Statements

2. PFD Board Member Term Expirations/Renewals

3. Updated/Restated Year End Financial Statements

4. State Audit

PFD Board Special Meeting Minutes

November 29, 2021, Noon
Town Toyota Center
1300 Walla Walla Ave.
Wenatchee, WA 98801



Board Members Present:
Frank Kuntz (President)
Jerrilea Crawford (Member)
Tim Hollingsworth (Member)
Randy Agnew (Member)
Marc Straub (Member)
Shon Smith (Member)

In Attendance: Mark Miller, Town Toyota Center General Manager, Aaron Harvey, Cindy Herdt, Katie Atkinson, Chris Berg, Brian Bolz, - Town Toyota Center Staff Guest: Pete Fraley – Ogden, Murphy, Wallace, Tricia McCullough, Star Montgomery – August Edge, Jennifer Bushong, JBe Marketing

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

Consent Items

1. Meeting Agenda for November 29, 2021
2. Vouchers October, 2021
3. Meeting Minutes October 28, 2021

Motion was made and seconded to approve the agenda consent items with the addition of an Executive Session added to today's meeting agenda. Motion Passed 7-0.

October, 2021 Recap

US Bank - Facility Operating Account

EFT/ACH/Wire-3 -32,262.51

Banner Bank - Facility Operating 711 (New)

Accounts Payable 18027-18112 -204,957.37

Payroll 21455-21634 -140,195.43

EFT/ACH/Wire - 6 -4,066.65

-381,481.96

Public Comment

No Public Comments

Action and Other Items:

1. Manager's Report

1. Masks/Vaccine Mandates

The states' new vaccination card or negative testing mandate became effective on November 15, 2021 while the August 23, 2021 mask mandate has not changed. While there is some good news occurring for shuttered venues in larger arenas and for bigger ticket events, the Town Toyota Center and other

like-sized arenas are not fairing quite as well. We spend much of our time on vaccine/testing/mask issues on the event side of the arena and the community rink side on a daily basis. With limited staff, this will not be sustainable in the long run. Staff will not be asked to police the mask mandate. If the current status remains the next option will be to hire security and raise hourly rental rate accordingly to cover the extra expense. In addition, we are losing suite and loge holders. We are working to maintain the relationships of these holders for when the COVID mandates and positive rates relax in the future. The Town Toyota Center will have on-site COVID testing for our employees.

2. Future Events

Holiday Dreams needs 1,800 to break even but is currently at 506. There is a substantial difference currently between major league sports and big-ticket events vs minor league/Jr. league sports and smaller concerts. At this time, there are no other entertainment events booked at the Town Toyota Center. There may be a Wenatchee vs Eastmont high school basketball game on January 4, 2022 if the mandate details can be worked out. There are 5 Wenatchee Wild home games scheduled in December. We are working on the BNCW Home Show, the Jordan Circus and the Hell on Hooves Rodeo.

3. Past Events

While the numbers are not yet fully finalized, it looks like Grupo Firme will net positive and Styx will have a loss. Wild attendance is off dramatically. The Wenatchee World Wine Awards fared fairly well. It was pre-sale tickets on and limited to 400 attendees.

4. Wenatchee Wild

Attendance had been at 1,400 – 2,100 prior to any COVID mandates. After November 15, 2021 vaccine/testing mandate went into effect, attendance November 26, 27 & 28 was +/- 800, 600, 600. Revenues are down 60%. Five home games are scheduled for the remainder of this year.

5. Sales & Marketing Reports

Katie's report was included in the information packet and covered loge seat sales and per-event sales. She now has 10 suites available. They are cancelling either due to the mandates or the concern of being at a large event. She has over \$50K in prospective building signage she is working on. She has positive groups sales for Holiday Dreams and the suites are sold out for this event. Jennifer's report outlined marketing for Holiday Dreams and public relations/media for the building as well as digital stats.

6. Staffing

We continue to grapple with the loss of employees and the inability to find new employees, particularly to work events.

7. Financial Statements

The sales tax revenues are holding strong. The results of the Grupo Firme and the Styx concerts were reviewed. The \$131K received from the City of Wenatchee will be refunded with the next APs. The 2022 Budget will be presented at the December meeting.

2. PFD Board Member Term Expirations/Renewals

Shon Smiths' position expires on December 3, 2021. A letter was sent to the Chelan County Commissioners but we have not yet heard if they intend to renew or replace. We expect to hear from them prior to the December meeting.

3. Updated/Restated Year End Financial Statements

Our accountants at Cordell Neher have restated our 2020 Year End Financial Statements following discussions with the state auditors in regards to overstated recognition of revenues while we were shut down for COVID. A copy of the re-issued statements is included for the Boards' reference.

4. State Audit

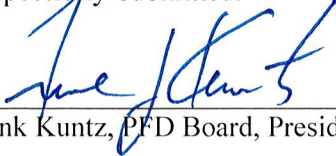
The 2020 State Audit is not finalized at this time. The auditors are also looking into the outside catering portion of our business. Pete Fraley and Julie Norton have responded on our behalf to Kathleen Lince at the State Auditor's Office. We are now waiting for a response from them. We will continue researching this situation.

Executive Session

At 12:35pm, Frank Kuntz called for an Executive Session to discuss potential litigation asking for 25 minutes or until 1:00pm. At 1:00pm, he asked for an additional 10 minutes. At 1:10pm, he requested 5 additional minutes. At 1:15pm, the Executive Session was called to an end. No action was taken.

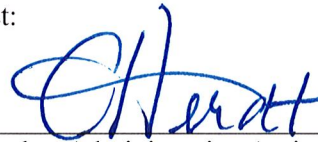
With no further business, the meeting was adjourned at 1:15 pm.

Respectfully Submitted:



Frank Kuntz, PFD Board, President

Attest:



Cindy Herdt – Administrative Assistant