

**Board of Directors Business Meeting**

**Tuesday, June 14, 2022, 7:00 a.m.**

**Location: Idaho Falls Auditorium District Office/Zoom Videoconference**

[**https://us06web.zoom.us/j/89796504068**](https://us06web.zoom.us/j/89796504068)

**467 Constitution Way, Idaho Falls, Idaho 83402**

**Participants:** Terri Gazdik, Rob Spear, Bob Nitschke, Mike Carpenter, Steve Vucovich, Ron Warnecke, Mike Clements (via Zoom), Erik Hudson, Mark Fuller, Kevin Bruder (via Zoom), Bryan Laske, Kevin Greene (via Zoom).

**Agenda**

1. **Action Item** - Call to Order 7:02 AM
2. **Action Item** – Accept Agenda. Nitschke moved to amend the agenda making Agenda item V. an action item because he thought it was important to not to postpone a decision on whether to terminate the contract with Bonham Wills. Warnecke moved to adopt the agenda as amended. Vucovich seconded. Motion passed.
3. **Action Item** - Accept the Consent Agenda
   1. Meeting Minutes – 5-24-22
   2. Review of Payables/Financials. Spear pointed out the payable to Silver Star for $23,728.15 was for the infrastructure to accommodate IPTV. Spear reviewed the financials and reported that TRT revenues are 130% above budgeted amounts for the first five months of the fiscal year. Spear said that equated to $235K more than what is budgeted. Carpenter said anecdotally his recent visit to West Yellowstone indicated that gas prices are not impacting visitors. Warnecke said the government rate for hotels is not available to travelers to Idaho Falls because of the room demand. Spear also referred to the balance sheet and compared cash balances to his cash projection spreadsheet and indicated the balances are consistent. Spear briefly reviewed the TRT detail by hotel and showed only one entity is behind on payments and that third party rentals are about 30% ahead of 2021 levels. Carpenter moved to accept the consent agenda. Vucovich seconded. Motion passed.
4. **Discussion Item** –Public Comment (Any member of the public is welcome to take three minutes and share concerns or questions with the Board). There were no public comments.
5. **Discussion Item (Changed to Action Item)** – Tom Wills of Bonham Wills will update Board. Wills was not available to address the Board. Given Bonham Wills’ inability to sell the mezzanine naming opportunity, discussion ensued about terminating the contract. Spear said that strategically it may be in IFAD’s best interest to only sell the mezzanine naming rights for five years and then resell that space again to capitalize on the expected success of the Mountain America Center. Since most of the naming inventory is locked in for 10-20 years or for the life of the facility, IFAD does not have naming right assets to sell in the near future. It is possible that after five years, the value for the mezzanine space may increase. Nitschke moved to terminate the contract with Bonham Wills as soon as possible (July 1, 2022). Carpenter seconded. Fuller indicated that IFAD has expended $90K for the services of Bonham Wills with the expectation that IFAD would be reimbursed from any naming rights sold. Fuller said the contract is month to month with a 30-day notice required for termination. Motion passed.
6. **Discussion Item –**Receive a construction schedule update from Mike Clements of Bateman Hall and Ken Wheadon of CRSA. Ken Wheadon did not join the meeting. Clements briefed the Board and said current cement rationing is causing issues within the construction industry in Idaho Falls. However, the Mountain America Center is in good shape with the last pour of the arena bowl taking place this week. The pour backs on the suite level are done and the last ribbon pour around the bowl will take place on 6-15-22.

Clements said Ice Builders arrives next week and that the bowl area and all the mechanical, electrical, fireproofing, fire sprinkler and painting are completed. Clements said the milestone for pouring the ice slab is on schedule for 7-22-22 and there is an ice slab installation sequencing meeting scheduled for 6-16-22. Clements said the fire pump is still in the design phase and is the main issue to get resolved. The lapendary system needed to be redesigned and is scheduled to be installed late August or early September.

The entry ways require a lot of work and continue to be constructed. Once the northeast entry way is completed, the roof area above that entry will need to be completed. Clements said the completion of the drywall, taping and mudding for the convention space is almost complete. All the interior masonry is 100% complete and next week the exterior masonry will start.

Once Keller completes the interior concrete, they will start pouring sidewalks in preparation for the remaining site work and landscaping. Clements said the 11-21-22 turnover date is still solid.

Nitschke asked about the cracked pre-cast. Clements said Keller will repair the damages and Bateman Hall will absorb the repair costs. Spear asked why insurance wouldn’t cover the damages. Clements said no subcontractor has taken responsibility for causing the damage. The plan is to just replace the damaged section and that needs to happen before Ice-Builders does its pour.

Spear asked if the facility was completely dried in. Clements said the east clamshell (lower roof) still needed to be completed and the new milestone is the end of the month.

Gazdik asked about the solution to correct the interior pre-cast walls not being plumb. Clements said this was resolved by framing all the interior walls.

Carpenter requested an updated drone video of the interior. Clements said that can be done. The Board requested to tour the facility after its 6-28-22 Board meeting.

1. **Action Item –** Approve membership in Sourcewell Cooperative Purchasing Program. Spear explained that with the approval of its governing board, a political subdivision may participate in cooperative purchasing agreements with the state of Idaho, other Idaho political subdivisions, other government entities, or associations. Spear said he verified with the State of Idaho that the State does not need to approve IFAD’s membership.

Sourcewell's analysts streamline the procurement process by developing RFPs and IFBs for national, competitive solicitations that meet or exceed local requirements. Sourcewell gets manufacturers to enter into competitively bid contracts that are available to government agencies or political subdivisions in all 50 states. In the last two years, Sourcewell has contracted over $26M with Idaho agencies.

Spear indicated that Sourcewell has two competitors (NASPO and Omnia) but Sourcewell has more contracts. Spear said there is a small administrative fee capping at 2% that is paid by the manufacturer.

Vucovich asked what items would be purchased. Spear said there are a number of FF&E items and displayed the Sourcewell website and searched for several items. Spear indicated this was another tool for IFAD to have when acquiring FF&E through lease/purchase, but IFAD would still require multiple bids. The Sourcewell contracts provide a good benchmark.

Nitschke asked if there was an agreement or contract required. Spear said there is no contract or agreement, and Hogan/IFAD receives an account number. Hudson said he would continue to seek bids in accordance with Idaho procurement law and would utilize the Sourcewell contracts when it makes financial sense.

Nitschke asked why there are not many cities on the contract list and wondered why the City of Idaho Falls was not on the list. Spear said cities have their own procurement staffs. Nitschke said you just can’t hand over the entire procurement process; somebody must put together specifications. Warnecke said this is similar to being on the GSA list.

Nitschke asked about the differences between Sourcewell and its competitors. Spear said Sourcewell has over 400 contracts compared to 200 for NAPSO and Omnia.

Warnecke made the motion for IFAD to become a member of Sourcewell and its cooperative purchasing program. Vucovich seconded. Motion passed.

**Report and Updates**

1. **Discussion Item –** Update from Erik Hudson and Kevin Bruder on Mountain America Center Operations. Hudson briefed the Board on personnel hiring and introduced Kelsey Salsbery as the new Marketing Director. Salsbery’s focus is largely going to be community engagement and promoting the building to the community. She will also focus branding the MAC, developing all the style guides, making social media sites event ready, increase social media followers, and forming relationships with media. Hudson said he has events booked through March of 2023. Those have been communicated via the Executive Director report.

Nitschke asked about the role of IE Productions in the future. Hudson said IE Productions would still oversee the website, but that Salsbery would be responsible for providing content. Currently the website is lacking information on renting event center and conference space. Spear said IE Productions would still be responsible for updating the IFAD website which will basically be the repository for meeting minutes and promoting events.

Hudson said there are 33 candidates for the Director of Operations position, and they will interview five finalists this week. The starting date will be July 1. Interviews are also being scheduled for the Controller position. Resumes are also being received for the Box Office Manager.

Hudson said he is involved in the initial scheduling phase for hockey and said there are some challenges because the MAC is a multi-purpose event center, and some events are already scheduled on preferred hockey dates. Hudson said a first draft of the schedule will be available within the next two weeks.

Hudson said he traveled to South Dakota over the weekend and met with a premier rodeo style event and those meetings went extremely well. There will be an announcement for a regional Outdoor Show coming that will be confirmed for several years.

Hudson said he and Spear continue to make progress on procuring the FF&E for the building and that conversations for a ticketing platform continue.

Hudson informed the Board that he was recently named the growth coordinator for the USA Rocky Mountain Hockey District. It is a volunteer position, and the goal is to grow the game of hockey in the community. Hudson continues to work with YTT, the Chamber of Commerce, and said he is working with one of the bigger venue publications in the nation. They decided to do a feature story on the MAC that will be coming out in two or three weeks.

Fuller asked about hockey team recruitment. Hudson responded that the new head coach is attending a three-day elite showcase that features some of the best young hockey players in the east. The coach will also attend a showcase in Boston which is one of the best recruiting showcases in the country. Carpenter asked about Canadian talent. Hudson said they have a connection with the Calgary AAA program and a coach. Being only eight hours from Idaho Falls, it is a perfect recruiting hub. Plus there are no limits on the number of international players.

Greene updated the Board on the recently announced hockey team name and acknowledged that there have been some negative comments on social media, but it has not hindered hockey ticket sales. Greene said they have sold 1610 season tickets and plan on capping season ticket sales at 1850. Greene said they also sold 150 pieces of merchandise (hoodies and tee-shirts) on the afternoon of the announcement. Greene said it is positive to have people commenting about the name because it keeps the communities’ interest.

Carpenter commented that the presentation made by Brandios explained how important it is to have a name that people can’t ignore. It is good there is an active dialogue going on, people are engaged and discussing.

Nitschke asked Greene to explain the rationale for limiting the number of season tickets. Greene explained that by selling season tickets in the lower bowl, they are actually selling these at a discount of $12.50 per game versus a single game ticket at $18-20. Greene said they also want to have ticket inventory for group nights.

Gazdik asked Bruder to comment and Bruder stated that things are extremely busy and there are a number of good things happening. Bruder said the MAC opening at the end of November provides a unique opportunity to handle Christmas parties and holiday gatherings. The conference space is a very marketable space. Bruder congratulated Greene on the season ticket sales and said the original pro forma was based on selling 800 season hockey tickets and this shows the excitement in the community. This coupled with the shows Hudson is scheduling requires him and the group in West Valley to make sure Hudson has the support he needs operationally because it's going to be fast and furious from here on out.

Bruder said he would like to get a temporary certificate of occupancy as soon as possible so there is a bit of a cushion based upon the November 21, 2022, opening and the Thanksgiving holiday. Bruder emphasized that the venue has been well received.

Nitschke stated that part of the Board’s reason for selecting Centennial Management was the synergy that might be created for getting shows. Bruder said events held at the Maverik Center within the last 12 months, won’t be coming back to the Maverik Center for two plus years so they have been in contact with them about performing at the Mountain America Center this spring. Spear mentioned the possibility of hosting some G League professional basketball games in the future, if the Maverik Center can’t host them. Hudson said there are also options for professional hockey and motocross (especially since there can be dirt in the building).

1. **Discussion Item** - Executive Director Report
   1. Fundraising/Cash Flow Update – Spear said cash flow receipts continue to follow projections and that 200 individual seats have been sold. Spear said he continues to get leads for selling the last suite. Spear said 22 bricks have been sold.
   2. State Tax Commission Reports – Reported in consent agenda
   3. Construction Update/Change Orders – Covered under agenda VI.
   4. Action Items
      1. Continue identifying prospects for mezzanine and suite sales
      2. Continue selling seats and bricks
      3. Continue purchasing FF&E
2. **Discussion Item** - Legal Report. Fuller did not have anything to report.

C**alendar and Announcements**

1. Upcoming IFAD Meeting – **Next Meeting on June 28, 2022**
2. **Discussion Item** - Announcements and Minor Questions
3. **Discussion Item** - Agenda Items for June 28, 2022, meeting

* IFAD Board will tour the site

Meeting adjourned at 8:34 AM