

**Arizona Sports & Tourism Authority**

**Minutes of 100<sup>th</sup> Meeting of the Arizona Sports & Tourism Authority**

**Board of Directors**

February 9, 2010- 3:30 pm

Fennemore Craig

3003 North Central Avenue, Suite 2600

Phoenix, AZ 85012-2913

**Attendance**

**Members**

Brad Wright, Chairman

Verma Pastor

Bill Peltier

John Benton

Judy Bernas

Robert Brinton

Rod Williams

Jody Harwood (telephonically)

Jerry Walker

**Staff**

Tom Sadler, President/CEO

John Pokorney, CFO

Amy Buchan, AZSTA Staff

**Authority Consultant**

Chris Bigelow, The Bigelow Companies (telephonically)

**Authority General Counsel**

Sarah Strunk, Fennemore Craig

Jose Tezanos, Fennemore Craig

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 Fennemore Craig Conference Room 3003 North Central Avenue, Suite 2600 on February, 2010 at 3:30 p.m. A quorum being present and the meeting having been duly noticed and called Chairman Brad Wright called the one-hundredth meeting of the Board to order.

2. Approval of Minutes. The Chairman asked for a motion to approve the minutes of the Board for the meeting held on January 20, 2010 (Exhibit A). Upon motion duly made by Mr. Williams and seconded by Mr. Walker the minutes were unanimously approved.

3. Consideration of Executive Session. Chairman Wright asked for a motion to go into executive session for discussion or consultation with the attorneys of the Authority for legal advice pursuant to A.R.S. 38-431.03(A)4 for the purpose of discussion or consultation for legal advice with the general counsel of the Authority regarding the Food Service Contract. Upon motion duly made by Ms. Pastor and seconded by Mr. Walker the Board unanimously approved the motion to enter into Executive Session. Chairman Wright requested a motion to return to the open meeting. Upon motion duly made by Mr. Walker and seconded by Mr. Williams the Board unanimously approved the motion to return to the open portion of the public meeting.

4. Business Matters.

a. Consideration of correspondence from Centerplate regarding food service RFP. Ms. Strunk reviewed the business proposal and request for consideration of Centerplate request for additional opportunity to match Rojo Hospitality Group's bid. Centerplate asked for the board to not consider Rojo's additional \$750,000 as part of the bid. Ms. Strunk indicated that the RFP requested that all applicants consider and propose creative solutions for AZSTA to generate additional revenue.

b. Discussion of Concessions Services and Management Agreement with Rojo Hospitality Group and Rojo Event Management. Mr. Sadler reviewed the Concession Services Agreement and noted that most of the contract was identical to the Centerplate agreement. He indicated that our industry consultant had reviewed the contract and noted that it was a very good agreement in the industry. Mr. Sadler mentioned that there were a number of NFL and other professional sports teams who are self-operating the concessions services. Mr. Benton commended the staff and legal counsel for their work to make the process as transparent and competitive as possible. He noted that the Authority would have the ability to terminate the contract in six months with notice. Mr. Williams expressed that he would like to see the \$750k guarantee up front as a good faith measure and the Authority would repay Rojo as additional revenues were received.

c. Consideration of approval of Concession Services Agreement and Agreement between Rojo Hospitality Group and Rojo Event Management. Mr. Benton moved to authorize the Executive Director to enter into a two year contract with Rojo Hospitality group and Rojo Event Management to commence on August 1, 2010. Upon the motion duly made by Mr. Benton and seconded by Mr. Walker, the Board unanimously approved the motion to into the contract with Rojo Hospitality Group and Rojo Event Management.

d. Consideration of Amendment to and Extension of Management Agreement with Global Spectrum. Mr. Sadler reviewed for the Board Global Spectrum's, the stadium manager, history of success. He indicated that working with Global Spectrum will be critical to the success of Rojo on delivering on the additional revenue guarantee. Mr. Sadler asked Ron Minegar, Executive Vice President and CBO-Arizona Cardinals, if he would like to comment on the performance of Global Spectrum. Mr. Minegar complimented Global Spectrum on their work and said the Cardinals are amenable to a contract extension. Mr. Sadler recommended approval of the contract extension with Global Spectrum. Mr. Walker moved to approve the Global Spectrum Agreement. Upon motion duly made by Mr. Walker and seconded by Mr. Peltier the Board unanimously approved the motion.

e. Vote to approve the Youth and Amateur Sports Committee's Biennial Grant recommendations for funding. Youth and Amateur Sports Committee Chairman Walker reviewed the recent grant process and thanked those board members involved. Mr. Walker made a motion to accept the organizations recommended for funding by the Youth and Amateur Sports Committee. Upon motion duly made by Mr. Walker and seconded by Chairman Wright, the Board unanimously approved the motion.

5. Announcements of Future Meeting Dates and Other Information Concerning the Board.  
There were none.

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