

Idaho Falls Auditorium District

Board of Directors — Business Work Meeting
900 Pier View Drive, Suite 110, Idaho Falls, ID, 83401
22 May 2012
1:00 a.m. – 3:00 p.m.

Minutes

In Attendance: IFAD Board Members: Robb Chiles, Bob Everhart, Kris Meek and Cindy Ozaki. Board Member Jeff Sayer was excused. Also in attendance: Daniel Beck (legal counsel); Kevin DeKold (architect); Rebecca Casper (consultant); and Geoffrey Scott (intern); Tana Barney (SRL). Members of the presentation team who were in attendance are listed below.

I. Call to Order.

Conducted by Chairwoman Ozaki, the meeting was called to order at 1:07 p.m.

II. Adoption of the Agenda.

Action: Mr. Meek moved to amend and adopt the agenda.

Action: Mr. Everhart seconded the motion.

Result: All members present voted in the affirmative.

III. Presentation by Centennial Management Group.

A. Presentation Team:

Kevin Bruder, CEO/President CMG & Utah Grizzlies

Craig Martin, VP Operations, CMG

Andy Carroll Chief Marketing Officer, CMG & Utah Grizzlies

Randy Mayne, VP Event Services, CMG

Joe Hudson, Assistant General Manager, San Bernardino 66ers

Agostino DiGiacomo, Director of Food and Beverage (Diamond Creations)

Kevin Greene, President, General Manager, Idaho Falls Chukars

B. The presentation covered the following areas:

1. Corporate Introduction

a. Range of Management Venues

b. Range of Management Services

c.

2. Competitors

a.

3. Fully-integrated Option;

a. Revenue Generation

- b. Event Diet
 - 1) Self and co-promoted events
 - 2) Corporate partnerships
 - 3) Regional, National and Local sponsorship, expertise, and support
- c. Cost Management during every management phase
 - 1) Venue Life-Cycle/Operational Efficiency
 - 2) Construction and Design
 - 3) FF& E
 - 4) Utilities
 - 5) Staffing
- d. Concessions and Catering
 - 1) High Quality
 - 2) Locally Customized
- e. Elmore Sports Group (ESG)—Key Benefits
 - 1) Hockey Expertise—Utah Grizzlies—multiple leagues
 - 2) AWWHL Letter—Exclusive Rights
 - 3) 30 years in industry, 25 years in Idaho Falls market
- 4. Summary: Full Integration
- 5. Questions

IV. Adjournment. At 3:18 p.m.

Action: Mr. Meek made a motion to adjourn.

Action: Mr. Everhart seconded the motion.

Result: All members present voted in the affirmative to adjourn.