

Arizona Sports & Tourism Authority

Minutes of 90th Meeting of the Arizona Sports & Tourism Authority

Board of Directors

3:30 p.m.

University of Phoenix Stadium

AZSTA Board Room

1 Cardinals Drive

Glendale, AZ 85305

Attendance

Members

Jerry Walker, Chairman

Brad Wright, Vice Chairman

Bill Peltier

John Benton

Judy Bernas

Rod Williams

Larry Landry – Telephonically

Jody Harwood – Absent

Verma Pastor – Absent

Staff

Tom Sadler, President/CEO

Charles Foley, CFO and Treasurer

Kimberly Monroe, Executive Asst./Office Mgr

Jennifer Copeland, Communications Coord.

1. Call to Order. A public meeting of the of the Arizona Sports & Tourism Authority (the "Authority") Board of Directors (the "Board") was held in the AZSTA Conference Room at 1 Cardinals Drive, Glendale AZ 85305 on Tuesday, November 25, 2008 at 3:30 p.m. A quorum being present and the meeting having been duly noticed and called, Chairman Jerry Walker called the ninetieth meeting of the Board to order.

2. Consideration of September 30, 2008 Board Meeting Minutes. The Chairman asked for a motion to approve the minutes of the Board for the meeting held on September 30, 2008 (Exhibit A). Upon motion duly made by Mr. Rod Williams and seconded by Mr. Brad Wright the minutes were unanimously approved.

3. Consideration of Executive Session. Chairman Walker notified the members that there would not be a need for an executive session.

4 Review and Consideration of Possible Recommendations on the Authority's Current FY2009 Year-to-Date Financial Performance and Long-Term Projections Mr. Williams, Chairman of the Finance, Budget and Audit Committee, requested an update from Mr. Charles Foley, the Authority's Chief Financial Officer and Treasurer, on the current financial situation facing the Authority. Mr. Foley briefed the members on both of the financial situation and possible options the staff has been reviewing along with the recommendations that came out of the Finance, Budget and Audit Committee meeting previously held that day. He stated that approximately 80-90% of the Authority's revenues were outside of the Authority's direct control and that the only area over which the Authority had absolute direct control over was the operating budget for both the Authority and Global Spectrum. Mr. Foley stated that the Finance Committee believed that the Authority should consider a different operating model – one that focused more on mega-events that would also potentially drive tourism. This revised operating model would then facilitate the potential downward adjustment in indirect, overhead expense levels. He stated that the Finance Committee directed staff to explore this issue and come back to the Committee with a revised operating budget that would accommodate this proposed operating model. Board Member discussion ensued on the issue of the Authority's financial situation and the proposed revision to the current stadium operating model. Mr. Benton moved that staff follow the recommendations made by the Finance Committee by working with Global Spectrum to identify options necessary to reduce the budget for the current fiscal year. The motion having been duly made and seconded by Mr. Williams passed unanimously.

5. Announcements of Future Meeting Dates and Other Information Concerning the Board. Chairman Walker recognized Mr. Michael Bidwill, President for the Arizona Cardinals, Mr. John MacDonald, Attorney for Husk Partners and Fiesta Bowl Representative and Mr. Dale Chapman, Performance Audit Manager for the State Auditor General, as being in attendance. Chairman Walker called on Mr. Bidwill to update the Board on any related issues. Mr. Bidwill discussed the current issue as it relates to the Maintenance and Capital Repair Charges and what

he believes are monies owed to the Team by the Authority. He stated that the 17.5% currently being collected does not cover the costs associated with the operation and maintenance of the parking lots for stadium events. Mr. Benton asked Mr. Bidwill if he would be available to discuss this issue at the next Board meeting. Mr. Bidwill stated that he would be available. Mr. Benton then directed the staff to add the Maintenance and Capital Repair Charges issue to the next Board meeting agenda.

Ms. Jennifer Copeland, Communications Coordinator, provided the members with the FY2008 Annual Report (exhibit B) and informed them it was also available on the Authority's website.

Chairman Walker reminded the Members that the next Board Meeting was scheduled on December 18th with the exact time to be confirmed by staff.

7. Adjournment. There being no further business of the Board the Chairman requested a motion to adjourn the meeting. Upon motion duly made by Mr. Williams and seconded by Ms. Bernas the motion to adjourn was unanimously approved.

Exhibit A

September 30, 2008_Meeting Minutes

Exhibit B
FY 2008 Annual Report