

Meeting Notes
Spectator Facility Fundraising Advisory Committee

Monday, September 9, 2013

9:00-10:30am

St. Catharines City Hall, 50 Church Street – Committee Room 1

Attended:

Brian McMullan, Mayor ~ ex-officio
Matthew Harris, Councillor
David Oakes, Economic Development & Customer Service (EDCS)
Rick Lane, Recreation & Community Services (RCS)
John Sim, Manager of Accounting and Payroll (FMS)
George Darte, Chair - Community
John Bragagnolo, Community
Mick Wolfe, Community
Rick Woodward, Community
Myles Gallagher, Superlative ~ via conference call
Steven Volchko, Superlative ~ via conference call
Leanne Kurek, Administrative Support

Regrets:

Mark Cherney, Community
Kyle Canter, Superlative Group

Meeting Notes

1. Welcome ~ George Darte, Chair
2. Confidentiality Agreement
 - a. Reiterated confidentiality agreement for all committee members.
3. Task Force
 - a. Maximum number – no cap, if a large amount of members make sub committees.
 - b. Future meeting dates – The first meeting for the Task Force will be on Monday, September 23rd at 1:00pm. Future meeting dates TBD
4. September 10th announcement
 - a. Announcement will take place at 4pm at 40 St. Paul Street, all committee members are welcome to attend.
5. Suite Sales ~ Update from Superlative
 - a. Sales campaign launch on September 11th at 6pm.
 - b. Renderings of the suites will be displayed.

- c. Superlative sent out 200 invites and followed up with phone calls, they have 40 confirmed attendees.
 - d. Deposit for suite required in order to secure.
 - e. Suites are selling for \$15,000 without including tickets for events and hockey games. This price is below the league average.
 - f. Staggered renewal terms – 20 year, 10 year, 7 year and 5 year. Inflation escalator is built in to every term.
6. Prospect List Review
- a. Committee is to review the list and add any names that may have been missed.
7. Spectator Facility Design for naming rights
- a. September 10th event.
8. Plans for the building – Update from David Oakes and Rick Lane
- a. The final design has not yet been released to the public.
 - b. City staff and contractors are still finalizing details.
9. Trades working on facility
- a. Committee to obtain a list of all trades working on the facility.
 - **ACTION: David Oakes and/or Rick Lane to get the list and contact information to the committee.**
10. Donor Recognition Levels
- a. The committee is to come up with donor recognition levels and create categories.
 - b. George to work with Superlative.
 - c. Founder walls – ensure the ‘blocks’ are removable and that they can also be added in.
 - **ACTION: Matt Harris to supply Rick with contacts for donor recognition wall.**
 - d. Should donors be able to give shares, life insurance etc.?
 - **ACTION: John Sim to research – check Municipal Act.**
11. Allowable pledge time
- a. Donation under \$50k payable at time of donation.
 - b. Any donation over \$50k, the donor is given up to 5 years to complete the pledge.
12. Other facilities assessment
- a. No update available on the arenas in the city.
13. New Business
- a. Website to be created for Task Force.

- b. The old website for the Arena Task Force has been gifted ~ needs to be updated. George has the information to connect from Advocacy committee and will give to City staff.
- c. Link will be created from Committee page on city website to task force fundraising website.

Next meeting: TBD