

**RUSHMORE PLAZA CIVIC CENTER
BOARD OF DIRECTORS MEETING MINUTES
JULY 14, 2020**

Chairman of the Board, Gary Brown, called the meeting to order at 8:18 a.m. via tele-conference, with the following Board members present: Gary Brown. Present via tele-conference were: Charity Doyle, Tim Johnson and Mike Diedrich. Staff present included: Executive Director, Craig Baltzer; Deputy Director/Finance, Tracy Heitsch; Deputy Director/Events, Jayne Kraemer; Director of Corporate Sales & Marketing, Priscilla Dominquez; Advertising Strategist, Heather Jasnoch. Liaisons present via tele-conference included: RC Council, Greg Strommen. Others present via tele-conference included: Kent Bush, Rapid City Journal; Ritchie Nordstrom, City Council; Jack Caudill, KOTA & KEVN.

After review of the meeting agenda, motion was made by Doyle and seconded by Diedrich **to approve the agenda as presented.** Upon vote being taken, the motion carried unanimously.

General Public Comment

None

Minutes

Motion was made by Johnson and seconded by Doyle **to approve the minutes of June 23, 2020, meeting as presented.** Upon vote being taken, the motion carried unanimously.

Bill List

The 2020 Bill List for July 14, 2020 was audited.

SAM'S CLUB	161.28
VAST BUSINESS	2642.76
WALMART COMMUNITY	14.12
Total	2,818.16

Motion was made by Doyle and seconded by Diedrich and carried **to authorize the Finance Officer to issue warrants or treasurers checks, drawn on proper funds, in payment thereof.**

Executive Director's Update

Baltzer reported the continuation of the Civic Center's all employee furlough program. There had been some challenges, however, with the help of City HR and the Mayor's office, most issues had been resolved. The continuation of the program past July 26th will be based on any decisions by the federal government to extend the existing program.

Baltzer indicated that construction was going well and visible progress and change is evident almost daily. We are getting into the nitty gritty with the FFE program for the new building. We are currently interviewing for potential DAS partners to provide ample cell service in the new facility. Construction at the Energy Plant is underway and the new ice storage banks and subsidiary equipment is in place.

As for event bookings, we had originally targeted September as the time frame we felt we could be more "open" to public events. We have been participating in lots of industry calls to keep abreast of the trends within the industry. Everyone is closely watching Sioux Falls as they host the TEAM PBR event with public in attendance as well as their Toby Keith dated schedule for September. We have established our opening procedures and are working with potential events to communicate those procedures. We are now looking toward October and November for the return of more national events.

Brown asked if the furlough program was having any negative impact on key employees and will they be available and ready to work when we are back up to speed. Baltzer indicated that at this time, we had retained all 41 FTEs.

Miscellaneous

- 1) Sponsorship RFP Discussion – Priscilla Dominquez presented a power point on the current strategy for the Corporate Sales department, as concerned deployment of our sponsorship opportunities for the new arena. She introduced the three Corporate Sales team members – Josh Houk, Heather Jasnoch, and Dominguez. She explained the three levels of partnership expected – Founding partners, Exclusive partners, and Premium partners. The timeline for the

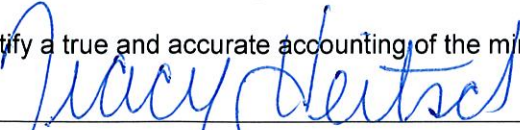
sales plan was explained which included existing client meetings occurring from August thru mid-October, with an RFP window from mid-October thru December, and contract negotiations from mid-October thru January. She indicated the next steps would be to create a sub-committee of the Board of Directors to help review the proposed packages, troubleshoot the approach, and review RFP responses. Doyle and Johnson both expressed interest in the sub-committee and Brown appointed them to the committee. Diedrich commented about how exciting this time is in our history and what a great opportunity this is to optimize some of our revenue streams. Discussion followed

There being no further business, motion was made by Johnson and seconded by Diedrich **to adjourn the meeting**. Upon vote being taken, the motion carried unanimously. The meeting adjourned at 8:55 a.m.

I certify a true and accurate accounting of the minutes of the meeting.

By:

Date



7-28-20