



**MINUTES OF THE  
GREATER WHEELING SPORTS & ENTERTAINMENT AUTHORITY  
September 26, 2023**

**Members Present:** Mayor Glenn Elliott (Chair), Robert Herron, Karen Stakem, Dave Palmer, Kevin Duffin, Rich Lucas, David Croft, Ned George, Cecily Powell-Spangler

**Members Absent:** Rocky Fitzsimmons (excused)

**Others Present:** Kelly Tucker (Arena/Theatre) Nancy Hughes (Arena/Theatre) Casey Biela (Arena/Theatre) Justin Malarkey (Arena/Theatre) Kyle Knox (Arena/Theatre) Ken Halloy (Citizen) Shirley Duncan (Citizen)

**Media:** None

With a quorum present Mr. Elliott, called the meeting to order at 12:00 pm.

On a motion by Mr. Croft and seconded by Mr. Duffin, minutes of the August 29, 2023, meeting were passed unanimously.

Mr. Elliott introduced new board member Cecily Powell-Spangler to everyone

**FINANCIAL REPORT**

No report

Revenues, Expenses Report – Mrs. Hughes

**FINANCIAL REPORT**

Mrs. Hughes made the following report:

Highlights for August 2023:

- Excess Cash in Agency Account = 1,803,660.17
- Cash in Operating Account = \$141,504.31. This included a \$100,000 Cash Flow transfer from Agency
- August was slow month for us. We had \$78,300 in operating revenue, \$161,172 in operating expenses (Which is below average), resulting in a Net Operating Loss of \$82,872 in August.
- FY24 year to date we are at \$190,512 of operating revenue, \$354,711 of operating expenses, resulting in a Net Operating Loss of \$164,199 so far this year.
- August included one TOP FIVE event with Rough N Rowdy.
- Revised (Simpler) Reporting for ARPA was reviewed. Current month expenditures included \$2,755 for Plumbing at the Capital.

Motion to accept the Financial Report – Mr. Lucas

Second-Mr. Duffin

Motion passed unanimously

**OPERATIONS REPORT**

Ms. Tucker reported on the following information:

- Kicked off the month with Pure Prairie League and FireFall
  - Lightly attended and we lost \$10K on the show
  - Redeemed ourselves with Nate Bargatze
    - Sold out first show, eight hundred at the 2<sup>nd</sup> show with concessions revenue \$15K
- 1964 was this weekend and we broke even
- Symphony opening night is Friday
  - We have met with the symphony and trying to be better partners, with their new executive director in place, we are talking about new ways to work together for the community
- Going on sale – Disney on Ice, PBR, Cirque Holidaze, The Guess Who, Blippi
- Prepping for a busy October with shows at the theatre every weekend and two preseason Nailers games
- Ice is open and we are booked!
  - Unfortunately, we were delayed a week due to leaks in the system that had to be repaired by Everything Ice. Dehumidifier has been put in place and we are now waiting on Everything Ice to come back to hook it all up
  - I sent two of our ops crew and Matt Allietta from the Nailers to PPG Paint Arena last week so they could watch them make ice. They said it was a great experience and have many new learnings. I am working with PPG closely and they have extended the offer to assist in any way possible during our hockey season.
- Upgrades are making progress
  - Loges should be complete within the next 2 weeks
  - Suite in the next 3 weeks
    - Sponsorship has been sold to Bud Light/ Working with the Nailers to decorate the area
  - Kitchen has been gutted and laid out for renovation
    - Yesterday, found some mold in the walls especially once the base boards were removed
      - Waiting on a quote to see how much it will cost
- Going to offer a Nailers souvenir cup at the arena
  - Buy and receive a free refill
    - Cost seventy-one cents plus fountain so profit margin is high
  - Meeting with all third-party food vendors tomorrow to review policies and procedures
    - Increasing their percentage from 25 to 30% of gross sales back to us
- Selected Carbon House for our new websites
  - We will have complete control of the assets – This company specializes in venue websites like PPG Paints Arena.
    - The CVB will pay for the Capitol Theatre, but we will control the content
- We received a \$30,000 grant from the Benedum Foundation
  - This will be for historical programming at the theatre.
- Attending IEBA the week of October 8<sup>th</sup> to meet with agents (International Entertainment Business association)

Motion to accept the Operations Report – Mr. Duffin

Second – Mr. George

Motion passed unanimously.

## **COMMITTEE REPORTS**

None

## **OLD BUSINESS**

Ms. Tucker followed up on discussion from the August meeting

- We will begin locking the building next week and have one door open by the box-office so they can manage visitors
- OVAC – Plan is to ask them to remove the banners that are hanging in the hallway, and the wall of fame - keep display cases and south area of the arena

### **NEW BUSINESS**

Mr. Croft presented a resolution to honor and thank Mr. John Culler for his contributions to the GWSEA throughout his term on the board

Motion to approve the resolution – Mr. Palmer

Seconded – Mr. Lucas

Resolution was passed unanimously

Mr. Ken Halloy, a potential promoter for the Capitol Theatre and WesBanco Arena was present and asked to make a statement regarding his experience in bringing Coach Lou Holtz to the Wheeling area.

Mr. Halloy was allotted his time and his concerns were heard by the board.

With no further business Mr. Croft made a motion to adjourn the meeting seconded by Mr. George.

Mr. Elliott adjourned the meeting at 12:25 pm.

The next regularly scheduled meeting of the Board will be October 31. 2023 at 12:00 noon.

Respectfully submitted,

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Glenn Elliott, Chairman

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David Croft, Secretary