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**MINUTES FOR PUBLIC MEETING  
OF THE ARIZONA SPORTS AND TOURISM AUTHORITY'S  
FINANCE COMMITTEE MEETING**

January 24, 2018  
1:00 p.m.

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

**Attendance**

**Committee Members Participating Telephonically**

Jeff Meyer - Chair  
David Eberhart  
Jody Harwood  
Scarlett Spring

**Staff**

Tom Sadler, CEO  
Kevin Daniels, CFO  
Robin Lea-Amos, Office Mana

**Authority General Counsel**

Sarah Strunk

**Other Members Attending**

Maria Baier Board Chair

**Guests**

Andy Gorchov – SMG  
B.J. Morley - SMG

Melissa Wasson – SMG

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1. **Call to Order.** A public meeting of the Arizona Sports & Tourism Authority's (the "Authority") Finance Committee (the "Committee") was held on Wednesday, January 24, 2018 at the offices of Arizona Sports & Tourism Authority | 1 Cardinals Drive, Glendale, AZ 85305. A quorum being present, and the meeting having been duly noticed, Chair Jeff Meyer called the meeting to order at 1:04 p.m.
  2. **ACTION ITEM:** Consideration of Minutes from October 31, 2017 Committee Meeting Chair Meyer called for a motion to approve the minutes of the Committee meeting held October 31, 2017, **attached hereto as Exhibit A.** Upon motion duly made by Member Spring and seconded by Member Harwood the minutes were unanimously approved.
  3. **ACTION ITEM:** Review of AZSTA/SMG FY 2018 Q2 Financials including updates to 2018 Capital Budget Mr. Tom Sadler introduced the financial review and asked Kevin Daniels to give a summary of the financials **attached hereto as Exhibit B.** Mr. Daniels commented that he is working with AZDOR on Tourism Revenue shortage to determine reason for the 2% shortfall this quarter. Member Harwood confirmed with Mr. Daniels the timing of the transactions as they compare to the hotel and car rental reporting. Mr. Daniels confirmed the timing is the same. Mr. Daniels reported that the authority was doing well for the first six months. Member Spring asked about the difference in expected revenue and actual revenue related to rental car revenues. Mr. Daniels reported that he is working with AZDOR to facilitate the review of the data to determine where the differences lay.

During the review of the uses, Mr. Daniels clarified the increase in professional services was due primarily to the Saban lawsuit and was spread out over the 12-month period; however, the increase this period is due to the fact that most of the expense fell into the 2<sup>nd</sup> quarter. Mr. Daniels reported that the information listed in the explanation of the financials (page 7) were in error and would be updated for the board meeting.

During a review of the SMG financials Mr. Sadler asked Andy Gorchov to report on the upcoming events and ticket sales to date. Mr. Daniels reported that the benchmarks in the SMG contract will be exceeded. Melissa Wasson reported that 2018 will be the best performance year in the history of the stadium. Upon no further questions or comments, Mr. Sadler asked Mr. Gorchov to report on the capital budget update.

4. **ACTION ITEM: Consideration and Approval of Increase to 2018 Capital Budget for Retractable Field Tray Repairs** Mr. Daniels reminded the committee that in the October meeting the board increase the capital budget by \$478,000 bringing the total cost of the field tray repairs to \$2,128,000. Mr. Gochov reported on the update. He shared that the field drainage system needed replacing and the cost was not included in the original request, increasing the cost by \$138,790. Mr. Gorchov reported that the rest of the capital repairs were underway and going well.

Chair Meyer asked if there were any further questions or comments and upon none, and motion duly made by Member Spring and seconded by Member Harwood the committee approved recommending to the board the increase to the capital budget by \$138,790.

5. **Announcement of future meetings and events** Chair Meyer reported that he would not be available at the upcoming Board meeting and that member Scarlett Spring will report on behalf of the Finance Committee.
6. **Adjournment** - There being no further business of the committee, Chair Meyer called for a motion to adjourn the meeting. Upon motion duly made by Member Harwood and seconded by Member Eberhart, the meeting was adjourned at 1:35 p.m.