

Joe Plankis
Doug Holtz
Jill Doyle
Bob Beaudry
Linda Naas
(Mike Steele-School board/non-voting member)

WESTFIELD REDEVELOPMENT COMMISSION (RDC) MINUTES

The Westfield Redevelopment Commission held a public meeting on July 18th, 2022, at Westfield City Hall. Members in attendance were Joe Plankis, Doug Holtz, Linda Naas, and Bob Beaudry. Jeremy Lollar was in attendance. John Rogers, Enterprise Director, and Manny Herceg, legal counsel, were on the call.

Joe Plankis opened the meeting at 6:00 PM

Changes to Agenda

None

Approval of Redevelopment Commission Minutes

Doug Holtz made the motion to carry over the minutes from June 13th, and June 20th, (to amend) until the next meeting. Bob Beaudry seconded. Vote: Yes-4; No-0. Motion carries.

Approval of Claims

Linda Naas made the motion to approve the claims. Bob Beaudry seconded.
Vote: Yes-4; No-0. Motion carries.

Ratification of Current Grand Park User Agreements

Matt Trnian stated the agreements were standard.

Doug Holtz made the motion to approve user agreements. Bob Beaudry seconded.
Vote: Yes-4; No-0. Motion carries.

GP Q2 Report

Matt Trnian, Director of Grand Park, was joined by William Knox, Legacy Sports Management, and Blake Hibler (by telephone) of BullPen Tournaments. The presentation included statistics on Second Quarter financials. Revenues were \$1,159,574.57 and expenses were \$976,524.40. Personnel expenses are up since last year as operational, maintenance, and seasonal staff was expanded. There has been an uptick in costs related to park utilities, specifically water. Operating expenses have not changed significantly since 2021.

Linda Naas requested information from Site Search on room reporting related to hotel stays from Grand Park traffic. Bob Beaudry asked the difference between visit versus visitor-counts.

The liquor license for the Sports Campus must be renewed. The new ground's staff will help save money on irrigation repair. Unique business events are occurring at GPEC more regularly. Colts Training Camp is right around the corner and much work has gone into the organization of

calendars, vendors, and “flipping” GPEC from general operations to use exclusively for the Colts.

William Knox presented on behalf of Legacy Sports group. Visitor counts have decreased following COVID. Using 2019 as a guide, visitor counts are expected to be level. Business development continues to improve and \$1.5 million dollars were generated in Q2. COGS will have an effect on future rates. \$75, 827 was generated in Q2 sponsorships and Legacy Sports looks forward to bigger named sponsors with new opportunities throughout the park for them.

Blake Hibler (joining remotely) highlighted six items on-screen that included no rain in June, improvements to umpire locker rooms in addition to an umpire meal plan, turf installation, MPL (Midwest Prospect League) Event was a major success, and there was a 10% increase in teams over Q2 last year. Further discussion of visitor traffic versus team traffic took place.

Bob Beaudry inquired about a noticeable difference (downturn) in concession revenue and branded Grand Park merchandise. William Knox responded that there is a direct correlation between hotel stays and concession’s revenues, and vendors are being investigated toward reaching reasonable merchandising opportunities.

Linda Naas asked about the impact of Indy Eleven’s new stadium. William Knox explained Grand Park will remain their training facility. Additionally, Mrs. Naas questioned the amount of outdoor storage at Grand Park and Matt Trnian responded that additional storage facilities (in a fixed building) are part of his upcoming capital plan.

Grand Junction Plaza Offices - 201 Mill Street Renovations

Jeremy Lollar’s introduction to the property located at 201 Mill Street, the Grand Junction Plaza offices, was tabled due to lack of time. The agenda item will be moved to the next meeting and a narrative will be emailed to commission members to progress the conversation.

Additional Business Before the Commission

None

Meeting adjourned at 6:44 PM

Joe Plankis

Date