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# AmericanBank CENTER

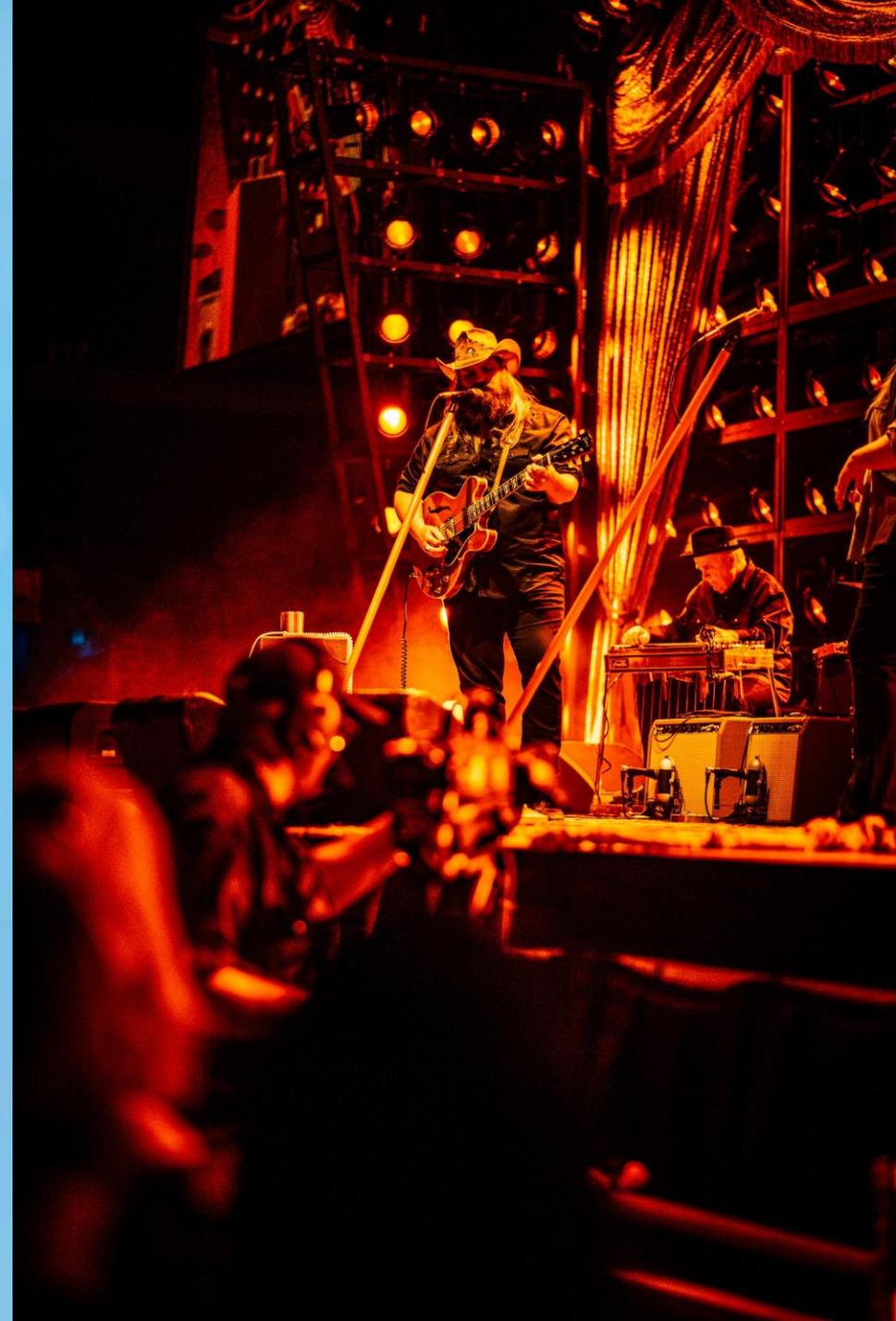
arena · convention center · selena auditorium

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## 2020 IN REVIEW

- ▶ On track to generate **\$4.7 million** in Adjusted Gross Income but finished at **\$2.6 million** due to 6 month shut down
- ▶ Forecasting to have the best year financially in the last 10 years

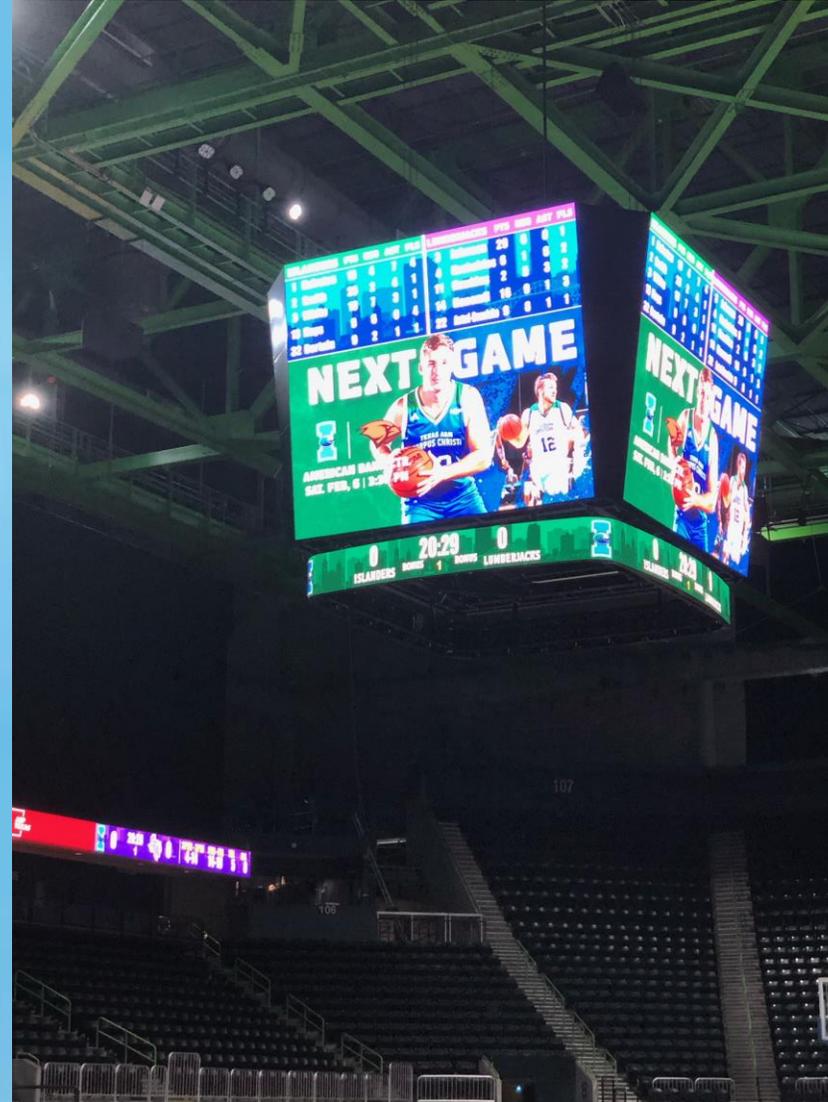
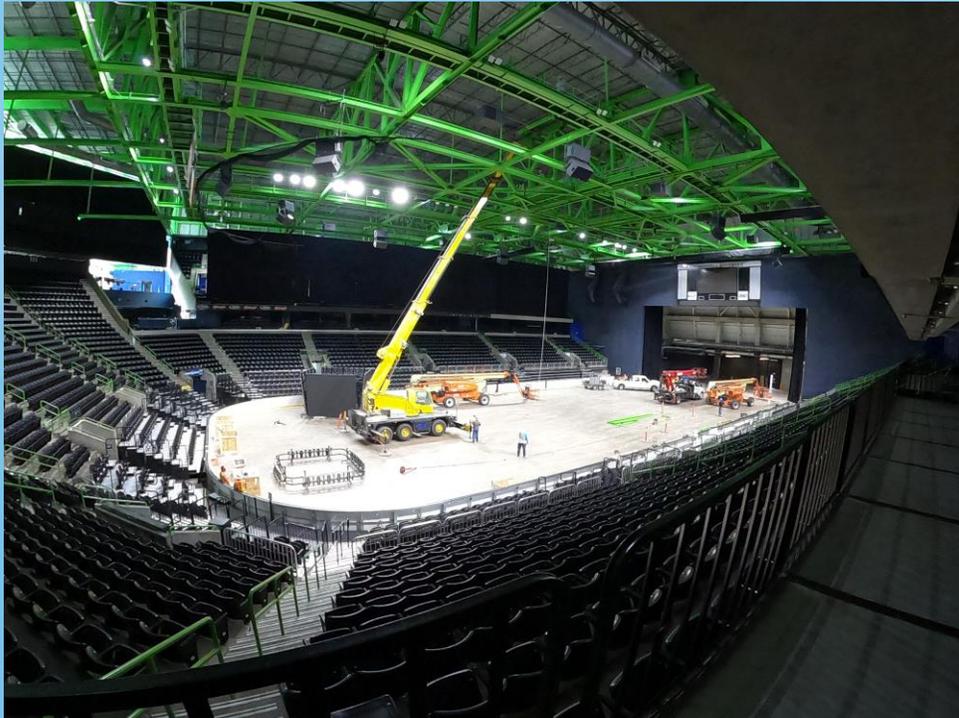


# NAVIGATING THROUGH THE PANDEMIC

- ▶ **Implemented 4 phases of Staff Reduction (Layoffs and furloughs) and reallocated Capital Improvement funds to offset lost revenues**
- ▶ **Full Time Staff (March): 46 // Full Time Staff (December): 20**
- ▶ **20 Employees remained on various levels of a furlough schedule**
- ▶ **Reduced total indirect expenses by \$1.1 million compared to FY19 including Salaries/Benefits (\$500k) and Utilities (\$200)**
- ▶ **Executed Capital Improvement projects considered a high priority during shutdown**

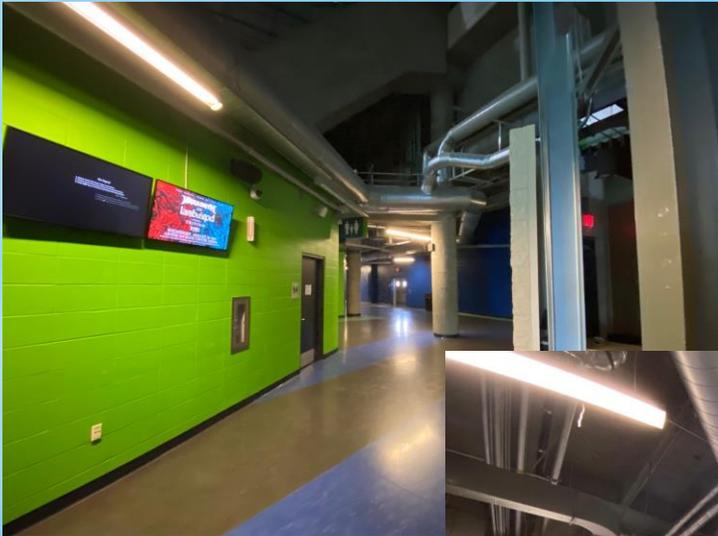
# FY20 CAPITAL IMPROVEMENT

## Center Hung Video Board



# FY20 CAPITAL IMPROVEMENT

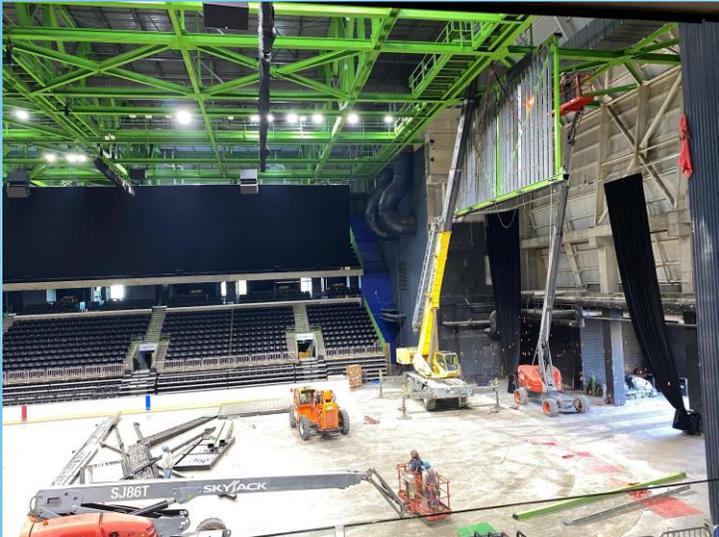
## Painting of Arena & Concourse



BEFORE



AFTER



BEFORE



AFTER

# FY20 CAPITAL IMPROVEMENT

## Keyless Entry Access Points & Touchless Faucets



# EXECUTED CAPITAL IMPROVEMENT PROJECTS CONSIDERED A HIGH PRIORITY DURING SHUTDOWN

## Started Phase 1 of Locker Room Renovations



# UTILIZED THE AMERICAN BANK CENTER FOR COMMUNITY OUTREACH

EVENT	DATE
Coastal Bend Food Bank Food Distribution	May 15
National Guard COVID-19 Testing	Aug. 19-21
Coastal Bend Food Bank Food Distribution	OCT 20
Nueces County Early Voting	OCT 12-30
NAACP Flu Shots	DEC 5
NAACP COVID_19 Testing	DEC 12
CITGO Turkey Give-away	DEC 15
HEB Feast of Sharing Food Distribution	DEC 19
Coastal Bend Food Bank Food Distribution	DEC 30
Mayoral Runoff Debate	NOV 30-DEC 4

# UTILIZED WATERGARDEN FOR SOCIALLY DISTANCED OUTDOOR EVENTS



**WATERGARDEN Park**  
OUTDOOR EVENT SERIES PRESENTED BY L&F DISTRIBUTORS

**LASER SPECTACULAR**  
THE MUSIC OF **PINK FLOYD**  
AS YOU'VE NEVER SEEN BEFORE  
NOV 13 WaterGarden Park  
Outdoor Event Presented by AmericanBankCenter

**TRACY BYRD**  
NOVEMBER 14  
WATERGARDEN PARK  
AmericanBankCenter

**FELIPE ESPARZA**  
LIVE OUTDOORS  
NOVEMBER 20  
WATERGARDEN PARK

**GRANGER SMITH**  
FEAT. EARL BOWLES III  
DECEMBER 5  
WATERGARDEN PARK  
Outdoor Event Presented by AmericanBankCenter

**VIP TABLES**  
PURCHASE YOUR VIP TABLE FOR YOU + UP TO 5 OF YOUR FRIENDS. GROUP TICKET INCLUDES PARKING. OPPORTUNITY FOR PRE-PURCHASED CONCESSIONS WITH COOLER.

**4 PODS**  
PURCHASE YOUR 4 PERSONS POD FOR YOU + UP TO 3 OF YOUR FRIENDS. GROUP TICKET INCLUDES PARKING.

**6 PODS**  
PURCHASE YOUR 6 PERSONS POD FOR YOU + UP TO 5 OF YOUR FRIENDS. GROUP TICKET INCLUDES PARKING.

**HEY!** We're Going Contactless!  
Order Concessions Online  
DAY OF EVENT, SCAN THE QR CODE AROUND THE VENUE OR NAVIGATE TO [MOBILE.TAPIN2.CO/477](https://mobile.tapin2.co/477) USING YOUR IPHONE OR ANDROID BROWSER

**DISTRIBUTORS**



# UTILIZED WATERGARDEN FOR SOCIALLY DISTANCED OUTDOOR EVENTS



<https://www.youtube.com/watch?v=AVU9SI8xFTI>

## LOOKING TO 2021

- ▶ **Continued reduction of events due to large gathering restrictions**
- ▶ **FY20 Staff reductions will result in \$1 million savings in operating expenses**

## LOOKING TO 2021

**Remaining Full Time Staff Back to 100% Employment Starting March 1**

- ▶ **Strategic Plan Implementation**
- ▶ **3 Points of Focus (Culture, Communication, and Professional Development)**
- ▶ **Develop 'In House Promotion' Event Concepts**
- ▶ **Consider early part of 2021 as 'soft open' to enhance existing procedures and employee training**
- ▶ **Ensure effective planning for existing events**
- ▶ **Ensure Capital Improvement Projects completed during facility downtime**

# LOOKING TO 2021

## Complete Locker Room Renovation Project-Phase 1 (May) Phase 2 (October)



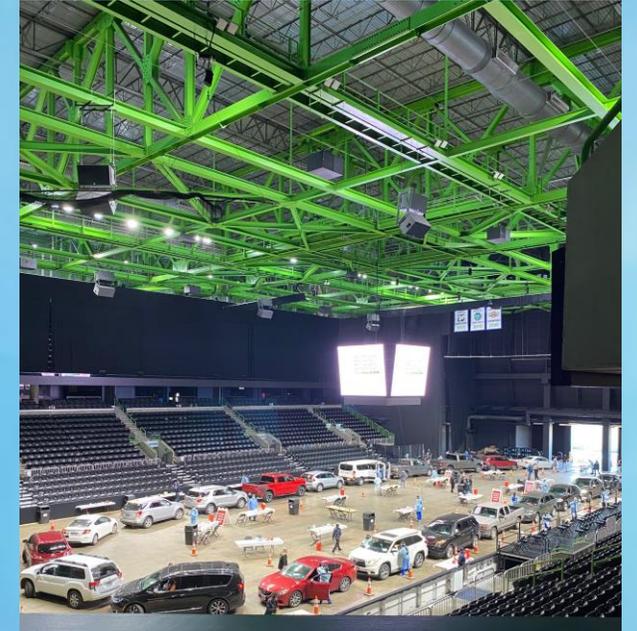
# FY2021 CITY TERRACE & CLUB LOUNGE ENHANCEMENTS



# CONTINUATION OF COMMUNITY OUTREACH



DRISCOLL HOSPITAL  
WALK IN VACCINATION



CITY OF CORPUS CHRISTI DRIVE  
THRU VACCINATION SITE



EARLY VOTING SITE



COASTAL BEND FOOD BANK  
DISTRIBUTION CENTER

# LUKE COMBS

WHAT YOU SEE IS  
WHAT YOU GET  
2021 TOUR

WITH SPECIAL GUESTS  
ASHLEY MCBRYDE AND DREW PARKER



LARGE EVENT GATHERINGS RETURNING LATE 2021

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# AmericanBank CENTER

arena · convention center · selena auditorium

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THANK YOU.

