



**Minutes of 143<sup>rd</sup> Public Meeting  
of the Arizona Sports & Tourism Authority  
Board of Directors**

Tuesday, February 16, 2016  
10:00 a.m.  
Arizona Sports & Tourism Authority  
1 Cardinals Drive  
Glendale, AZ 85305

**In Attendance:**

**Board Members Attending in Person**

Maria Baier – Board Vice Chair  
Jeff Overton  
Judy Bernas  
Debbie Johnson  
Jeff Meyer  
Doug Yonko  
Tom Rawles

**Staff**

Tom Sadler, President and CEO  
Kevin Daniels, CFO  
Robin Lea-Amos, Office Manager

**Authority General Counsel**

Sarah Strunk

**Board Members Attending Telephonically**

Jeff Meyer

**Board Members Absent**

David Eberhart  
Jody Harwood

**Guests:**

Peter Sullivan - Spectra (Formerly Global Spectrum)	John Drum – Arizona Cardinals Football Club
Melissa Wasson – Spectra (Formerly Global Spectrum)	Kristin Pflipsen – Bagnato Pflipsen Communications
Andrew Bagnato – Bagnato Pflipsen Communications	
Ron Minegar – Arizona Cardinals Football Club	Craig Skiem – CSI International

1. Call to Order: The 143<sup>rd</sup> public meeting of the Arizona Sports & Tourism Authority's (the "Authority") Board of Directors (the "Board") was held on Tuesday, February 16, 2016 at the offices of Arizona Sports & Tourism Authority, 1 Cardinals Drive, Glendale, Arizona 85305. A quorum being present and the meeting having been duly noticed, Vice-chair Maria Baier, called the meeting to order at 10:02 a.m. Robin Lea-Amos held a roll call of members participating.

Vice-chair Baier recognized the Authority's new member, Doug Yonko and welcomed him to the Board.

2. **ACTION ITEM: Consideration of Minutes from January 5, 2016 Board Meeting** Vice Chair Baier called for a motion to approve the minutes of the Board meeting held January 5, 2016, **attached hereto as Exhibit A**. Upon motion duly made by Member Bernas and seconded by Member Johnson, the minutes were unanimously approved.
3. **INFORMATION ITEM: FY2016 2<sup>ND</sup> Quarter Financial Update** Vice Chair Baier asked CFO Kevin Daniels to present the Financial report **attached hereto as Exhibit B**. Mr. Daniels shared that Tourism Revenues for this period were trending better than forecast. Mr. Daniels explained the Facilities Revenues were also trending better than forecast; which puts the Authority \$1.042 Million above budget forecast for the quarter. Member Rawles requested that Mr. Daniels add two columns to the report, with year-to-date Actuals vs. Budget. Mr. Daniels indicated he could add those to future reports. Member Rawles requested explanations regarding the reported cash vs. non-cash. Upon discussion and explanation by Mr. Daniels and Ms. Melissa Wasson of Spectra, Mr. Daniels agreed to provide the Board with revised reports in the future to more clearly report the revenues. Upon no further questions on the revenue side, Mr. Daniels reviewed the distributions; as they are approximately at budget for Q2 FY2016. Mr. Rawles asked for clarification regarding the events income. After further discussion, Mr. Daniels suggested providing a more traditional P&L statement format for all future financial review presentations be provided to the Board.
4. **ACTION ITEM: Consideration of Motion to enter into Executive Session pursuant to A.R.S. A.R.S. §38-431.03(A)(4). Discussion or consultation with the attorneys of the public body in order to consider its position and instruct its attorneys regarding the public body's position regarding contracts that are the subject of negotiations** Ms. Baier requested a motion enter into executive session. Upon motion duly made by Jeff Overton and seconded by Judy Bernas, the board adjourned into executive session. Ms. Baier reminded the Board that Craig Skiem in his role as consultant to the authority is authorized to remain during executive session.
5. **INFORMATION: Staff Report** Vice Chair Baier asked President Sadler to share updates to the Board. Mr. Sadler shared a letter from the Arizona Local Organizing Committee thanking the Authority for their role in staging a successful College Football Championship Game.
6. **INFORMATION: Announcement of future meeting dates** Mr. Sadler reported to the Board that the organizing committee for the NCAA 2017 Men's Final Four has offered a few tickets to the upcoming games in April in Houston, Texas. He asked that anyone interested in attending let him know. Robin Lea-Amos reminded the Board of the next scheduled Board Meeting to be held March 1<sup>st</sup>.
7. **Adjournment** There being no further business of the Board and upon motion duly made by Member Baier and seconded by Member Johnson, the meeting was adjourned.