

**Arizona Sports & Tourism Authority**

**Minutes of 119th Meeting of the Arizona Sports & Tourism Authority  
Board of Directors**

Wednesday, October 10, 2012

12:00 pm

Arizona Sports & Tourism Authority  
1 Cardinals Drive, Glendale, Arizona 85305

**In Attendance**

**Board Members**

Jody Harwood – Board Chair  
Jeff Meyer – Board Vice Chair  
Dave Eberhart – Board Secretary  
Bill Peltier  
Verma Pastor  
Judy Bernas  
Brad Wright  
Sherry Henry  
Mike Galloway

**Staff**

Tom Sadler, CEO  
Kevin Daniels, CFO  
Robin Matteson, Office Manager

**Authority General Counsel**

Sarah Strunk

**Guests**

Ron Minegar – Arizona Cardinals  
Melissa Wasson – Global Spectrum  
Scott Norton – Global Spectrum  
Jaime Molera – Molera Alvarez Group

1. Call to Order - A public meeting of the One Hundred and Nineteenth Arizona Sports & Tourism Authority's Board of Directors was held on Wednesday, October 10, 2012 at Arizona Sports & Tourism Authority, 1 Cardinals Drive, Glendale, Arizona 85305 at 12:00 pm. A quorum being present and the meeting having been duly noticed, Board Chair Jody Harwood called the meeting to order at 12:52 pm.
2. Consideration of Minutes from August 20, 2012 Chair Harwood called for a motion to approve the minutes of the Board meeting held August 20, 2012 attached hereto as **Exhibit A**. Upon motion duly made by Member Brad Wright and seconded by Member Verma Pastor the minutes were unanimously approved.
3. AZSTA and Global Spectrum Year to Date Financial Update Chair Harwood asked President Tom Sadler to give a summary of the Global Spectrum and AZSTA Year to Date Financials. Mr. Sadler presented to the Board the summary attached hereto as **Exhibit B**. Mr. Sadler also stated the minutes were to reflect that the same members of the Board present at the Board meeting were also present at the previously held Finance Committee meeting. Chair Harwood asked if there were no additional questions that were not addressed at the Finance Committee meeting, the Board would move to the next agenda item.
4. Discussion regarding expiration of Stadium Management Contract, Recommendation by CEO, Public Comments and Consideration of a Motion to Give Staff Direction Regarding the Stadium Management Contract President Tom Sadler presented to the Committee a memo attached hereto as **Exhibit C** outlining the recommendation to the Board regarding the current Management Agreement. Finance Committee Co-Chair shared the motion made at the Finance Committee meeting to recommend to the full Board to waive the procurement policy and to direct staff to negotiate a temporary extension to the management contract past the 2015 Super Bowl and to bring the extension to the Board for final approval at the next Board Meeting. Member Jeff Meyer concurred that after reviewing the policy, in situations where it is more feasible, this particular situation makes sense to proceed with the

recommendation. Member Wright also indicated that the Board has made a precedent to waive the policy when in the best interest of The Authority and is supportive of the motion. Board Member Mike Galloway indicated he is also in support of the recommendation, Board Member Judy Bernas concurred with the previous statements and also indicated that Global Spectrum has been an excellent partner with Authority and should continue to manage the stadium until the Authority proceeds with a new RFP. Upon motion duly made by Member Wright and seconded by Member Peltier the motion was unanimously approved.

5. Discussion regarding expiration of Concessions Contract, Recommendation by CEO, Public Comments and Consideration of a Motion to Give Staff Direction Regarding the Concessions Contract Finance Committee Co-Chair Mike Galloway shared the motion made at the Finance Committee meeting to recommend to the full Board to allow staff to negotiate an extension to the Concessions Contract for reasons described in the memo provided by President Sadler attached hereto as **Exhibit D**. Member Judy Bernas commented on the positive relationship and excellent results from Rojo. Upon motion duly made by Member Galloway and seconded by Member Peltier the motion to allow staff to negotiate an extension to the Concessions Contract was unanimously approved.
6. Consideration of Motion to enter into Executive Session pursuant to A.R.S. 38-431.03.(A)(1) to Review the 2012 Performance Goals and the Compensation of the Employees of the Authority Board Chair Harwood indicated there was no items needed to discuss in Executive Session.
7. Consideration of a Motion to Ratify Contract with TSE Consulting relative to an NCAA Men's Final Four Bid President Sadler presented to the Board a memo recommending TSE Consulting, attached hereto as **Exhibit E**. Mr. Sadler updated the Board on the meetings the community has participated in regarding the possibility of an NCAA Men's Final Four Bid. Upon motion duly made to ratify the TSE Contract by Member Peltier and seconded by Member Bernas the motion was unanimously approved.
8. Announcement of Future Meeting Dates Mr. Sadler shared with the Board the staff's recommendation to hold the next Board Meeting in January 2013.
9. Adjournment There being no further business, Board Chair Harwood requested a motion to adjourn the meeting. Upon motion duly made by Board Member Wright and seconded by Board Member Meyer, the motion to adjourn was unanimously approved.