

## LUZERNE COUNTY CONVENTION CENTER AUTHORITY MEETING

NOVEMBER 9, 2022

The Regular Meeting of the Board of Directors of the Luzerne County Convention Center Authority was called to order by Chairwoman Donna Cupinski on November 9, 2022 at 12:01 PM. Chairwoman Cupinski asked all of those present to please silence their cell phones.

The Pledge of Allegiance, led by Frank Orloski Jr., was said by all in attendance.

### **ROLL CALL:**

**PRESENT:** Carmen Ambrosino, Peter Biscontini (via telephone), Donna Cupinski, Guillermo Lara, Frank Orloski Jr, John Pickering, Eugene Rafalli (via telephone), John Ruckno (via telephone), Lori Spencer, and Thomas Woods. Anthony Ryba was absent. Also present were members of ASM Global Administration – General Manager Will Beekman, Director of Finance/AGM Carrie Grantuskas, Director of Operations Jeffrey Nealon, and Director of Booking and Box Office Kevin Eovitch. Mary Jo Kishel of Rosenn, Jenkins & Greenwald joined via telephone and Jerry Lynott from The Times Leader was in attendance.

### **CORRESPONDENCE:**

There was no correspondence for this meeting.

### **PUBLIC COMMENTS:**

There were no public comments for this meeting.

### **APPROVAL OF THE MINUTES:**

Chairwoman Cupinski asked for a motion to approve the minutes of the October 12, 2022 Regular Meeting as drafted.

A motion was made by Frank Orloski Jr. and seconded by Tom Woods to approve the minutes of the October 12, 2022 Regular Meeting as drafted.

Chairwoman Cupinski asked if there were any questions, comments, or concerns and there were none.

**ON THE QUESTION:** All those in favor of approving the minutes of the October 12, 2022 Regular Meeting as drafted signified by saying “AYE”. **OPPOSED:** No one opposed the motion. **ABSTAIN:** No one abstained.

The motion carries.

Chairwoman Cupinski thanked everyone.

### **PAYMENT OF BILLS:**

Chairwoman Cupinski asked for a motion to approve the payment of the bills (all of which copies are attached) totaling \$75,807.89.

A motion was made by John Pickering and seconded by Frank Orloski Jr. to approve payment of the bills totaling \$75,807.89.

Chairwoman Cupinski asked if there were any questions or concerns and there was none.

**ON THE QUESTION:** All those in favor of the motion to approve the payment of bills totaling \$75,807.89 signified by saying "AYE". **OPPOSED:** No one opposed the motion. **ABSTAIN:** No one abstained.

The motion carries.

Chairwoman Cupinski thanked everyone.

Chairwoman Cupinski stated that there would not be an Executive Session today.

#### **GENERAL MANAGER'S REPORT:**

Good afternoon, everyone. I missed seeing you all last month, but I was at one of our industry's largest and best booking conferences. It was one of our first major conferences since the pandemic, and it felt good to reconnect with agents and promoters with whom we need to keep a strong relationship. Furthermore, I'm really excited about the way the touring landscape is shaping up for 2023.

And here in Wilkes-Barre, we're really excited about 2023 and the shows we already have on the books. We made a big announcement last week regarding Thomas Rhett's Home Team tour, and we will make three more show announcements between now and our next meeting.

Speaking of Thomas Rhett, the pre-sale numbers are really strong, so if anyone is interested in attending that one, I would act quickly. They go on sale to the public this Friday at 10:00 am.

Despite losing two in a row, the Penguins are off to a strong start with a record of 6-2-1-0, good enough for 3<sup>rd</sup> Place in the AHL's Atlantic Division.

This past Monday, we hosted WWE's Monday Night Raw. It was our second nationally-televised WWE event in 2022, and it marked the first time Raw was in our building in five years. As always, we had a great crowd and a great night, and it's always nice to see our venue on television.

During our WWE event, we partnered with Froggy 101 to help kick off the local Toys for Tots campaign. Guests who donated a new, unwrapped toy or made a monetary donation were able to get a photo with one of the WWE Title Belts along with several local Marines. The Marines were very happy with the turnout, and we look forward to welcoming them back to the venue on December 6th for our annual Open Skate, which we will be sharing a press release about in the coming days.

Since our last meeting, we also hosted Judas Priest's 50<sup>th</sup> Anniversary Tour as well as a great night with country superstar Keith Urban. We had a packed house for that one, and Keith always puts on an A+ performance.

Looking ahead, we will host nine more hockey games between now and our next meeting. At this Friday's Penguins game, the team and the folks at Tobyhanna Army Depot will be honoring all Veterans on our full-time and part-time staff.

We're also gearing up for the annual spectacle that is Trans-Siberian Orchestra. TSO will be here for two performances on November 27. The 3:00 pm performance is almost sold out; we only have about 500 open seats. The 7:30 performance still has some great seats available but that performance is also selling very well. Long story short, TSO is doing what TSO always does, and we really appreciate having them back every year.

I'm excited to tell you that we have officially launched mobile ordering at two of our concession stands—Chickie's and Pete's and Center Ice Grill. So, our patrons can now scan QR codes positioned throughout the venue and order online to avoid lines at our concession stands.

I'm sure you noticed that the traffic light outside of Arena Drive is now functional. Jeff (Nealon), Kat (Sokirka) and our Parking crew have been working closely with Twp. Police and our Constables to see that we enjoy a safe and seamless transition when it comes to how the light affects traffic flow on event nights. It was active for our Penguins' game this past Saturday and for WWE this past Monday.

I also want to mention that we continue to seek part-time help for all of our events, so if you know anyone who may want to pick some hours during events, send them our way.

And finally, we have been in conversations with Mohegan Pennsylvania about their recent name change and will provide updates about our venue name status in the coming months.

Frank Orloski Jr mentioned that people that visit express angst regarding what it is like to get into the Parking area and that it is extremely difficult. Frank asked if it were possible to pre-pay for parking and maybe have a lane or two that people who have pre-paid won't have to go through the credit card lane and can just scan and go.

Carrie Grantuskas stated that there are things that are currently being done and there are other avenues that we are seeking to see if it makes sense financially. You can pre-pay for parking currently, most of which is reserved parking, which makes that (parking) ticket price a little higher. People don't seem to take advantage of pre-paid parking as much, but we are constantly looking at those things.

Frank Orloski asked if people were aware of that option, as he was not. Carrie responded that when you buy your tickets online, the pre-paid parking would be an add-on to your ticket. Will Beekman stated that he would talk to Steve Poremba to make sure that people are aware of this. We have experienced some changes in our parking lot this past year, certainly since the Pandemic, such as using Park Hub to process the parking payment and there has been a bit of a learning curve there. There are always things that you deal with that you just can't control such as people arriving late, etc. The lot opens two to two and a half hours before a show, and we just

watch an empty lot. Then all of the cars start to arrive forty-five minutes before the show and all you see are headlights coming down the ramp (from I-81). We are always talking about ways to improve the parking situation and we have made many improvements in regard to Park Hub. Getting the word out will certainly help.

Carrie added that one of the struggles with having separate lanes for “Pre-Paid Parking”, “Cash Only”, etc. is that we do not have overhead signage. That is something that we have wanted forever; the struggle that we face now is getting people to the proper lane when they are already in the wrong lane.

Chairwoman Cupinski asked if there were any other questions for Will and there were not.

### **BUILDINGS AND GROUNDS COMMITTEE:**

Tony Ryba is traveling and Chairwoman Cupinski asked Mary Jo Kishel to report on the ESCO project.

Mary Jo reported that CMTA was selected by the Authority to provide us with some proposals on projects that could result in energy and/or operating cost savings. They are in the process of putting something together. We spoke with them this morning, and they provided us with their form contract so that we can take a look at the legal provisions and suggest any modifications to those. They will then be putting together the actual business terms of exactly what they will be doing for us. Mary Jo asked if they had talked about what the first project would be.

Chairwoman Cupinski asked Mary Jo to refresh everyone’s mind.

- Heat pumps that we are in need of throughout the facility would be the first order of business. They will look at that and come up with a proposal as well as a potential contract; if all of that is done timely, we anticipate that we may, at our December meeting, consider the guaranteed energy savings contract itself. If that contract is approved, we can move forward with them for the initial project.

Chairwoman Cupinski asked if there were any questions for Mary Jo.

Tom Woods asked if this was the one with 70+ heat pumps and Chairwoman Cupinski replied that it was. Tom also asked if they would all be replaced at one time. Mary Jo Kishel added that there were 75 heat pumps to be included in that project. Carrie Grantuskas added that it would be written so that it was open-ended; it makes sense to purchase them all at once so that we can get the same brand. Jeff Nealon added that some of the units require extensive installation and Carrie added that the installation would be based on our schedule. Tom Woods asked if we had a price on each pump and Carrie replied that we are now in the process of getting that information. Once the pricing comes back, we can decide if we want to do all of them or a certain portion of them. There are some that at this point are not functioning at all. Mary Jo stated that we will be given a whole report to review along with the proposed contract. Chairwoman Cupinski added that in addition to energy savings we want them to handle all of this so we do not have to handle it all as individual projects. Tom stated that it is going to be very expensive, but it has to be done. Carmen Ambrosino asked if this was the first time that we were replacing the pumps since the Arena was built. Carrie replied that there may have been one or two that have failed and had

to be replaced. Will stated that most of them are original.

Chairwoman Cupinski asked if there were any other questions or comments and there were none.

Chairwoman Cupinski stated that Mary Jo Kishel mentioned that we may have to change the date of the December 2022 meeting. In order for them to follow the rules and get the RFP out on the street, we are looking at moving the December 2022 meeting to Monday, December 19, 2022 if that is good for everyone. December 16, 2022 would be the Committee meeting to review everything, and then the Regular Meeting would be Monday, December 19, 2022 at Noon.

Chairwoman Cupinski asked for a motion to move the Regular Meeting from Wednesday, December 14, 2022 to Monday, December 19, 2022. Frank Orloski Jr. made the motion and it was seconded by Guillermo Lara.

Chairwoman Cupinski asked if there was any further discussion and there was not.

**ON THE QUESTION:** All those in favor of the motion to move the Regular Meeting from Wednesday, December 14, 2022 to Monday, December 19, 2022 signified by saying "Aye".

**OPPOSED:** No one opposed the motion. **ABSTAIN:** No one abstained.

The motion carries.

Chairwoman Cupinski thanked everyone.

#### **BUILDINGS AND GROUNDS COMMITTEE (continued):**

Chairwoman Cupinski stated that the top coat is off of the bridges and we are looking at what we are going to do with some of the major cracks. We have an engineer, TGL Engineering, who did our report and they are going to come up and take a look at it to see if they recommend that we do anything before it snows.

#### **FINANCE COMMITTEE:**

Tom Woods had nothing to report for this month.

Carrie Grantuskas also had nothing to report, but stated that she will be sending the budget out to everyone in advance of the next meeting and there will probably be a Finance Committee Meeting before the next Regular Meeting.

Chairwoman Cupinski stated that there are no active Ad-Hoc Committees. Everything has been settled with the agreement next door and the traffic light is operational. She thanked Carmen Ambrosino for chairing the Land Development Committee and added that we may need him again.

#### **OLD BUSINESS:**

There was no Old Business.

**NEW BUSINESS:**

There was no New Business.

**GOOD OF THE ORDER:**

Happy Birthday wishes were extended to Tom Woods.

Chairwoman Cupinski stated that we have some members whose terms are up at the end of this year. Carmen Ambrosino, Tony Ryba, and Chairwoman Donna Cupinski are up for possible reappointment. Donna will be seeking reappointment. Tom Woods asked if there was anything that can be done to help with the reappointments. Chairwoman Donna Cupinski replied that she did not know. Carmen Ambrosino stated that he will not be seeking reappointment. Chairwoman Cupinski stated that Carmen has been a tremendous asset and a gentleman throughout. Will Beekman asked Carmen if he would be at the meeting in December and Carmen replied that he would.

Chairwoman Cupinski asked if there was anything else for Good of the Order and there was not.

**ADJOURNMENT:**

Chairwoman Cupinski asked for a motion to adjourn the meeting at 12:28 PM.

The motion to adjourn the meeting at 12:28 PM was made by Tom Woods and seconded by Lori Spencer.

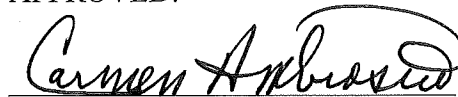
Chairwoman Cupinski asked if there was any discussion and there was not.

**ON THE QUESTION:** All those in favor of the motion to adjourn the meeting signified by saying "AYE". **OPPOSED:** No one opposed the motion. **ABSTAIN:** No one abstained.

The motion carries.

Chairwoman Cupinski thanked everyone and stated that the next meeting is December 19, 2022.

APPROVED:

A handwritten signature in black ink that reads "Carmen Ambrosino". The signature is written in a cursive style and is positioned above a horizontal line.

Mr. Carmen Ambrosino, Secretary