

CRDA Venue Committee

Cancellation notice

The CRDA Venue Committee Meeting,
scheduled for Friday, July 1, 2016 has been
cancelled.

CRDA Venue Committee

Cancellation notice

The CRDA Venue Committee Meeting, scheduled for Friday, August 5, 2016 has been cancelled.

Due to Labor Day holiday weekend the next Venue Committee meeting is scheduled for Friday, September 9, 2016 at 2:00pm.



Capital Region Development Authority

100 Columbus Boulevard
Suite 500
Hartford, CT 06103-2819
Tel (860) 527-0100
Fax (860) 527-0133
www.crdact.net

**CRDA Venue Committee Conference Call
Meeting Minutes
Connecticut Convention Center
100 Columbus Boulevard, 5th Floor
Hartford, CT 06103
Friday, September 9, 2016
2:00 PM**

Members Present: Venue Committee Chair Andy Bessette (via phone), David Jorgensen, Mike Matteo (via phone), Catherine Smith (via phone), and Sean Fitzpatrick (via phone)

Guests: Chris Lawrence (Spectra)

Staff: Executive Director Mike Freimuth and Kim Hart

The meeting was called to order at 2:02 pm by Chairman Bessette and the minutes of the June 10, 2016 meeting were approved by voice vote. Mr. Freimuth gave the following update regarding the status of the CRDA venues and the various projects associated therewith.

1. XL Center

Capital Improvements – Mr. Freimuth reported that a construction manager is being selected to oversee the elevator and security upgrades at the Church Street Garage and XL Center, as well as the ice slab replacement at XL. Schedule and budget estimates for the ice slab work may be impacted by issues with the insulation layer under the existing concrete slab. Mr. Lawrence indicated that he has reached out to other Spectra facilities that may have dealt with similar issues.

Event Update – Mr. Lawrence noted that the Justin Bieber concert did well this past summer, however, a scheduled comedy show had to be cancelled due to poor ticket sales. Ice making will begin next week and the hockey season will start in early October. Maroon 5 and Blake Shelton concerts are scheduled for September, along with the Mission of Mercy Dental Clinic.

2. Pratt & Whitney Stadium at Rentschler Field

New Parking Lots – Mr. Freimuth reported that a temporary parking arrangement has been worked out with UTC to allow the Stadium to use additional acreage at Rentschler Field for the Virginia and Syracuse games. These are expected to be the best-attended games of the season.

Budget Update – Mr. Freimuth also reported that the Stadium netted over \$600k in non-UConn event revenue for FY16.

Game-Day Changes – CRDA staff has met a number of times with the new UConn AD to discuss changes to Stadium game day operations designed to enhance the fan experience. Mr. Lawrence reviewed the list of UConn requests, including (1) additional parking lot signage, (2) new amenities for season ticket holders, (3) reductions in hot dog and bottled water prices and (4) deferral of the scheduled \$15 to \$20 parking rate increase. The Stadium has agreed to implement all but a few of the requested changes, however, the concessions and parking items could significantly impact the Stadium's budget. UConn has been reminded that, per their lease agreement, they are responsible for any final budget shortfall up to \$250k.

Capital Improvements – CRDA has requested an additional \$300k from the State Bond Commission to cover paving and concrete repairs to prevent further water damage to the concourse and field wall.

New UConn Ticketing Program – Mr. Freimuth noted that UConn has contracted with Aspire to implement a new ticket sales initiative for all its sports programs. The University's lack of a dedicated team and concerted effort to boost attendance has been a serious concern of CRDA's for a number of years.

3. Convention Center

Budget Update - Despite an off year in terms of events, the Convention Center has performed ahead of budget projections. The building is expected to do well in the current year, with a significant number of events booked.

Capital Improvements – Work on the new box offices and video board should be completely shortly. Additional issues related to water infiltration on the outside concourses will need to be addressed.

4. Tennis Center

Tournament Report – A final reconciliation of the event is expected soon, however, it was noted that attendance remained steady. Sponsorship totals are down, however, the number of sponsors represents an increase over 2015. Commissioner Smith and Mr. Jorgensen noted that they were optimistic that the new sponsorship consultant hired by the Tournament earlier this year will be successful. Mr. Freimuth cited a report listing the CT Open as the fourth highest attended women's tournament in the world.

The next meeting / conference call of the Venue Committee is scheduled for October 7, 2016.

There being no further business, the meeting was adjourned at 2:37 PM



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**CRDA Venue Committee Conference Call
Meeting Minutes
Connecticut Convention Center
100 Columbus Boulevard, 5th Floor
Hartford, CT 06103
Friday, October 13, 2016
2:00 PM**

Members Present: Venue Committee Chair Andy Bessette (via phone), Board Chair Suzanne Hopgood, David Jorgensen (via phone) and Sean Fitzpatrick (via phone)

Guests: Casey Heverling (Spectra), Sarah Layedra (CT Open)(via phone)

Staff: Executive Director Mike Freimuth, Joe Geremia, Kim Hart

The meeting was called to order at 10:02 am and the minutes of the September 9, 2016 meeting were approved by voice vote.

1. XL Center

Capital Improvements – Mr. Freimuth reported that the capital projects at XL and in the Church Street garage are progressing, with bids for the security and elevator work expected to be released in about two to three weeks. Installation of the new ice floor will begin in the late spring 2017.

Event Update – Mr. Freimuth noted that the loss of the Maroon 5 concert and an underperforming Blake Shelton concert dealt serious blows to the XL operating budget. Maroon 5 was expected to net approximately \$200k, while Blake Shelton netted only about half of its projected \$150k in revenue. UConn has begun its hockey season and attendance numbers have been low, but that is to be expected given the teams played and the fact that it is so early in the season. Ms. Hopgood noted that she attended the opening night game and was very impressed with the UConn team's performance.

2. Pratt & Whitney Stadium at Rentschler Field

Capital Improvements – Mr. Freimuth reported that the capital projects at the Stadium, including concrete repair and waterproofing, are progressing.

UConn Football – Attendance to date has been disappointing. Three games remain in the season – Homecoming against UCF (October 22nd), Temple (November 4th) and Tulane (November 26th).

Game-Day Changes – CRDA and Global are meeting with David Benedict and the UConn Athletic Department on October 20th for a mid-season review of game-day changes made at UConn's request. Any additional changes could further impact the Stadium budget.

Mr. Jorgensen noted that he thought the game day experience had improved since last season, but he has concerns about parking and the impact the planned outlet mall will have on patrons. He suggested that a high-level meeting between the State, UConn, UTC and Pratt be convened to resolve parking issues at the Stadium. He also noted that parking issues may impact UConn's potential to move into a better league. Mr. Freimuth noted that such discussions have occurred to some extent and that additional lots had been secured for this season's larger games.

3. Convention Center –

Budget Update - The Convention Center has performed ahead of budget projections. The building is expected to do well in the current year, with a significant number of events booked.

Capital Improvements – Work on the new box offices and video board should be completed shortly.

4. Tennis Center

Tournament Report – Mr. Freimuth reminded Committee members of the two-step CRDA approval process for the CT Open: the Venue Committee, and then the larger Board, are to vote this fall on whether to move ahead with next year's Tournament. A second vote would be taken in the spring to authorize the 2018 event.

Ms. Layedra reported that not all of the 2016 expense numbers have been received and therefore final numbers on the Tournament are not yet available. She believed, however, that the tournament was "coming in around budget" and that significant operational savings were achieved due to capital improvements made in the building. The annual tournament audit is to start next week and should be completed by the end of November. A report will be presented to the Tennis Foundation Board in December and then to the CRDA Board in January.

For the upcoming year, the tournament will retain \$1.5 million in sponsorship revenue from UTC, Yale and Yale-New Haven Hospital, but work is needed to secure additional sponsors. Ms. Layedra reported that because the tournament staff will be able to occupy their office space year round and will not need to relocate for the winter, leasing expenses can be eliminated from the budget. Additional revenue may result from leasing of the tennis facility for non-tournament events. Ms. Layedra also noted that ESPN is expected to cover every match of the tournament and that could increase revenue to the tournament. The tournament is also looking to switch to a Connecticut-based caterer in order to improve food offerings and potentially increase revenue.

Mr. Geremia offered that in the three years CRDA has been involved with the Tennis Center, the Tournament has netted \$400k (2014), lost \$400k (2015) and is likely to break even for 2016.

Committee members questioned how long CRDA's subsidy for the Tournament should continue. Mr. Freimuth noted that for FY17, the CRDA subsidy was \$300k, half of what it was in FY14. He noted that the Tournament is making progress in reducing expenses and increasing revenue, but it was difficult to say when it might be self-sufficient.

Mr. Jorgensen noted their hiring of a new sponsorship director was a positive step and expressed his belief that the tournament could become self-sufficient. He cautioned, however, about CRDA withdrawing its support too soon.

Mr. Freimuth reminded Committee members that UTC sponsorship has been critical to keeping the Tournament running and hard questions will need to be addressed should that sponsorship expire after 2017.

Following this discussion, a resolution recommending the CRDA Board move forward with the 2017 Tournament was moved and approved on a voice vote.

The next meeting / conference call of the Venue Committee is scheduled for November 11, 2016, however it will be changed to November 10th.

There being no further business, the meeting was adjourned at 10:45 am.



CRDA Venue Committee

Cancellation notice

The CRDA Venue Committee Meeting, scheduled for Friday, January 6, 2017 has been cancelled.

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**CRDA Venue Committee Conference Call
Approved Meeting Minutes
Connecticut Convention Center
100 Columbus Boulevard, 5th Floor
Hartford, CT 06103
Friday, February 3, 2017
2:00 PM**

Members Present: Venue Committee Chair Andy Bessette, Board Chair Suzanne Hopgood (via phone), David Jorgensen (via phone) and Commissioner Catherine Smith (via phone)

Staff: Executive Director Mike Freimuth, Bob Saint, Kim Hart

The meeting was called to order at 2:06 p.m. by Chairman Bessette and the minutes of the October 13, 2016 meeting were approved on a voice vote.

1. XL Center

Capital Improvements – Mr. Freimuth reported that the capital projects at XL and in the Church Street garage are progressing, with bids for the ice floor expected to be released in about a week. Installation of the new ice floor is expected to begin in late May and finish up in late August.

In response to a question from Chairman Bessette, Mr. Saint explained that the current arena floor is comprised of three layers: a concrete slab on grade, an insulation layer and a concrete slab containing piping for the ice system. This project will remove the ice slab and insulation and then make any required repairs to the slab on grade. The ice slab will be replaced, along with the dasher board system surrounding the rink. Mr. Saint noted that the ice slab will be designed to NHL standards.

Mr. Freimuth noted that the summer shutdown will impact the facility's operating budget and Global Spectrum is working to mitigate that impact as much as possible.

Transformation Plan – Mr. Freimuth reported that CRDA has requested the \$250 million required for transformation of the XL Center be included in the Governor's 2018-19 bond package, which will be presented to the General Assembly on February 8th. Staff is looking at how this project can be phased over three or four years should the funds be approved over multiple budget years.

Wolfpack Renewal – Mr. Freimuth reported that MSG, the owner of the Wolfpack AHL franchise, has committed to play a fifth year at XL. This is the final year of the team’s contract and additional seasons will need to be negotiated. Mr. Freimuth noted that the franchise fee paid for the team is one of the highest in the league and this will likely be a topic of discussion in any contract extension.

2. Pratt & Whitney Stadium at Rentschler Field

Capital Improvements – Global Spectrum has reported that significant repair work is needed to address problems with the Stadium’s 15-year old HVAC system. In light of this, Mr. Freimuth noted that CRDA will be asking for additional capital funds to cover this work.

No capital funds have been requested for the Connecticut Convention Center or the Tennis Center.

10 Acre Parking Lot – Ms. Hart noted that an invitation to bid for the new parking lot should go out in a week or so, pending resolution of an environmental issue. The lot is expected to be cleared by the start of the 2017 UConn football season.

East Hartford Boulevard North Project – Ms. Hart also noted that five bid packages have been awarded on the East Hartford Boulevard project, all of which have come in under budget. The road project is expected to be completed by the end of the calendar year, with access for football patrons guaranteed under the terms of the project agreement.

Horizon Outlet Mall Infrastructure Project – Mr. Saint reported that bid packages for site work have gone out, however, work is not expected to start for a few weeks while the remaining project agreements are finalized.

3. Other Business – Mr. Freimuth reported that he has had discussions with the City of Hartford regarding CRDA playing some sort of role in the renovation and operation of Dillon Stadium.

The next meeting/conference call of the Venue Committee is scheduled for March 3, 2017.

There being no further business, the meeting was adjourned at 2:40 p.m.

**CRDA Venue Committee Conference Call
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Hartford, CT 06103
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2:00 PM**

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Staff: Executive Director Mike Freimuth, Bob Saint, Kim Hart

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The next meeting/conference call of the Venue Committee is scheduled for March 3, 2017.

There being no further business, the meeting was adjourned at 2:40 p.m.



CRDA Venue Committee

Cancellation notice

The CRDA Venue Committee Meeting, scheduled for Friday, April 7, 2017 has been cancelled.



CRDA Venue Committee

Cancellation notice

The CRDA Venue Committee Meeting, scheduled for Friday, May 5, 2017 has been cancelled.

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