



louisville arena authority

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Board of Directors Meeting

June 13, 2011

9:00 a.m. EST

KFC YUM! Center

Louisville, KY

Directors in Attendance: Mr. Larry Bisig, Mr. Todd Blue, Mr. Junior Bridgman, Mr. Tim Corrigan, Mr. Eric Gunderson, Vice Chairman Larry Hayes, Ms. Alice Houston, Metro Council President Jim King (Ex Officio), Ms. Cissy Musselman, Mr. Jim Patterson, Ms. Lindy Street, Ms. Maura Temes, Mr. Dan Ulmer, Mr. Bob Woolery, Chairman Jim Host

Directors Absent: Mr. Ron Carmicle (Ex Officio), Mr. William Summers V

Consultants and Staff of Arena Authority: Mr. Harold Workman, Executive Director; Mr. Ed Glasscock, General Counsel; Mr. Ted Nicholson, KFC YUM! Center General Manager; Ms. Lynn Saltzman, LASEP

Welcome: Chairman Host

Chairman Host declared a quorum and convened the meeting. He complimented Mr. Nicholson and the KFC YUM! Center staff on the arena's cleanliness.

DISCUSSION ITEM: Acceptance of the Minutes of April 12, 2011 Board Meeting – Chairman Host

Mr. Bisig moved to accept the Minutes of the April 12, 2011 Arena Authority meeting. The motion was seconded by Mr. Gunderson, and the motion passed unanimously with no abstentions.

DISCUSSION ITEM: Presentation of Financial Statements –Chairman Host

Chairman Host introduced Mr. Jerry Frantz, Director of Administrative Services for the Kentucky State Fair Board, who presented the financial report from January 1 through April 30, 2011. Mr. Frantz advised that the report reflected a positive balance, with a net income of \$145,444. Mr. Frantz reviewed the numerous events that have been held in the KFC YUM! Center since the beginning of the year, including George Strait, Lady Gaga, Elton John, Kid Rock, and UofL basketball. He advised that direct event income is generated from events at the arena. Mr. Frantz reviewed the direct event operating expenses such as Fair Board labor, hired labor, production costs; and the expenses not related to specific events, such as general administrative and indirect maintenance expenses.



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DISCUSSION ITEM: Sponsorship Update – Chairman Host

Chairman Host introduced Ms. Lynn Saltzman, General Manager of LASEP, who announced an additional \$250,000 in new sponsorship sales. Ms. Saltzman reported that Absolut Vodka has secured naming rights for the southeast premium box bar, making it the “Absolut Premium Box Lounge.” Community & Aztec Limousine has been named the “Official Limousine Company” of the KFC Yum! Center, and Los Aztecas and Sol Aztecas Mexican restaurants will be featured on the exterior video marquee located on the Norton Healthcare Plaza.

Chairman Host thanked Ms. Saltzman and advised that approximately \$50 million in sponsorships have been secured over a 10-year period.

DISCUSSION ITEM: Management Update – Ted Nicholson

Mr. Ted Nicholson, General Manager of the KFC YUM! Center, provided an update on recent activities at the Center. He advised that one of the goals of the KFC YUM! Center staff is to keep the facility clean and looking new, as well as a continued focus on customer service. He stated that they are continuing to work to book more acts to fill the dates that UofL does not use. Additionally, they are working on increased efficiency as it pertains to energy use and staffing.

Chairman Host directed the Board’s attention to a recent Pollstar chart that listed the KFC YUM! Center as one of the top 50 arenas in the world in terms of ticket sales.

DISCUSSION ITEM: Arena news articles/press – Larry Bisig

Mr. Bisig advised that recent news articles were included in the Arena board books.

DISCUSSION ITEM: Other Business – Chairman Host

No other business to come before the Authority, the meeting was adjourned at approximately 9:15 a.m.

Respectfully submitted,
Laura Chandler