

ERIE COUNTY CONVENTION CENTER AUTHORITY
MINUTES
Thursday, October 16, 2025

Board Members Present: Dahlkemper, Deitrick, Glass, Johnson, Nuber, Richards, Riley, Schmitt, White & Zaphiris

Board Members Excused: Hilbert

Others Present: Gus Pine, Jim Walczak; Solicitor; TJ Hesch, Dave Gerber, Steve Morvay, Barry Copple, Ray Williams & Neal Wurst

Ms. White called the meeting to order at 3:05 PM.

INTRODUCTION OF GUESTS:

Mr. Hesch said joining us today is Mr. Dave Gerber. He said Mr. Gerber is the new Assistant Director of Finance for the Erie County Convention Center Authority who started with us on Monday. Mr. Hesch said with all the additions we have had, with Erie Promotions, Liberty Park, and with the potential zoo project, it was a good time to bring Mr. Gerber on board, not just to help the team, but also to assist with work on future CRIZ projects.

Mr. Gerber said I come with 30 years of nonprofit experience. He said the last six years I spent as a chief financial officer at Sarah Reed Senior Living and before that I spent 24 years at GECAC in various capacities.

The Board welcomed Mr. Gerber to the Authority and congratulated him on his new role.

MINUTES FROM PREVIOUS MONTH:

Ms. White asked for approval of the September 18, 2025, minutes.

Mr. Richards motioned to approve the September 18, 2025, minutes. Mr. Riley seconded the motion. The motion was approved unanimously.

PUBLIC COMMENT:

Mr. Art Leopold said thank you for the opportunity to say a few words. He said you may know that the city has the Environmental Advisory Council, and I'm on a task force for them regarding single use plastic. He said that issue is imperative because we are trying to cut back on the debris and litter in the city. Mr. Leopold said you may know that over three dozen municipalities, cities, towns and boroughs have enacted local ordinances targeted cities, plastic with bags, straws. He said, collectively, 2.6 million residents were involved, over 950 million plastic bags annually, and 5200 tons of plastic waste. Mr. Leopold said you may know some of these cities, Philadelphia, Pittsburgh, Montgomery Township and West Chester, etc. He said we have reached out to a lot of business owners and community organizations. He said we want to facilitate the communication. Mr. Leopold said I did call here to Erie Events numerous times and have not been able to connect with anybody. He said Charlie Iverson, who is a good friend of mine, tried to connect me but unfortunately we just hadn't been able to get to anybody. Mr. Leopold said I wanted to show up at board meeting to let you know that we are trying to reach out, and we would welcome some response. He said I have some flyers to leave you for anyone who is interested is welcome to take one. Mr. Pine said, I will just say briefly, we have Mr. Chuck Iverson working on site the past couple of weeks, doing some consulting work. Mr. Pine said Mr. Iverson told me that he spoke with you and gave me your phone number. He said I do have plans to reach out to you and make that connection on that collaboration.

FINANCIAL REPORT:

Mr. Hesch said I am happy to report that September was a good month for the authority. He said after a couple slower summer months, the authority, as a whole, performed quite well. He said the event level activity across all the venues was generally lined with our budgeted activity. He said we did have some better-than-expected attendance at some of those events, so that really drove up some of our revenue line items for event specific revenue lines. Mr. Hesch said the authority exceeded budgeted revenues by \$400,000. He said on the expense side, we are continuing to do some focused spending in the areas of consulting work, feasibility studies, but all things considered, expenses were well controlled as related to event expenses. Mr. Hesch said the authority exceeded the bottom-line expectation by \$131,000. He said that was driven largely by some strong performance at the arena and the convention center.

Mr. Hesch said at the arena, there were three budgeted events for the month of September which were two Otters exhibition games and then the season opener. Mr. Hesch said what actually happened is we had no exhibition games, but we had two regular season games. He said on top of that, we held the President Barrack Obama event as well as the Cole Swindell event, which were both unbudgeted. They both performed quite well. The President Obama event which brought in about 6000 in attendance and Cole Swindell concert at about 3200. He said all our revenues are very strong, specifically in the areas of box office fees, facility fees, and food and beverage revenue. Mr. Hesch said the arena finished very strong on the revenue side, exceeding budget by \$332,000. He said the event specific expenses did exceed budget, but we would expect that given the higher level of activity. He said ultimately, they exceeded their bottom line by \$179,000.

Mr. Hesch said at the Warner there were six budgeted events for the month of September and five actualized. He said the attendance at the events was not as strong as we had budgeted, so that detracted from the performance. Mr. Hesch said there were some additional unbudgeted private events that were held, so that really helped, specifically in the area of facility fees. He said but ultimately, they missed in the revenue side by about \$38,000. Mr. Hesch said their expenses were well controlled, and so at the bottom line, they missed by \$19,000 in September.

Mr. Hesch said at the ballpark the Seawolves wrapped up their season in September. He said there are no major variances to discuss specific to the ballpark. He said I do just want to call out one in August, the wage reimbursed revenue was higher than budget by about \$25,000. He said that was actually an error. He said it should have been categorized to deferred revenue. Mr. Hesch said we found that and corrected that in September, and so looking at September's report, you'll notice that there's a negative variance now of \$25,000. He said that was just the correction. Mr. Hesch said outside of that, there were no major variances at the ballpark.

Mr. Hesch said the convention center performed quite well in September. He said Comic Con was held and did better than we expected. He said the sales team also did a very good job just bringing in some good on budget events for us to really bolster their performance. Mr. Hesch said the revenues were strong, particularly in the areas of facility, equipment rentals, food and beverage revenues, as well as ticket sales from Comic Con. He said their total revenues exceeded budget by \$138,000. Mr. Hesch said their expenses were very well controlled, both as it relates to event specific expenses and non-event expenses. He said their bottom line by about \$98,000 so very good flow through for them.

Mr. Hesch said Liberty Park had two events in September. He said the Gary Sinise Foundation and the American Heart Association Walk which were both budgeted and did slightly better than we expected. He said they finished ahead of budget by \$17,000 at their bottom line.

Mr. Hesch said as we look at year-to-date performance through September 30th first taken year over year, the authority's total revenues are \$735,000 or about 5.6% ahead of where we were at September 30, 2024. He said as we look year to date versus budget, we are about \$68,000 ahead of budget through September 30th on the revenue. Mr. Hesch said expenses are also over budget. He said we have been discussing this. Mr. Hesch said there is some focus spending. He said our legal and professional fees are significantly over budget. He said this is where we are housing, our consulting, feasibility studies, and our zoo related legal expenses. Mr. Hesch said our tech support; this is again partnering with VNET in replacing firewalls that were dated we did have at the convention center and the arena. He said those were replaced. Mr. Hesch said our new accounting system is also housed in our tech support, so those types of things are driving those increases. He said then we have had some unforeseen repair and maintenance items. Mr. Hesch said, overall, we are missing budget by \$744,000 through September. Mr. Hesch said looking through the rest of the year, the event activity does seem to be strong, and so we anticipate we will be able to claw some of that loss back. Mr. Hesch said at this point, it looks like we will finish about \$314,000 shy of budget at the end of the year. Mr. Hesch said does anybody have any questions. Mr. Richards said I normally read the summary sheet,

and I don't go to the backup detail. He said but today I've read everything and I have a simple question. Mr. Richards said apparently, I never knew that you were doing summary of all facilities. He said how long have you been doing that. Mr. Hesch said since I started, and I think prior to that for quite some time. He said that is just a summary of each of the different buildings.

Ms. Dahlkemper motioned to accept the September 30, 2025, Financial Report as presented. Mr. Deitrick seconded the motion. The motion was approved unanimously.

MANAGEMENT REPORT:

Mr. Pine said I have just a couple of brief updates. He said regarding the Erie Zoo we have presented to Erie City our draft transfer of land and lease back document drafts to the city solicitor. He said one of the things that has come back recently on that is that the transfer is going to require Department of Conservation & Natural Resources (DCNR) consent because of an agreement that exists between the Erie Zoo, the Erie City and DCNR, related to some improvements that were made to the land back in the 1980s. He said that was not a surprise to us. Mr. Pine said in our draft document that has been indicated. He said particularly that we understand that that is in place and that we are willing as an organization to abide by that document. Mr. Pine said what we have provided, and included in the draft, we indicated that we are obviously aware of this and that we plan to abide by that. He said several questions came back. He said I am not sure if those questions originated from DCNR themselves or the city. He said there were several questions where we identified the type of work that we do as an organization. Mr. Pine said I am working with Attorney Walczak and his team to provide a ton of information back. He said on October 13th that information was sent from Attorney Betza to DCNR. Mr. Pine said while it is not necessarily progress towards getting an actual resolution, it is checking a box that obviously is going to need to be met to reach an agreement on those items with the city. Mr. Pine said secondly on September 30th Ray Williams, our sports facility director, and I did a tour with zoo staff at the JMC ice rink, in anticipation of us taking over the management of that facility. He said essentially, we walked the building, we looked at the mechanicals, we had conversations with the staff that is currently in charge of upkeep of major equipment. Mr. Pine said we met with some staff that is in charge of booking events there to get an indication of how that works. He said we are in the middle of creating that additional agreement. He said Attorney Bill Speros, with McDonald Illig, is working on that document. Mr. Pine said that document obviously has some intricacies involved with it in terms of how we want to particularly write that, because that is the one piece of that facility that we anticipate that we would be more involved from a staff standpoint. He said that document has not been completed yet. Mr. Richards said Attorney Walczak indicated that that facility is not regulation size. He said therefore, I think we should take serious consideration of whether or not it should be demolished as opposed to enhancing it and spending more money. Mr. Richards said I just throw that out there because I don't know where you are in your discussions. Mr. Walczak said what we said in our draft agreement to the city, that we sent on September 17th, we indicated that one of the things we would do immediately upon completion of the transfer was to commission a study on ice needs in Erie. He said not just for that site but as the community as a whole. He said we have indicated to them in the documentation that went to the city that the rink may or may not remain there depending on what that study produces. He said we haven't reached any firm conclusions about what that would be and no one has got any preconceived notions as to what that might be. Mr. Walczak said typically if you were really looking to our facility that would promote tourism and drive tournaments and bring some kids in and stuff like that. He said we would have a two-pack facility that has a restaurant, pro shop and very substantial locker rooms so you can accommodate large number of teams at the same time. He said we do not have anything like that in Erie now. A brief discussion followed.

Mr. Richards said when you were touring the sports facilities at the zoo the other issue is the golf course. He said did that tour include that. Mr. Pine said it did not because our plan is to lease back at no cost the golf course and Glenwood to the city. Mr. Richards said so a decision has been made not to change hole number one. Mr. Pine said we will own the property so if there is a decision in the future it is all going to depend on how this plays out. He said for instance if we do the ice study and it makes sense to have three sheets of ice on a single property; we could potentially expand the zoo where the current ice rink is. He said we just don't know because those facts aren't available yet. Mr. Pine said the expansion of the zoo is yet unknown. He said we must do a study. Mr. Pine said I am meeting with Roo Kojancic next week. He said she has a firm that we are going to be looking to contract with for consulting on that for next year along with the ice. Mr. Richards said so we are not going to address the golf course realignment, maybe not at all, depending on what your studies are on the ice rink. Mr. Walczak said we reserve our rights and under the documentation we

provide to the city. He said that we have said that we reserve the right to reconfigure the golf course and reconfigure the picnic area if we need to do so in order to complete and effectuate a comprehensive plan for the zoo. Mr. Walczak said that there is obviously going to be an expansion of the zoo acreage that might encompass changing some parts of the golf course. He said what we have promised though is that we would not take away the golf course, but that we would maintain it as a nine-hole course. He said and maybe the first hole may be instead of a par five, maybe it is par three or if this rink goes away maybe you move a hole down there and take that area that is next to the zoo. Mr. Richards said the reason I brought it up is two different people have come to me about not changing the golf course layout. He said they have shown me maps and apparently hole number one is long and then everything is a perpendicular angle to it. Mr. Richards said Andy Connor contributed millions of dollars to that when they were rehabbing it 5 or 10 years ago. He said I don't know whether he has any right to be part of the decision process or not in his gifting. Mr. Richards said other golfers that have lived around that area said that you are in for a real holy war if you try to change anything on that course because so many people have grown up on that course into adulthood. Mr. Richards said I had asked them to give me some ideas, and they basically said there is no way you can change the way that course is laid out. He said I just wanted to pass that on to you and I am going to pass those people on to you also because apparently, I am not keeping up to date on this. He said what you are telling me is you are basically walking slowly on this whole thing. Mr. Pine said we are gathering more facts before we make any decisions. A brief discussion followed.

Mr. Richards said the only reason I raise these questions is I have been concerned about the financial arrangement with the zoo. He said when I became a member of this board in 2001 our finances were as bad as the zoo. Mr. Richards said it has taken almost 25 years to get our balance sheet to look the way it does. Mr. Richards said we have enough reserves that in the worst case scenario, whether it's covid or something else, we have cash traps that will protect us with our bond issues and our credit facilities. He said I have always been concerned about the finances of assuming the zoo's obligations. Mr. Richards said what I am picking up is it is going to cost us probably \$1.5 million a year in administrative expenses, and the number keeps changing, but I believe we need capital expenditures around \$50 million. Mr. Richards said I sit on the board of CRIZ and hopefully that is going to be a great source of funds for a project like that because it certainly is a community asset, but I think you've got to keep your priorities straight. He said if we are going to take over the zoo let's take care of the zoo. Mr. Richards said let's not start investing in ice facilities and golf course facilities and take care of the real issue why we are getting involved in this marriage. Mr. Walczak said one thing you can tell folks that approached you is that we have committed in the letter that we sent to the city in July, it was incorporated into the resolution by city council, and it's in our draft documents that we sent to the city, is that the study will be a very open and public process that will get input from all elected officials, all stakeholders, the public at large. Mr. Walczak said the idea is that we are promising that we are going to make this process very, very transparent so everyone who has an interest, such as the folks you just mentioned, will have the opportunity to have input into that study. He said I am assuming that the study will give us not just one option, but there will be perhaps two or three options in showing what you might have, what you might be able to do there. Mr. Walczak said people will have a chance to look at it and say what is the best thing to do going forward. Mr. Richards said have we hired a company to do the zoo study. Mr. Pine said no. He said I am meeting next week with Roo Kojancic and I have asked her to identify a company that works within that field, and she has one to review with me next week. Mr. Pine said that would be done in 2026. Mr. Zaphiris said don't they have studies that have already been done for the last 10 years that we could actually look at ahead of time just to see what they planned 10 years ago. Mr. Walczak said they have a plan that they developed around 2019 but it was just for the 15 acres that they presently occupy. He said it did not look beyond that and expand the size of the zoo. Mr. Walczak said it is pretty clear that the zoo needs to expand to be what it ought to be given the modern criteria for managing animals. He said they need a bigger footprint plus some exhibits require more acreage simply because of the nature of the animals. A brief discussion followed.

Mr. Pine said some of the concerns you're bringing up I think were concerns by everybody on the board and continue to be. He said I think that is why we have written this document of transfer, where our financial involvement at least up front is finite. He said we have agreed to up to \$500,000 annually because we can absorb that in doing an analysis of our financials, we are not obligated beyond that. He said the studies are going to tell us what direction we potentially would go in. Mr. Richards said but the \$500,000 you are half pregnant, and every estimate I've seen in this room has never been accurate, so you got to plan on what other people are telling us, and be prepared for fallback positions as far as your financial exposure. He said I agree with the principle that it's a great asset of the community. Mr. Richards said we are probably the only entity that has the expertise in staff and financial resources to make it happen. He said but when I hear us trying to enhance a golf course or create a new ice rink I'm just wondering should we stay focused on why we're getting

involved in this whole relationship. Mr. Zaphiris said was the agreement written for example if it really bleeds cash more so than what we think are we able to sever our ties. Mr. Walczak said yes it does have a provision there for us to give them notice that we decided we no longer operate it and return it to the city. He said the way it is drafted now; we haven't received feedback from the city as to what their reaction to approaches, but the approach that we've given them is we will give them two years notice of our decision to get out. He said they have one year to decide if they want to run the zoo and take it back or not take it back and close it down. Mr. Walczak said if they say they're not going to take it over, we would do as much as necessary to wind down the operations of the zoo and make certain the animals are transferred to appropriate facilities. He said if they do say they want to take back the zoo we just hand it back to them and make some arrangements to do that in a way that's appropriate. A brief discussion followed.

Mr. Pine said if you recall we entered into a new contract with a ticket provider back in July of this year. He said as part of the negotiation for that five-year ticket deal, we negotiated the addition of a website. Mr. Pine said AXS Tickets, which is our ticket provider, also owns Carbon House, which is the premier website creator for entertainment venues in the country. He said they included as part of the ticket deal that we signed with them the creation of a new website for us. Mr. Pine said our marketing team is working with them currently and we should have a new website up and running with a lot more functionality. He said we are targeting a launch for that in February of this coming year.

Mr. Pine said the Erie Choice Awards were recently hosted it at our own Bayfront Convention Center, and we were the recipient of several awards. He said 8 Great Tuesdays was recognized as the local event of the year, and the Warner Theater won two awards, live music and concert venue as well as live theater. He said congratulations to those facilities. Mr. Pine said in addition to that Rebich Investments Amphitheater was also a finalist as live venue, and Pier Six won best outdoor venue.

Mr. Pine said lastly, our Erie Events Holiday Party is set for Monday, December 15th. He said we are doing something a little different this year than our normal presentation. He said each month we have been awarding throughout our facilities an employee of the month. He said we are going to be recognizing all of them at this event and nominating a winner for the entire year. Mr. Pine said it'll be an employee-focused event but obviously we'll go through some of the highlights of the things that we've accomplished this year as an organization but we want to spend a lot of time recognizing what has grown to nearly 1000 when you count part-timers that are associated with our venues. He said I hope you all will be able to attend. Mr. Pine said we will get an invite sent out for everybody to be able to get that on your calendar. Ms. White said can you share again how you manage this event by using a caterer to give our employees time off. Mr. Pine said absolutely. He said we use a third-party firm to handle the bar for us. He said then we have a trade agreement with Calamari's. He said they have some advertising in addition to the things that they do at the arena, so we do a partial trade with them. Mr. Pine said Calamari's caterers the event and the bar service, which enables all of our staff to be able to attend the holiday party and not have to work the event.

Mr. Snyder said I want to highlight our sales team. He said if you recall we had some significant losses on the corporate side of our sales this year. He said the cancelation of events were outside of the control of our team. Mr. Snyder said that they were able to claw back and do a lot of business within the year which TJ mentioned earlier, and we are on pace to finish very close to the original plan for budget this year at the convention center. Mr. Snyder said so great work to them.

Mr. Snyder said I wanted to share a Bayfront Parkway construction update. He said we had a couple conversations with Mr. Justin Baker from PennDOT. He said from the convention center to the West by next week all the construction activities should be complete. Mr. Snyder said they just did some final curb work and pulled all the fencing down. He said they are going to pull all the cones and markers down so the area by the Water Works and from the roundabout to the West will all be final set. Mr. Snyder said that Mr. Baker mentioned to Gus and I that they are doing quite well, and they are a little bit ahead of schedule. Mr. Snyder said as it relates to construction we held a meeting at the convention center, which we hosted on October 9th of local businesses along the waterfront specifically of how we can market to local community over the next 18 months as a group or coalition. He said in conversations with Tim Sedney, Junior at Sloppy Duck, and John Melody all the restaurants have felt significant impact since Labor Day because the message in the community has been the Bayfront is closed. Mr. Snyder said if you have been down there it's actually easier to get to the convention center and those waterfront businesses so we got everybody together from the library, the Port Authority the Cobblestone Hotel, and we talked about how we can work as a collective group to market and put pressure on our media partners specifically to do positive stories about the local businesses and activities down there and ease of access. He said the Scotts were not there, but we did have a conversation with them ahead of time. Mr. Snyder said if you recall Tall Ships the first story was always construction and how bad it was going to be. He said that happens every time we do something for 8 Great Tuesdays, and when I did interviews for

Comic Con the first five questions related to construction not the event itself. Mr. Snyder said meeting with the TV station General Managers and working with our media partners to try to change that narrative. A brief discussion followed.

Mr. Glass motioned to accept the Management Reports as presented. Mr. Riley seconded the motion. The motion was approved unanimously.

OLD BUSINESS:

Mr. Glass, Construction Committee Chairperson, said we have four projects that we are currently working on. He said the drawings for the Courtyard Renovation Project are out for bid as we speak. Mr. Glass said they had a pre-bid conference this afternoon at 1:00 p.m. at the Courtyard. He said bids are due October 30th with construction beginning probably on December 1st. Mr. Glass said the architect for the Courtyard Shelley Buehler has pre-purchased all the furniture, wall covering and soon will purchase the carpeting for the project once she's comfortable with the yardage that is going to be needed. He said the long lead item was for the furniture which is 14 weeks, so it's already been ordered about two weeks ago. He said so that's moving along very well.

Mr. Glass said for the Market House Mr. Hesch is working on bridge financing and we are working with tenant two on one side and possible tenant will be in the second space that we have. Mr. Glass said we hired Richardson Design out of Cleveland to help with the coordination and development of a restaurant and other activation for the space. He said we should have a pretty good idea of where we are with the Market House interior layout by the end of the year.

Mr. Glass said the ramp expansion drawings are done. He said we have approval by the city council for a variance of the height of the elevators that exceeded 50 feet. He said that project is going to be going out for bids probably in another week with construction starting right around the first of the year.

Mr. Glass said the Sheraton glass replacement, I believe we have about 7 windows to go from the original 100 windows that we purchased. He said once that is done and we have the revenues to continue with the glass replacement; we will have to do the 2nd floor and the 8th floor. He said they are a different size of window than the 100 windows that we have.

Mr. Pine said I have got just a couple additions to Mr. Glass's report. He said the Construction Committee met and we discussed the Market House Project. He said because of the size of the Market House Project we will be doing labor agreements for this project. He said we will work with the local unions to make sure that we get labor agreements in place. Mr. Pine said and then for both that project as well as the ramp expansion I've reached out to Mike Chevalier who is with Premier Education. He said I believe that this organization has used him in the past to help us track minority labor participation so we will be doing that for both of those projects. Mr. Richards said we have a cookie cutter project labor agreement. He said we were supposed to use it in our first big construction project. He said the model the locals were handing us was modeled after the Allegheny County one. He said and that is when we basically said we could not afford it. Mr. Richards said we came to an understanding with all trades, and that is what we have been using on all our projects. Mr. Richards said I don't know the current union leadership like I did before but I'm assuming that should be acceptable. He said I don't think you have to begin de novo to draw up a new project labor agreement. Mr. Pine said I agree.

Mr. Richards, Strategic Planning Committee Chairperson, said I'm going to defer to Mr. Pine as far as the consultant meeting that took place two days ago.

Mr. Richards said I have some new announcements to make that the Governor's Office called me on Tuesday and basically advised that because of the budget impasse in Harrisburg there will be no grants issued throughout the Commonwealth under what I call the RCAP grants. He said we had agreements with the Governor's Office for \$4.5 million and \$5 million from the Republican leadership of the Senate. Mr. Richards said those decisions normally are made in October. Mr. Richards said that is how the conversation started. He said I have been working on this one for six years. Mr. Richards said the cost of the project originally was estimated at \$7 million and eventually got up to \$11 million and then to \$14 million. He said I have always assumed that we need \$15 million. Mr. Richards said like most of the projects in this in this authority, we have been able to get a lot of grant money to the point that we don't have any kind of debt structure that any other authority in Pennsylvania has and as Mr. Pine has indicated even in the country for the facilities we have. Mr. Richards said the Governor's Office advised me that they are going to make an exception, and they're going to fund both grants both the \$4.5 million and the \$5 million and that Governor Shapiro will be in Erie to announce that he's granting a \$9.5 million grant to the Erie County Convention Center Authority for the

Market House which means we have all the money we need from the previous money so that we'll have \$15 million set aside for the Market House. Mr. Richards said the Governor's Office has invited the full board to attend the press conference. He said it is going to be down near the construction of the highway. Mr. Richards said the Governor is going to make remarks. He said the Secretary of Transportation will make remarks. Mr. Richards said I am glad he will be here because we want to recertify that he's building a pedestrian bridge since I have not heard much about that lately. He said they have asked me to speak and the Secretary of the Department of Community & Economic Development, Mr. Rick Siger will be speaking, the President of the Trade Unions will speak and possibly Representative Pat Harkins. Mr. Richards said do we have construction plans finalized yet. Mr. Glass said we do. He said we are still making slight changes to accommodate our second tenant. Mr. Richards said when could we put that out for bid. Mr. Glass said we are still on track for December 1st.

Mr. Pine said the Strategic Planning Committee and some of our senior staff met with HVS and the hotel management team yesterday. He said the objective was to report on results for Q3 July, August and September. He said I am happy to report that for the first time ever measured by the quarter the two hotels together did \$10 million plus in revenues, which was fantastic. He said that's a great sign. He said that one thing that stuck out to me was that Mr. Snyder was mentioning the sales team making up for some lost business. Mr. Pine said that impacted our hotels as well. He said just as an individual measurement, the hotels lost 930 rooms associated with Erie Insurance. Mr. Pine said most of that was caused by some issues and challenges that they had and needed to cancel meetings. He said 930 rooms is a significant amount of revenue, so the fact that they performed that well is fantastic. Mr. Pine said there were a couple of items that we spent some significant time discussing, particularly the marketing and promotion of Two45 Bar and Grille as well as customer service scores. He said they had a very busy quarter that impacted them negatively from a customer service standpoint. Mr. Pine said so between us and HVS, we've asked them for an action plan on how to ensure that the focus on both revenue and customer satisfaction had equal weight within that management company. Mr. Pine said and then related to promotion of the restaurant, we still believe we spend a significant amount of money renovating the entire first floor, but particularly the restaurant. He said and we feel that there is just based on anecdotally in both several of our own experiences with the restaurant that we feel that there's some effort that could be put in to maybe elevate both the promotion of the restaurant as well as the actual execution of the dining experience. Mr. Pine said one of the good things that they presented is that they have recently hired a new chef. He said his name is Oscar and he is from Erie but he was working with White Lodging basically traveling around the country filling gaps as they had them in their other hotels. He said he has had great restaurant experience so we will see what that ends up. Mr. Pine said they're very optimistic about the team that they have in place. Mr. Pine said that is something I think we are going to track. Mr. Pine said I know it will be on my objectives as I look at next year in terms of my role of how I can help direct them in the right direction to keep ensuring that we have a top-notch restaurant. He said the pricing at that restaurant is top tier pricing so the experience and the promotion of that has to match. But overall, there were great results. Mr. Pine said I think they're projecting to be down 5% in revenues for the fourth quarter. He said so they're spending a lot of time not only on those two items, but clawing back the 5% that they're currently down to budget for the final quarter of the year.

OTHER BUSINESS:

Mr. Pine said this is a very brief update that I'm going to ask Mr. Snyder to go through some of the results that we've had. Mr. Pine said you all know we are doing several feasibility studies that the majority of the impetus for this is the potential for the CRIZ funding. He said our objective as likely one of the only organizations in this community that is in a position to take advantage of this game changing program over the next 30 years. so we want to get ahead. Mr. Pine said what we are looking at today is potential expansion of the convention center. He said this is not a project that we are looking at over the next couple of years. Mr. Pine said again, going to the point that this money is not evergreen, so it goes away each year. He said there's tremendous pressure on the local CRIZ to identify partners and projects where they are going to be able to create impactful projects for Erie. He said this is one of the ones that we have identified. He said we originally started working with CH Johnson, which has handled a lot of our feasibility studies in the past. He said they are experts in the hotel, tourism and hospitality business. He said early into the project we attached TVS which is a national architectural firm that works within the hospitality and convention center space specifically to create some rendering. Mr. Pine said you will see a lot of drawings. He said they are fantastic drawings. Mr. Pine said none of what you see today has been decided or set in stone. He said that that process obviously

would be much further out, but we wanted them to at least create some images of what this could look like down the road.

Mr. Snyder presented the Bayfront Convention Center Expansion Project drawings to the board. A brief discussion followed.

ADJOURNMENT:

Mr. Glass motioned to adjourn. The motion was approved unanimously.

The meeting adjourned at 4:18 PM.