

**BERKS COUNTY CONVENTION CENTER AUTHORITY
MINUTES OF THE REGULAR MEETING OF
THURSDAY, FEBRUARY 16, 2017**

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, the Santander Arena, 700 Penn Street, Reading, Pennsylvania.

The following members were present:

Mr. Michael Fiucci
Mr. Carl Herbein
Mr. John Ernesto
Mr. Michael J. Gombar, Jr.

The meeting was chaired by Mr. Carl Herbein.

Also present:

Mr. Matthew Mayer, Esquire, Leisawitz Heller Abramowitch Phillips, P.C.
Mr. David Farrar, SMG
Ms. Christina Gilfert, SMG
Mr. Ed Swoyer, Greater Reading Chamber and Economic Development Corporation

Mr. P. Michael Ehlerman was excused.
Mr. Burlee Adams did not attend.

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

PUBLIC COMMENTS

Mr. Ed Swoyer of the Greater Reading Chamber and Economic Development Corporation (“GRCEDC”) addressed the Board regarding an update on the Pearle Building. Mr. Swoyer provided the Board with a handout which contained various documents concerning the Authority’s application for Redevelopment Assistance Capital Project (“RACP”) funds from the State to renovate and develop the Pearle Building. Mr. Swoyer advised the Board that the Authority had submitted an application to the State requesting \$2,750,000 in RACP funds for the Pearle Building project. He further advised that Senators Schwank and Argall and Representative Caltagirone were advised of the Authority’s application and will hopefully push for its approval. Mr. Swoyer explained the RACP application process and noted that if the RACP funds were approved, the Authority would have to match the funds provided, however, that such matching funds could be in-kind or cash funds.

CHAIRMAN’S REPORT

Upon a motion duly made and seconded, the minutes of the regular meeting of the Board of December 15, 2016 were unanimously approved.

The Chairman announced to the Board that member Albert Boscov had contacted Mr. Ehlerman and resigned his position approximately 2 weeks ago. Sadly, Mr. Boscov passed away this past week. The Chairman issued a sincere word of thanks to Mr. Boscov for his long-time service on the Board and for all of the effort and assistance he had provided to the Authority. The Board recognized a moment of silence in order to honor Mr. Boscov in light of his recent death.

The Chairman distributed a list of the current members to the Board and also the current appointment list indicating when each member's term expires. The Chairman proceeded to introduce Michael J. Gombar, Jr. as the newest Board member. The Chairman mentioned that the Authority would look to replace Mr. Boscov's seat on the Board in light of his death and also Mr. Adams seat on the Board due to his inability to attend meetings.

Upon a motion duly made and seconded, the Board unanimously approved the expenditure of up to \$5,000 in order to clear out the Pearle Building in anticipation of its renovation.

Upon a motion duly made and seconded, the Board unanimously approved the expenditure of funds to purchase holiday decorations for the street lights on one side of the 700-800 block of Penn Street, with the proviso that the Doubletree Hotel is purchasing the holiday decorations for the other side of the block.

TREASURER'S REPORT

Mr. Herbein distributed and reviewed the two-month Treasurer's Report containing the financials for the months of December 2016 and January 2017. Mr. Herbein noted that the Authority had normal activity during the month of December. He noted that as of the end of January, the Authority had expended its entire Construction Fund for repairs and improvements to the Arena and SPAC. He further noted that at the end of December, the Authority had an increase in cash of \$151,316.78, for a total cash balance of \$4,050,968.04. He reviewed the January 2017 statement and noted that the Authority again had normal activity. He then noted that as of the end of January, the Authority had a decrease in cash of \$55,587.72, for a total cash balance of \$3,995,380.32.

Mr. Herbein proceeded to review the hotel tax receipts for November and December 2016. He advised that the hotel tax receipts for November were \$119,219.70, which was a decrease of \$18,461.32 as opposed to November 2015. He further advised that the hotel tax receipts for December were \$133,010.54, which was an increase of \$28,845.31 as opposed to December 2015. Finally, he noted that the total hotel tax receipts for calendar year 2016 were \$1,928,584.80, which was an increase of \$167,335.07 over calendar year 2015.

Upon a motion duly made and seconded, it was unanimously moved to approve all bills paid in December and January and to pay all bills listed that had been unpaid during this period. Secondly, upon a motion duly made and seconded, the Treasurer's Report was approved.

SOLICITOR'S REPORT

Mr. Mayer had nothing of significance to report.

OTHER BUSINESS

Mr. Ernesto reported that he has been working with Mr. Farrar on the planning for the inaugural Blues Event in the fall of 2017. He advised that they had planned for the event to be held the first weekend in October and that the Arts Council was willing to act as the coordinator for the event. He will continue to work on the details of the event and advised that he is currently working with the Boscov family on additional funding for the event.

MANAGEMENT REPORT

Mr. Farrar distributed the most recent capital expenditures chart. He noted that the total capital expenditures to date are \$1,668,936.50, which is slightly over the \$1,500,000 that was budgeted by the Authority in the Construction Fund.

Mr. Farrar distributed a new Event Schedule for the Arena and SPAC. He noted that January and February were very good months, with the Bill O'Reilly show grossing \$1,200,000 to become the largest show in the history of the Arena. He noted that several upcoming shows, including Miranda Lambert and Eric Church were either sold out or close to sold out and that he is working on booking shows for the summer and fall. He advised that the Downtown Alive concert series was being planned again with 2 Latino shows and 3 other shows.

Mr. Farrar advised the Board that the Arena still only has 1 suite that is not rented which is the most suites that have ever been rented. Mr. Farrar praised Mr. Mark Wallace for his efforts in keeping the suites rented.

Finally, Mr. Farrar praised and thanked his entire SMG staff for all of their hard work in making the Arena and SPAC so successful and keeping them running so smoothly.

NEW BUSINESS

There was no new business to be discussed.

There being no further business before the Board at the public session, the Chairman announced that the next regular meeting of the Board would be held at the Santander Arena at 7:00 a.m., Thursday, April 20, 2017. At 8:10 a.m., upon a motion duly made and seconded, the Board unanimously resolved to adjourn.