ROLL CALL AND DETERMINATION OF QUORUM
MEMBERS PRESENT: Charity Doyle, Chairman; Gary Brown, Member; and Patri Acevedo Fuentes, Member, and via teleconference Tim Johnson, Vice-Chairman; and Jason Lambert, Member.

OTHERS PRESENT: Craig Baltzer, Executive Director; Tracy Heitsch, Deputy Director/Finance; Jayne Kraemer, Deputy Director/Events; David Owen, Stage/Production Manager; Teresa Dringman, Accounting Clerk; Brook Kaufman, Visit Rapid City; Justin Williams, City Attorney; Chris Catlette, Energy Plant; and via teleconference Greg Strommen, City Councilman; and Nicole Sayler-Yuhas, OneHeart.

ADOPTION OF AGENDA
Motion to approve agenda was made by Brown, and second by Acevedo Fuentes, motion carried.

APPROVE MINUTES
1) April 12, 2022 – Motion to approve minutes as presented made by Brown, second by Johnson, motion carried.

GENERAL PUBLIC COMMENT
None

FINANCIAL ITEMS REQUIRING BOARD ACTION
2) Bill List – Heitsch highlighted items greater than $5,000. The bill list includes over $70,000 for food and beverage purchases for resale. To date we have over $70,000 that we have distributed to local groups who help in concession stands. We also have $10,572.53 to Diamond Vogel for paint for parking lots. We stripe our own parking lots. This also includes a striping machine which has been on our list to replace for quite some time. The machine became available because the airport ordered it but the wrong machine arrived. The unit was then sold to us at a discount. Liberty Chrysler is also on the bill list. This was our new pickup as part of capital listing. You will also note Paciolan for our ticketing system, TIXTRACK, which is a program that allows us to print off a sold map. In the old days we would make a copy of the venue map and color it in with colored pencils! There is $10,800 to Upkeep which is our annual software subscription for our maintenance tracking system. Employees can take pictures of broken items and upload into Upkeep for follow-up by our engineering team. You will also note the energy plant—Rainbow Gas – for transportation natural gas. Brown asked about premium food offerings and pricing at the concession stands. Baltzer said prices are constantly evaluated and subject to change based on what the food, beverage, and labor is costing. We are not raising as much as some of the other venues. We are seeing higher rates at other venues. Motion to approve bill list as presented made by Lambert, second Johnson, motion carried.

3) Capital Update – Heitsch stated we have a capital update, but no action is needed today. As a reminder we have a $700,000 capital budget for 2022. The Rushmore Hall fire alarm panel has been in process since March of last year. We are about to finish the project. We now have an in-house electrician, so we renegotiated the cost of installation and saved $9,000 by using our in-house electrician. Our scissor lifts and 40-foot boom lift were approved last summer. We are expecting those to arrive soon. The ice arena southside compressor is in the process of pricing. The remodel of the chamber space is still being worked on. LED parking lot light conversion is something our electrician is working on. We have underground wiring issues and light pole issues. The southside theatre exterior should happen in the next few weeks. DSP replacement is being worked on by production. We are working to address the Rushmore Hall pneumatics. That project is in the hands of the engineering department. The crack seal of the parking lots will take place as part of the overall City crack seal project later this summer. Cody Patterson is working in conjunction with the engineering department on the security camera replacement plan. Facility Doors are also in process. Miscellaneous Summit expenses are on the summer project list. For today there is nothing to approve. Brown asked about the seats in Barnett.
Baltzer said they are scheduled to be finished by October 1. We will have a meeting in early May to discuss the process. They have to do it on our schedule.

4) Proposed Budget 2023 – Heitsch gave a quick overview of the budget. It was challenging. We had to go back after the first round of budgeting was complete, as we did not balance. We wanted to make sure we used our resources and data. We brought back a budget that is the largest of our history. Revenue is projected at $16,202,625 and expenses projected at $16,170,849. We wanted to have a million dollars in capital but cut back to $750,000. Doyle asked about food costs and reassessing those line items. Heitsch stated a huge amount went into the cost of food. The competition in food service has been a real challenge. We are down to three to four food houses. Shipping and availability has been a challenge. Baltzer says it is hard to predict right now. We are going to have to follow the cost with our pricing. There are so many unknowns with the new building, labor, prices, and inflation. We are going to have to adjust a few times to make it work. That is the hard part. Heitsch stated labor is a huge part of the overall budget. Work release and community service have been great for us. The board was reminded that the budget is for the calendar year, and that the city council will review it in August. The budget is then passed by the city council in September. Motion to approve the 2023 budget as presented made by Brown, second Johnson, motion carried.

ITEMS NOT REQUIRING BOARD ACTION

5) Visit Rapid City – Kaufman said we are anticipating a robust summer. The forecast report shows we will continue to see rate climbs. Gas prices dictate whether people will still travel or stay closer to home. The question is how to drive shoulder season. We will be standing up a sports commission. VRC has made a commitment to support this effort. Our community through COVID has seen an increase in traffic. We will work on a sustainability plan.

6) RC Council – Strommen stated the mayor is talking about getting his initial figures together for the budget. Strommen complimented The Monument on how well they ran the Easter service in the theatre. He also attended the sports commission meeting and appreciates Kaufman for taking the lead.

DISCUSSION FROM THE PRESIDENT, BOARD MEMBERS, AND STAFF

7) Event Update – Kraemer stated last week we hosted Rimrock Church for Easter Sunday and had two performances of An Officer and Gentleman. Thursday we had lots of small meetings and hosted the LNI board on Thursday and Friday. They signed contracts for LNI through 2027. We also had the Chicago concert in the Summit on Friday evening. We had to do an overnight changeover to basketball and then hosted four Lakota All-Star Games on Saturday. Weather was a huge factor and impacted attendance. Players came from all over the United States. We also had Rush playoff games against Allen. We won on Friday and lost in overtime on Saturday. They play tonight, Friday, and Saturday in Allen. It is a best of seven. If we win at least one more game, they will come back next Monday. We had Central/Stevens Prom on Saturday with 1,313 tickets scanned. It was a busy night. Last night we hosted the Rapid City School Foundation Evening of Excellence dessert reception and awards. Tonight we have BHFCU Evening of Excellence. They have staff here and co-sponsor Day of Excellence. Day of Excellence is in the theatre tomorrow, Western Hydrology on Wednesday and Thursday, and BH Dance Festival Thursday through Saturday. We are hosting a Sweet Adeline’s Conference Friday and Saturday. The circus will be moving in tomorrow to the Summit. It was originally contracted for the Ice Arena, but the Rush approached the Circus and said they would help with expenses, if the Circus would move from the Ice Arena (where it was originally scheduled) to the Summit to ensure the Ice Arena was available for playoff hockey if it was needed. We have two circus shows on Friday, two on Saturday, and one on Sunday. Our busy season continues. Next week we have South Dakota Department of Tourism and Lit Swap, AP testing, and on Saturday we have Academy of Dance with two performances, Marshals football, South Dakota Youth Hunting Banquet, and SDSMT graduation. Last week we had LaCroix hall closed to clean the carpet. It needed to be done! Next we will clean carpets in Rushmore. Acevedo Fuentes asked about LNI and concerns with racial reckoning. Right after the incident in Rapid City, the LNI board president called. His stance was it had nothing to do with the LNI board. The tribal chairman had been pressuring to move the Pow Wow and LNI out of Rapid City. The Monument continues to have strong relationships with both the LNI and the Pow Wow.

8) Executive Director’s Update – Baltzer said Kraemer does a printout of VenueOps. Other venues put a month on a page, but we can’t even put a week on one page. We are very proud of the hockey team making the playoffs. It is very difficult since they have a new coach and a young team. Their games have been exciting to watch. Baltzer further discussed the sports commission and sports authority. He has been attending meetings for the last seven years. The meeting this year was the best meeting ever. Our second meeting had a private industry group who would be involved and possibly invest. It was pretty positive. Eventually this will become its own entity. The intention is for the commission to become self-funded and self-managed. We can certainly follow the footprint of
the programs in other cities. Baltzer commented on Broadway and how our management group has examined it. We have discussed possibly not doing a series but just booking shows that make sense in our area. It is hard for us to go in knowing specific shows are going to lose. It might be a better idea for a community culture center but not a best business model. The lineup that we are putting together for next year looks strong. That is a rarity. You have to announce a series in the summer. By the time you get to spring shows, it is old news. We are attempting to sell them like concerts, trying to get a buzz. Heitsch stated the challenge is booking for bottom line and community. Our job is to bring shows to town. It has been since 2013 that Broadway has generated positive impacts to the bottom line. Kraemer spoke with performing arts in general; attendance is down nationwide. Heitsch said Broadway shows are not cheap by the time you guarantee the show, pay the royalties, stagehands, advertise the show, and pay the labor. Baltzer—we are the professional house. Most Broadway is funded by a foundation, but we do not have that. When Baltzer first came here, the orchestra was declining. It was more about affordability. That is kind of what we are seeing in the arts in Rapid City. This is part of our three pillars of what we go for. If the community is not mass interested, then we need to move on. Doyle asked to see some historical numbers.

Baltzer informed the board that morale has been a little tough lately here. We are working with management as best we can. Leah Braun at City Hall has put on programs for management. We have been so busy, but we have been getting folks there. These are good tools. Our Culture Coordinator has been a big help. Labor issues have been difficult. Our staff have been working extremely hard. Finally, we have been having aggressive security issues with high schoolers. Central is across the street from us, and when school is out, they come over. A couple of employees have been assaulted, and we have had a couple of other situations that were near assaults. We are working with the police liaison officers. We may need to consider a full-time security force. That is still in discussion. Doyle asked if we are trespassing people. Baltzer does not know if that is the direction the police are suggesting. Typically, when we run into high school students and ask them to move on, they would move on. The trend is changing. Kraemer has intentions of changing the greeter program to more of a campus security program because of these issues. With our increased square footage and the volume of people through the building, full time security is warranted. We are hoping Patterson can help implement this type of change. Baltzer worries about tourists experiencing these problems. Doyle says more discussions will need to happen.

9) **Natural Gas Bid** – Heitsch stated sealed bids were opened last Wednesday for the Transportation Natural Gas service at the Energy Plant. Chris Catlette said we received two bids, one from Sequent Energy and one from Rainbow Gas. Sequent was the low bid at $-0.25 with Rainbow at $-0.16. Rainbow Gas’s bid last year was $-0.31. We are seeing the energy cost impact. There are no concerns with doing business with Sequent. **Motion to approve Sequent Energy as the low bid for transportation natural gas and to proceed with them as the provider for transportation natural gas as presented; motion made by Acevedo Fuentes, second Lambert, motion carried.**

10) **March Financial Summary** – Heitsch stated we do not have a summary as we have not received the March treasury report. March came in very strong as we expected. Food and Beverage has generated record gross revenues in the first three months of 2022. We have had our largest March in history. Along with great revenues come big expenses. Our cash position and the BBB are very strong. Compared to last year, the BBB is still higher than the last several years. We will see what happens as we move along through the summer with the inflation impact on tourism looming. Deadwood reported that their numbers for the last month were down.

**ADJOURNMENT**

Doyle adjourned the meeting at 9:31 a.m.

Respectfully submitted,

Teresa Dringman
Accounting Clerk
The Monument