

**BERKS COUNTY CONVENTION CENTER AUTHORITY  
MINUTES OF THE REGULAR MEETING OF  
THURSDAY, FEBRUARY 16, 2023**

The regular meeting of the Board of Directors (the “Board”) of the Berks County Convention Center Authority (the “Authority”) was called to order at 7:00 a.m. in the SMG Board Room, Santander Arena, 700 Penn Street, Reading, Pennsylvania.

The following members were present:

Mr. Michael J. Gombar, Jr., Esquire  
Mr. Michael Fiucci  
Mr. Izzy Gonzalez  
Ms. Michele Richards  
Ms. Marilu Rodriguez  
Dr. Rodney Ridley

Mr. P. Michael Ehlerman was excused.

The meeting was chaired by Mr. Gombar.

Also present:

Mr. Matthew Mayer, Esquire, Barley Snyder, LLP  
Mr. David Farrar, ASM/Reading Royals  
Ms. Christina Gilfert, ASM  
Mr. John Long, Reading Royals

The Chairman declared that a quorum was present and proceeded with the meeting.

PUBLIC COMMENTS

There were no comments from the public.

APPROVAL OF MINUTES

Upon a motion duly made and seconded, the minutes of the regular meeting of the Board of December 15, 2022 were unanimously approved.

TREASURER’S REPORT

Ms. Richards provided the Board with the Treasurer’s Report, which contained the financials for the months of December 2022 and January 2023 and reviewed the report with the Board. Ms. Richards noted that the Authority had a decrease in cash of \$112,537.00 in December, resulting in total cash held of \$12,905,736.09 and a decrease in cash of \$81,646.65 in January, resulting in total cash held of \$12,824,089.44. She noted that most of the expenditures

were checks for normal expenses and capital improvements, but that there was an additional \$61,000 wired to Wilmington Trust to cover additional payments on the Authority's bonds.

Ms. Richards provided the Board with an update on the hotel tax receipts paid to the Authority for October, November and December 2022. She advised that the hotel tax receipts for October were \$224,832.39, which was a decrease of \$5,147.51 against October 2021; the hotel tax receipts for November were \$204,076.20, which was an increase of \$35,834.85 over November 2021; and the hotel tax receipts for December were \$171,158.31, which was an increase of \$20,256.12 over December 2021. She noted that for the 2022 calendar year, the total hotel tax receipts were \$2,510,580.47, which was an increase of \$341,537.17 when compared to 2021, which represented a 16% increase.

Ms. Richards provided the Board with a handout regarding Santander's Investment Portal which can be used to invest the Authority's excess funds. She explained that the various funds available had a return of approximately 4%, but were not guaranteed or collateralized. Ms. Richards also researched other banks' rates with the most attractive being Fulton Bank's collateralized money market which paid a variable rate of the Fed Funds Rate less 50 basis points. After some discussion, upon a motion duly made and seconded, it was moved to approve the investment of the Authority's excess funds into the Fulton Bank Collateralized Money Market, provided that a minimum of \$500,000 would be retained in all of the Authority's bank accounts. Ms. Richards abstained from the vote since she is employed by Fulton Bank.

Ms. Richards advised the Board that she received an Amendment to the Authority's ISDA Swap Agreement, the purpose of which is to change the rate from being based on LIBOR to SOFR. Ms. Richards reviewed the Agreement and did not have any issues or concerns. Upon a motion duly made and seconded, it was unanimously moved to approve the ISDA Swap Amendment, subject to a final review thereof by the Authority's solicitor, Matthew Mayer, Esquire, and the Authority's bond counsel, Peter Edelman, Esquire.

Upon a motion duly made and seconded, it was unanimously moved to approve all bills paid and to pay all bills listed that are scheduled to be paid. Secondly, upon a motion duly made and seconded, the Treasurer's Report was unanimously approved.

#### ASM GLOBAL FINANCIAL REPORT

Ms. Gilfert provided the Board with an update on the ASM Global financials. For the month of December, the Arena and SPAC had a combined profit of \$380,139, which was significantly higher than the budgeted profit of \$19,168. She noted the majority of December's profit was due to the Daddy Yankee concert, which made over \$300,000 profit for ASM. Ms. Gilfert also noted that year to date, the Arena and SPAC had a combined profit of \$919,678.00, which was significantly higher than the budgeted profit of \$145,757.00. She noted that the Arena has a year-to-date profit of \$1,047,996.00, compared to a budgeted profit of \$141,123.00, and SPAC had a loss of \$128,318.00 compared to a budgeted profit of \$4,634.00. She noted that the second half of the fiscal year is a little slower, but that she still expects ASM to be well over budget for the fiscal year.

Upon a motion duly made and seconded, the ASM Global Financial Report was unanimously approved.

### ROYALS FINANCIAL REPORT

Mr. Long provided the Board with an update on the Reading Royals financials. He advised the Board that for December 2022, the Royals had a loss of \$9,495.00, which was slightly less than the projected loss of \$20,804.00. He also noted that year-to-date, the Royals had incurred a loss of \$449,353.00, which is slightly less than the budgeted loss of \$487,871.00. He noted that the Royals will likely exceed their budget in January by approximately \$50,000.

Upon a motion duly made and seconded, the Royals Financial Report was unanimously approved.

### ASM GLOBAL UPDATE

Mr. Farrar provided the Board with an update on the Arena/SPAC operations. Mr. Farrar noted that the Spring is slightly slower than the Winter, but still looking solid for the Arena. He noted that the Broadway series is performing well in SPAC and there are several shows still to come. Mr. Farrar said they hired a new chef and are working with the union to find a new engineer, which will bring them to full staffing.

Mr. Farrar also provided the Board with an update on the recent and planned capital expenditures. He noted that a new Zamboni has been ordered and will come in 2024. Most other expenditures have been for emergency repairs, as he is still waiting on bids to come back for the scheduled capital improvements.

### ROYALS UPDATE

Mr. Farrar and Mr. Long provided the Board with an update on the Royals operations. He noted that ticket sales have been very good, in large part to group sales. He stated that gross figures are up \$169,000 and the Royals are trending to exceed \$1,000,000 for the year. He also noted that per capita numbers (food and beverage and merchandise) have been very high.

### PEARLE BUILDING UPDATE

Mr. Gombar provided the Board with an update on the Pearle Building. He noted that there was nothing significant to report and that he is going to contact NAI Keystone to get an update on the entities viewing the Pearle Building and any feedback they may have provided.

Mr. Gombar did note that the Listing Agreement with NAI Keystone is due to expire at the end of February 2023. After discussion, upon a motion duly made and seconded, it was approved to renew the Listing Agreement with NAI Keystone for a period of 3 months. Mr. Gonzalez voted no.

## SOLICITOR'S REPORT

Mr. Mayer had nothing significant to report.

## CHAIRMAN'S REPORT

The Board went into executive session to discuss some personnel matters. Upon conclusion of the executive session, Mr. Gombar noted that the next regular meeting of the Board would be held at the Santander Arena at 7:00 a.m., on April 20, 2023. At 8:30 a.m., upon a motion duly made and seconded, the Board unanimously resolved to adjourn.