

DECEMBER 8, 1989

The Manatee County Convention and Civic Center Authority met in SPECIAL SESSION at the Civic Center, Palmetto, Florida, Friday, December 8, 1989, at 5:30 p.m.

Present were Members:

Russell A. McInerney, Chairman
 P. Allen Schofield, Vice-Chairman
 Donald Brittain
 Walter Grace
 William Orr
 Barbara Turner
 Eugene Wiseman

Also present were:

John Graham, Director
 Kim Umana, Finance Director, representing R. B. Shore,
 Clerk of Circuit Court

Representatives of the various news media were present.

The meeting was called to order by Chairman McInerney.

JOSEPH RUSSO - PROPOSAL

Joseph Russo submitted and reviewed a detailed proposal for operation of the Civic Center.

Discussion: Plans for existing staff; credentials not yet presented; \$1,000,000 performance bond guaranteed for 5 years; managing Center under Authority's guidelines.

Discussion: Clerk's Office continue accounting; five year evaluation period; management contract on a yearly basis and the bond on a five-year basis; 90-day cancellation clause; letter of credit proposal.

Maxine Hooper, County Commissioner, requested Mr. Russo review his experience involving a facility of this size.

Mr. Russo stated he had experience managing smaller facilities.

Discussion: Questioned if proposal is in compliance with the list of concerns the Board had submitted; list of concerns stated Mr. Russo would work only with food service and promotions and not manage the entire building; bonus of \$100,000 or 25 percent of the profits will be given to Civic Center.

Upon request by Patricia Glass, County Commissioner, Mr. Russo gave a brief summary of his background and past business dealings. He currently owns a banquet facility in Sarasota and discussed property he will be purchasing. He submitted letters of endorsement from Stuart Borne, Patrick & Borne, P.A. and Lois Nellis, Licensed Mortgage Broker.

Discussion: Funding for major expenses such as the roof; concerned that a resume has not been submitted; improvements to Civic Center such as adequate lighting system, etc; complimentary/discount tickets; have parties for citizens on holidays; Mr. Russo's past experiences with facilities that were filled to capacity; facility in Sarasota will not create problem with Civic Center; Mr. Russo's past bookings/profits; improvements expenses not expected to be reimbursed.

OGDEN ALLIED - PROPOSAL

Douglas Logan, Vice President, Ogden Allied, submitted a draft proposal for management services to the Civic Center.

Discussion: Problem with 90-day cancellation clause; method of staff performance evaluation; joint management of capital improvement fund; Ogden Allied requested to be named additional insured on policies; if proposal implies guaranteed profit to the Civic Center.

Mr. Logan reviewed the status of large and small facilities under Ogden Allied management, which are/are not subsidized.

Discussion: Los Angeles Coliseum; if upon dismissal, Civic Center retains 50 percent savings; three facilities in Florida managed by Ogden; types of acts guaranteed for this type of Civic Center; providing Civic Center with more talent; whether funds will be requested from the County; ample lighting equipment; good track record; management/promotions; approximate number of shows booked within the next year; value of ticket pricing; staff on Ogden's payroll; TDC funds shared by Ogden.

It was determined not to allow further presentations by the parties.

The Chairman stated Ogden's offer expires on December 15, 1989, however, Mr. Logan advised he will extend proposal to first business day of January, 1990.

Discussion: Make decision tonight or continue to next meeting; requested Mr. Russo provide resume, as previously requested, within a week of the next meeting.

Motion - Table

Motion was made by Mr. Schofield and seconded by Ms. Turner, to table this decision until the next regular scheduled meeting and not entertain any further information on the two proposals.

Motion - Amendment

Mr. Wiseman amended motion to schedule a meeting for next week or the January meeting. Motion died for lack of a second.

Vote

Upon discussion, voting "Aye" were Ms. Turner, Mr. Brittain, Mr. Schofield and Mr. Grace. Voting "Nay" were Mr. Orr, Mr. Wiseman and Mr. McInerney. Motion carried.

TRAVEL

Upon motion by Ms. Turner and second by Mr. Grace, request for authority to travel was unanimously approved for the Director to attend IAAM District meeting in Orlando, Florida, January 13, 1990 to January 17, 1990.

TAMPA ELECTRIC COMPANY

In regards to lightning problems, Mr. Orr informed the Authority that Tampa Electric Company (TECO) completed a study of the Center at no charge. TECO detected some problems which should be corrected and offered assistance, if necessary.

PERSONNEL - IN HOUSE PROBLEMS

Mr. Orr referred to personnel complaints regarding the Assistant Director and her scope of authority.

He relayed complaints from a gentleman regarding a country music concert, wherein he paid for certain seats, which were occupied upon his arrival. No efforts were made to remove the people from the seats and his money was refunded. He alleged that personnel seat friends in certain seats and try to seat paying customers in different places.

Mr. Orr requested the following items be completed by December 20, 1989 meeting:

- 1) County (Clerk's Office) interview all Civic Center employees and address the in-house problems with completed report;
- 2) Percentages on the Utilization Reports be explained further (i.e. number of complimentary tickets and free tickets are built within the total attendance);
- 3) Copies of all Event Summaries within the last four months and for all future meetings, in order to observe negative and positive comments.

To be completed by January 17, 1990 meeting:

- 4) Clerk's office present the Tourist Development Council percentages (funding) for 1989.

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(Cont'd)

Discussion: Relayed experiences while Assistant Director was Interim Director; Director responsible to review the situation and provide recommendations.

John Graham, Director, stated he will research and address the problems individually with a report back by the next Board meeting. He referred to the complaint regarding the country music concert and explained all efforts were made to assist the gentleman.

A question was raised as to how the gentleman was not given his designated seating. The Director will investigate the situation and report back at the next meeting.

Motion was made by Ms. Turner that the Director handle the problems directly and that the Clerk's Office interview the employees. Motion was seconded by Mr. Grace and carried unanimously.

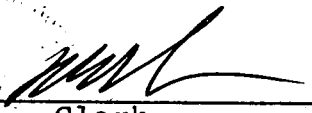
It was requested by Mr. Brittain that certain finance matters be placed on the agenda for the next meeting.

MEETING ADJOURNED


There being no further business, the meeting was adjourned.

Attest:

APPROVED:



Clerk
Adj 7:42 p.m.
/dmh



Chairman 1/17/90