LUZERNE COUNTY CONVENTION CENTER AUTHORITY MEETING
FEBRUARY 12, 2020

The Regular Meeting of the Board of Directors of the Luzerne County Convention Center Authority was called to order at 12:05pm by Chairman Gary Zingaretti on February 12, 2020.

PLEDGE OF ALLEGIANCE, LED BY CHAIRMAN GARY ZINGARETTI, WAS SAID BY ALL IN ATTENDANCE.

Chairman Gary Zingaretti welcomed everyone.

ROLL CALL: PRESENT: Carmen Ambrosino, Donna Cupinski, John Pickering, Gene Rafalli, John Ruckno, Anthony Ryba, Tom Woods, and Gary Zingaretti. ABSENT: Peter Biscontini, Neal DeAngelo, and Michelle Reilly were absent. Also present were members of the SMG/ASM Global Administration and Attorney Mary Jo Kishel from Rosenn Jenkins & Greenwald.

CORRESPONDENCE

There was no correspondence reported for the meeting.

PUBLIC COMMENTS

There were no public comments for this month's meeting.

APPROVAL OF JANUARY 15, 2020, REGULAR MEETING MINUTES

Chairman Zingaretti asked for a motion to accept the board minutes as written. Motion made by Carmen Ambrosino and seconded by John Pickering to approve the January 15, 2020, Regular Meeting Minutes. ON THE QUESTION: All those in favor of the motion to accept the minutes signified by saying "AYE". OPPOSED: No one opposed. ABSTAIN: No one abstained. The motion passed.

PAYMENT OF BILLS

Chairman Zingaretti asked for a motion to pay all the bills as noted on the attached agenda. Motion made by Tom Woods and seconded by Tony Ryba to accept the payment of bills as listed on the agenda. ON THE QUESTION: All those in favor of the motion to pay the bills listed signified by saying "AYE". OPPOSED: No one opposed. ABSTAIN: No one abstained. The motion passed.

GENERAL MANAGER'S REPORT

SMG/ASM Global General Manager, Will Beekman, informed the board that the venue hosted the second highest grossing Disney on Ice performance to date. He believes due to the combination of the new *Frozen* movie coming out and Steve Poremba's expert marketing skills the show did great with attendance numbers. There was also a snow storm on the Saturday of their run, which affected their attendance numbers for that day. Saturday is normally the busiest day of the run so to still come out as second highest grossing show, the building is very pleased. There have been five (5) Penguins games since the last board meeting. They have begun dabbling in post-game concerts. They had two (2) smaller tribute bands play after 2 of the games. This is something that other AHL teams have entertained with recently and experienced some success with it. Some of the other teams have gone on to bring in other national touring acts after the games which is helping to bolster the ticket sales. The team may do something like this two (2) or three (3) times per year. They may do one (1) more this year.

Mr. Beekman added that there are a lot of events coming up such as Monster Jam, Harlem Globetrotters, Jeff Dunham, PIAA District II Basketball Championships, The Roadshow Tour and then four (4) more hockey games. He stated that the venue recently went on sale with Alice Cooper with Tesla and Lita Ford, adding that Tim McGraw will re-announce with on-sale dates this time. Ms. Donna Cupinski said that it was too bad that they

couldn't go on-sale with Tim McGraw for Valentine's Day. That would have been great. Mr. Steve Poremba, Director of Marketing, also informed the board that there was an advance visit from the Harlem Globetrotter, Max Pierce. He was in town on Monday and Steve Poremba took him to an anti-bullying school presentation at Hanover Area Memorial Elementary School and then to the DePaul School at Allied Services. Both media partners that are in attendance gave great coverage of the event at the Hanover Area Elementary School. Also, on this Friday someone from Monster Jam will be doing another anti-bullying event at the Wilkes-Barre YMCA at 4pm giving a presentation to the afterschool program. He added that he is very happy whenever any shows can come into the community and spread a good message to the local students. He then said that with regard to Tim McGraw going on sale, we could promote "I 'heart' U" instead of "I 'owe' U".

COMMITTEE REPORTS

CAPITAL IMPROVEMENTS & STRATEGIC PLANNING COMMITTEE

Vice-Chairwoman Donna Cupinski stated that the Wi-Fi project is moving along. They have been in the building to start on some of the cabling but they have to work around all of our events. The equipment has arrived at their offices but they are only working on the cabling right now. She added that when the money for the project was requested, they asked for an amount not to exceed $750,000 but did not ask for the performance bond and the permit which will cost about $25,000. She is now asking the board to approve the project at a cost not to exceed $775,000. Mr. Woods asked about the grant amount that was used towards the project. Chairman Zingaretti stated that it was approximately $100,000. Mr. Woods said that this amount is high but the project is very much needed to help support the shows that come into the venue. Vice-Chairwoman Cupinski stated that they want to do the project in a way that we will not outgrow the system in the first year. Mr. Carmen Ambrosino asked if there is any indication that the company might come back and say that the system is old and we need an upgrade. Mr. Mike Wilczynski said that it is about five (5) to seven (7) or so years. They will do updates to signal frequencies as needed. Ms. Carrie Grantuskas, SMG/ASM Assistant General Manager added that the warranties were purchased for as far out as it was possible. There are security licensing procedures in place also. Chairman Zingaretti informed the board that there were other companies whose prices were lower than this project but their technology was not as expansive to the timeline as this one. This technology is the most current and will give us some time. Motion made by Tony Ryba and seconded by Gene Rafalli to increase the amount for the Wi-Fi project to $775,000. ON THE QUESTION: All those in favor of the motion signified by saying "AYE". OPPOSED: No one opposed. ABSTAIN: No one abstained. The motion passed.

Vice-Chairwoman Donna Cupinski stated that there has been discussion about applying for a RCAP grant to assist with the relocation of the team store and lounge to be determined in its use. She informed the board that the committee met and walked around the building to see what areas would be useful in these contractual projects. She added that the committee is working with Sam Scarantino from Quad Three and he is working on some drawings that will be needed for the RCAP grant. We will need the engineering estimates and some preliminary drawings to review and then meet with the Penguins to get their feedback into all of it. Although we don't have to complete these projects for a few years yet, we are hoping that we get the grant and that it pays for some of the projects. Mr. Tom Woods asked if there was any possible costs available yet but Ms. Cupinski stated that it's too early to have that information. She added that they are looking at different areas and ones that would be the most cost effective to do that are good areas for them. The team store that protrudes out onto the concourse has been an issue since it was put there, so moving it into an old concession stand or an area we have on the flat end will alleviate some of that congestion.

FINANCE COMMITTEE REPORT

Mr. Tony Ryba said that there was nothing to report this month.

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LAND DEVELOPMENT COMMITTEE REPORT

Ms. Michelle Reilly was not in attendance at the meeting. Mr. Mike Wilczynski, Director of Operations, stated that he reached out to them yesterday and there is nothing new. They are having a lot of issues with water laying and mud and such. He has not had to get on them about cleaning the road or the street so there have been no issues so far. Mr. Gene Rafalli questioned the bonding due to them using our roadway. Attorney Mary Jo Kishel stated that they are not required to be bonded because it is a private road. She stated that she did speak to Michelle Reilly regarding the bonding. Mr. Tom Woods said that it will be interesting to see how the sharing of the road will work once the hotel is built. Chairman Gary Zingaretti added that from the start the agreement was made from the start to share the road in a manner to be determined in the future. There will have to be an agreement in the future.

POLICY AND PROCEDURES COMMITTEE

Mr. Carmen Ambrosino stated that there was nothing to report this month.

SUITES COMMITTEE

Mr. Tom Woods stated that there was nothing to report this month. Everything is going well.

RIGHT TO KNOW

Attorney Peter Biscontini was absent but there were no requests this month.

OLD BUSINESS

Chairman Gary Zingaretti informed the board that the server was ordered at the amount set at last meeting for installation with the new Wi-Fi project.

NEW BUSINESS

Chairman Gary Zingaretti asked if anyone had any new business. There was nothing mentioned.

GOOD OF THE ORDER

Mr. Tom Woods stated that they ran into Hal Bloss and that he extended greetings to the board.

EXECUTIVE SESSION

Chairman Gary Zingaretti stated that there is no need for an Executive Session this month.

ADJOURNMENT

Motion made by Tom Woods and seconded by Tony Ryba to adjourn the meeting at 12:25pm. ON THE QUESTION: All those in favor of the motion signified by saying "AYE". OPPOSED: No one opposed. ABSTAIN: No one abstained. The motion passed.

The next Regular Monthly Board Meeting is set for the second Wednesday, April 8, 2020, at noon.

The meeting was adjourned.

APPROVED: Thomas L Woods
Tom Woods, Secretary