

American Bank Center Management Services



Council Presentation
March 19, 2019



2018 - YEAR IN REVIEW



*New Management Agreement started February 1

*Recruitment and Retention - Leadership Roles

- * Matt Blasy, General Manager (Saginaw, MI)
- * Lisa Manda, Director of Finance (Wichita, KS)
- * Lou Aurelio, Director of F&B (Boston, MA)
- * Liz McCampbell, Director of Sales (Corpus Christi)

- * Darryl Meadows, Director of Event Services (8 years)
- * Ken Bridgeman, Director of Facilities (6 years)



2018 - YEAR IN REVIEW



*Benchmarks

Quantitative

Adjusted Gross Income 87% of Goal

Qualitative

	GOAL	ACTUAL
Hotel Room nights	60,000	61,346
Customer Survey	8.7	8.5
Event Days	428	392
Community Involvement	90%	93%
Repairs/Maintenance	95%	100%



2018 - YEAR IN REVIEW



*Capital Improvement Projects

<u>PROJECT</u>	<u>BUDGET</u>	<u>ACTUAL</u>
Replace Retractable Seating	\$1,200,000	\$1,078,658
Wi-Fi Enhancement	\$599,500	\$482,446
Enhanced Digital Signage (Procure)	\$50,000	\$49,995
Chill Water Pump Motor (Rebuild)	\$25,000	\$10,814
Dasher System (Boards/Glass)	\$300,000	\$258,639
Gear Actuators and Operators	\$150,000	\$48,619
Exhibit Hall Air Wall (Replacement)	\$245,000	\$237,030
Production Spotlights	\$60,000	\$56,685
Concessions and Catering Equipment	\$150,000	\$79,640
Kitchen Condenser Replacement	\$85,000	\$76,344

*ALL PROJECTS MANAGED BY SMG **COMPLETED ON TIME AND UNDER BUDGET**

***SAVINGS COMPARED TO BUDGET: \$485,630**



2018 - YEAR IN REVIEW



*Type A Marketing Co-Promotion Funds

Tenants:	Corpus Christi Ice Rays and Buc Days Rodeo
Special Events:	Kidz Bop, Top Rank Boxing
Convention:	Texas Skills
Competitions:	TYFA Cheer, America Holiday Championship
Homegrown:	Wingapalooza, Coastal Christmas



2018 - YEAR IN REVIEW

AmericanBank  CENTER

*Homegrown Events





2019 AND BEYOND



*Strategic Planning

- Type A Marketing Co-Promotion Funds
- Capital Improvement Projects
- Increase Revenues with Existing Business
- Better Rent Structures
- Increase sales % on Outside Catering/Alcohol Sales
- ‘Flex’ Pricing Based on Event Type

*Communication / Transparency

- ‘Lunch and Learn’
- Advisory Council
- Quarterly Meetings with City Finance Department
- Contract Administrator – Monthly Report and Quarterly Evaluation



2019 AND BEYOND



*CAPITAL IMPROVEMENT PROJECTS - ***\$8,895,000***

*INCREASE REVENUES: Arena VIP suite and Premium Bar, Arena Concourse Screens, Concessions Point of Sale System, Curtain Enclosure Upper Bowl,

*REDUCE EXPENSES: Arena LED Sports Lighting, Energy Efficiency Management Software, Arena Ice Deck replacement (covers the ice for events)

*FACILITY RELEVANCE: Loading Dock Expansion, Audio/Visual upgrades (Arena/Convention Center), Security Enhancement Measures (entire venue), Replace Freight/Passenger Elevators, Resurface Stage (Selena Auditorium)

*FACILITY UPGRADES: Epoxy Roof Coating, Replace Kitchen Air Handler Units and Equipment, HVAC Water Corrective Measures



2019 AND BEYOND



*Goals and Objectives

- Subsidy Reduction
- Achieve 100% on Benchmarks
- Staff Hiring, Retention and Development
- Increase Arena Concerts
- Homegrown events - Continued development and growth
- Continued success with execution of events
- 'Venue Excellence'



Questions?