

**BERKS COUNTY CONVENTION CENTER AUTHORITY  
MINUTES OF THE REGULAR MEETING OF  
THURSDAY, APRIL 20, 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  
Dr. Rodney Ridley  
Mr. P. Michael Ehlerman

Ms. Marilu Rodriquez 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  
Mr. Kyle McKechnie, NAI Keystone

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

**PUBLIC COMMENTS**

Mr. McKechnie from NAI Keystone provided the Board with an update on the marketing of the Pearle Building. Mr. McKechnie advised the Board that the Pearle Building is listed on various marketing sites and also that he has had a fair amount of interest in the property. He advised the Board that he has taken some people on tours of the building, but he has not had further interest. He said the market is very hard right now for the restaurant industry and it will take time to find a tenant. Upon discussion, the Board decided to not renew the NAI Keystone Listing Agreement.

**APPROVAL OF MINUTES**

Upon a motion duly made and seconded, the minutes of the regular meeting of the Board of February 16, 2023 were unanimously approved.

## TREASURER'S REPORT

Ms. Richards provided the Board with the Treasurer's Report, which contained the financials for the months of February and March 2023 and reviewed the report with the Board. Ms. Richards noted that the Authority had an increase in cash of \$662,631.27 in February, resulting in total cash held of \$13,486,720.71 and a decrease in cash of \$216,508.95 in March, resulting in total cash held of \$13,270,21.76. She also noted that \$10,000,000 has been placed in 2 separate investment accounts and is currently earning interest. She noted that most of the expenditures were checks for normal expenses and capital improvements.

Ms. Richards provided the Board with an update on the hotel tax receipts paid to the Authority for January and February 2023. She advised that the hotel tax receipts for January were \$156,473.75, which was an increase of \$14,076.53 against January 2022; and the hotel tax receipts for February were \$194,483.97, which was an increase of \$26,707.28 against February 2022.

Mr. Ehlerman provided the Board with an update on funds the Authority has paid to the City of Reading. He noted that in 2022, the Authority paid the City approximately \$460,000 in amusement taxes and approximately \$520,000 in parking fees, which was a 58% increase compared to 2021. Mr. Ehlerman also requested that the Board approve the expenditure of approximately \$6,000 to refinish the Albert Boscov statute, which was unanimously approved.

Mr. Gombar advised the Board that he was contacted by Ms. Shupp requesting information on how the Authority spent the County ARP funds. Mr. Gombar provided her details on this request. He further noted that the Authority needs to spend the remainder of the County ARP Funds by 12/1/23 and the City ARP funds by 12/1/24.

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 February 2023, the Arena and SPAC had a combined profit of \$546,158.00, which was significantly higher than the budgeted profit of \$164,727.00. Ms. Gilfert also noted that year to date, the Arena and SPAC had a combined profit of \$1,413,240.00, which was significantly higher than the budgeted profit of \$240,869.00. She noted that the Arena has a year-to-date profit of \$1,579,787.00, compared to a budgeted profit of \$266,134.00, and SPAC had a loss of \$166,547.00 compared to a budgeted profit of \$25,265.00. She noted that March should be another good month and 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 February 2023, the Royals had a profit of \$21,098.00, which was better than the projected loss of \$362.00. He also noted that year-to-date, the Royals had incurred a loss of \$310,358.00, which is less than the budgeted loss of \$407,371.00. He also noted that the Royals recently received \$180,000 in ERC funds and have an additional \$62,000 in ERC funds pending. As a result of these additional funds, he advised the Board that the Royals will not need additional funds from the Authority unless they make a long run in the ECHL playoffs.

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 ASM is having a great year and that the Fall schedule is looking good for next fiscal year, particularly in SPAC.

Mr. Farrar also provided the Board with an update on the recent and planned capital expenditures. He noted that there were some issues with the ice plant this past weekend, but that CIMCO sent personnel down who have been working on the problems and they hope to have everything repaired by the Royals playoff games this weekend. He also noted that there is a Capital Projects meeting on April 25, 2023 to discuss the status of the capital expenditures for the Arena and SPAC.

Mr. Farrar also provided the Board with an update on the parking fees. He noted that in 2021-2022 the Authority received approximately \$760,000 through its share of parking fees with the Parking Authority. He noted that for 2022-2023, the Authority's share has only been approximately \$119,000.

## ROYALS UPDATE

Mr. Farrar and Mr. Long provided the Board with an update on the Royals operations. They noted the season has been very successful and the Royals are now moving into the first round of the playoffs. They noted that this will be the first year in at least 5 years that the Royals total attendance for the season has exceeded 80,000. They also noted that all relevant categories (ticket sales, per capita, and food and beverage) are up over last year.

Mr. Farrar and Mr. Long also discussed Royals player housing with the Board. Mr. Long noted that the Royals currently spend approximately \$150,000 per year on rent for the Royals players. He asked the Board to consider purchasing real estate in which to house the Royals players as a potential cost savings and future investment. The Board discussed this topic and will address this in more detail in the future.

## SOLICITOR'S REPORT

Mr. Mayer had nothing significant to report.

## SCHOLARSHIP UPDATE

Mr. Fiucci provided the Board with an update on the scholarship applications. He noted that the Authority received 16 applications and 2 very qualified applicants have been accepted.

Upon a motion duly made and seconded, the Board unanimously approved the offering of scholarships to the 2 awardees.

## 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 June 15, 2023. At 8:50 a.m., upon a motion duly made and seconded, the Board unanimously resolved to adjourn.