



Tupelo Coliseum Commission

Regular Meeting Minutes

March 15, 2021

Be it known the Tupelo Coliseum Commission did meet in regular session Monday, March 15, 2021, at 3:00 p.m. in the North Hall Meeting Rooms 1 and 2 with the following present:

Chairman Nat Grubbs
Vice-Chairman Neal McCoy
Commissioner Tom Brown
Commissioner Jonathan Waller
Commissioner Marcus McCoy
Commissioner Yvette Crump

Representatives of the City of Tupelo Present:

Doug Johnson – Executive Director – BancorpSouth Arena
Kevan Kirkpatrick, Director of Marketing – BancorpSouth Arena
Markel Whittington – City Councilman

Chairman Grubbs called the meeting to order at 3:05 p.m.

Approval of Minutes from February 22, 2021, Regular Meeting Minutes

Commissioner McCoy made a motion to approve the minutes from February 22, 2021, as presented seconded by Commissioner Brown. All commission members voting aye, the motion passed.

Financial Report

Kim Hanna was not in attendance to present the financial report, she was involved in another meeting.

Director's Report

Doug Johnson, Executive Director reported that "The ribbon cutting for the new addition is Thursday, March 18, 2021 at 3pm at the Tower. Last week weeks have been busy announcing and going on sale with shows. Fall is going to be a fantastic lineup for us. We had some shows lined up in Governor Reeves extended the attendance numbers to twenty five percent. Our upcoming shows:

- Parker McCollum – 3/25
- Rodeo 3/27 (2 Shows 1:30 & 7:30)

- Blackberry Smoke – 4/16
- Toby Mac – 4/24
- Kane Brown – September
- Foreigner – 11/13

Exciting times! Our number one goal is for our patrons to feel safe and our COVID protocol and clear bag policy will be in place for these shows. I have had 15-20 inquires in the last ten days for shows”, stated Johnson “Meeting and Conference Center events are going well. Last week we had the Secretary of State’s office conducting election training for some local people. We have had good inquires for conference center events. We will be sporadic for five or six months but fall will be good,” stated Johnson. “I will have my re-opening plan by Friday. We’re going to tell everyone our policies for that. We want to keep everyone safe, we are going to start by replacing the air filters in the building to make it more suitable for stopping viruses while in the air”, reported Johnson.

Old Business:

None to Report

New Business:

Refund for Southern Travelers

Doug Johnson reported on the Southern Travelers Writers Group that came in the weekend of 20-22 of February. After a brief discussion Commissioner McCoy made a motion to approve the refund for the southern traveler’s group, seconded by Commissioner Brown. All commission members voting aye, the motion passed.

Beverage Approval

Chairman Grubbs asked for a motion to approve the sale of alcohol beverages at Parker McCollum, Rodeo, and Blackberry Smoke. Commissioner Waller made a motion to approve the sale of alcohol beverages for all three shows, seconded by Commissioner Crump. All commission members voting aye, the motion passed.

Check Approval:


Chairman Grubbs asked for a motion to approve the checks. Commissioner Crump motioned to approve the checks. Commission McCoy seconded the motion. All commissioners voted aye; the motion passed.

Adjournment:

After no other business, Chairman Grubbs adjourned the meeting at 3:22p.m.

Yvette Crump
Secretary





Nat Grubbs
Chairman



Tupelo Coliseum Commission

Regular Meeting Minutes

April 19, 2021

Be it known the Tupelo Coliseum Commission did meet in regular session Monday, April 19, 2021, at 3:00 p.m. in the North Hall Meeting Rooms 1 and 2 with the following present:

Chairman Nat Grubbs
Vice-Chairman Neal McCoy
Commissioner Tom Brown
Commissioner Jonathan Waller
Commissioner Marcus McCoy
Commissioner Jason Hayden
Commissioner Cindy Murphy

Representatives of the City of Tupelo Present:
Doug Johnson – Executive Director – Via Zoom
Kevan Kirkpatrick, Director of Marketing – BancorpSouth Arena

Chairman Grubbs called the meeting to order at 3:07 p.m.

Approval of Minutes from February 22, 2021, Regular Meeting Minutes

Commissioner Brown made a motion to approve the minutes from March 15, 2021, as amended for date change seconded by Commissioner McCoy. All commission members voting aye, the motion passed.

Financial Report

Kim Hanna was not in attendance to present the financial report, she was involved in another meeting.

Director's Report

Doug Johnson, Executive Director reported that "On our conference center updated, we are putting the finishes touches on that and should be completed by May. Trending upward in the booking of new space with the arena together. MS State gymnastics championships will be one of the first to utilize the whole space of both buildings in March 2022 and 2023. Infrastructure the RFP for the point of sale system is going out. The chiller is on its last leg. I'm working on where to find the extra money to replace that soon", stated Johnson. "Our staff is doing a phenomenal job for being shorthanded. As we all know it's hard to bring people back consistently when we don't have the shows to match the need. We have reached out to nine

staffing companies to see if they can help us fill the void in workers when needed. We're at 75% capacity inside the arena and I'm expecting it to be 100% by May or June", reported Johnson.

Event wise

- Park McCallom – 3/25
- Rodeo – 3/27 – made money on both of those events. Will have the final numbers by the end of the week.
- Blackberry Smoke – 4/16 – made good money on. The club is going to be a revenue generator.
- Toby Mac – 4/24 – parking lot show.

Exciting times! I'm had fourteen inquires for September through December. Confirmed three thus far. Blue Suede Cruise and Elvis Fest are coming up. We have booked a family show. Possibly two more in June/July. I've received inquiries about a couple of band rehearsals, and possibly two more", stated Johnson.

Old Business:

None to Report

New Business:

None to Report

Beverage Approval

Chairman Grubbs asked for a motion to approve the sale of alcoholic beverages at Blue Suede Cruise. Commissioner Hayden made a motion to approve the sale of alcoholic beverages for Blue Suede Cruise, seconded by Commissioner Waller. All commission members voting aye, the motion passed.

Check Approval:

Chairman Grubbs asked for a motion to approve the checks. Commissioner Hayden motioned to approve the checks. Commission Brown seconded the motion. All commissioners voted aye; the motion passed.

Adjournment:

After no other business, Chairman Grubbs adjourned the meeting at 3:21 p.m.

Yvette Crump
Secretary





Nat Grubbs
Chairman



Tupelo Coliseum Commission

Regular Meeting Minutes

May 14, 2021

Be it known the Tupelo Coliseum Commission did meet in regular session Monday, May 14, 2021, at 3:00 p.m. in the North Hall Meeting Rooms 1 and 2 with the following present:

Chairman Nat Grubbs
Vice-Chairman Neal McCoy
Commissioner Tom Brown
Commissioner Jonathan Waller
Commissioner Marcus McCoy
Commissioner Jason Hayden
Commissioner Cindy Murphy
Secretary Yvette Crump
Commissioner Stan Allen

Representatives of the City of Tupelo Present:

Doug Johnson – Executive Director -BancorpSouth Arena and Conference Center
Kim Hanna – City of Tupelo, CFO
Kevan Kirkpatrick, Director of Marketing – BancorpSouth Arena

Chairman Grubbs called the meeting to order at 3:05 p.m.

Approval of Minutes from April 19, 2021, Regular Meeting Minutes

Commissioner McCoy made a motion to approve the minutes from April 19, 2021, as written seconded by Commissioner Brown. All commission members voting aye, the motion passed.

Financial Report

Kim Hanna reported on the Coliseum's financials. "We have just over \$291k operating cash. I do not think the budget will be a problem at all. If it is a problem we can amend the budget one time in between July and September. If we did have to amend the budget it would not be a bad thing because that would be mean more shows, which bring in more revenue but also increased expenses. Even the small shows bring so much to the bottom line. We are more than covering our overhead not just the cost of the show. The financials are a good representation of where we are heading", reported Hanna.

Director's Report

Doug Johnson, Executive Director reported on personnel first “Craig Russell, our director of operations is retiring after 27 years. His last day will be at the end of the month. We’ll be having a retirement party for him on May 27th be on the lookout for the invitation. Courtney Holcomb our event coordinator is moving to Neal’s world at the CVB. I’m looking at two different ways I could change her position for whoever fills it and will let you all know as soon as I do. We are also looking to contract as needed positions with Wise Staffing Company. We think it will alleviate some costs, financial responsibilities per employee and take some pressure off of our staff, stated Johnson. “I am also looking to reassign some of our current people, re-evaluate their job descriptions, or move some of their responsibilities. A lot of our staff want to grow and be a part of the team so I want to do whatever is going to work for them and the building”, reported Johnson. “On to the conference center, Cheryl traveled to Jackson to help sell our building and Tupelo. We got the kitchen steamed cleaned by Absolute Cleaning and Restoration, we’re going to do that once a month moving forward. It looks much better and will make it a better environment for everyone involved”, stated Johnson. “I have confirmed ten shows in the last fourteen days and our arena is currently leading the nation in sales. Our schedule is looking great, June – 2 shows, July – 1 show, August – 1 show, September – 1 show, October 3-5 shows, November 6-7 shows, December 3-4 shows. I’m also almost finished confirming those numbers,” reported Johnson. “We applied for the shuttered venues grant through the SBA, it said we could get up to 1.9 million. We should know by the end of June”, stated Johnson.

Old Business:

None to Report

New Business:

Wise Staffing Contract:

This is the contract I mentioned early about getting contract labor for our as-needed staff such as concessions, janitorial, money counters, and event staff. All except security for right now. Chairman Grubbs asked for a motion to approve the contract from Wise Staffing. Commissioner Hayden made a motion to approve the Wise Staffing contract, seconded by Commissioner Murphy. All commissioners voting aye, motion passed.

Beverage Approval

Chairman Grubbs asked for a motion to approve the sale of alcoholic beverages at Tupelo-Golden Triangle Open Rodeo, ElvisFest, Baby Shark, and Jamey Johnson. Commissioner McCoy made a motion to approve the sale of alcoholic beverages for the four listed events seconded by Commissioner Waller. All commission members voting aye, the motion passed.

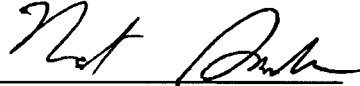
Check Approval:

Chairman Grubbs asked for a motion to approve the checks. Commissioner Waller motioned to approve the checks. Commission Hayden seconded the motion. All commissioners voted aye; the motion passed.

Adjournment:

After no other business, Chairman Grubbs adjourned the meeting at 3:31 p.m.

Yvette Crump
Secretary



Nat Grubbs
Chairman



Tupelo Coliseum Commission

Regular Meeting Minutes

June, 21 2021

Be it known the Tupelo Coliseum Commission did meet in regular session Monday, June 21, 2021, at 3:00 p.m. in the Commerce Room with the following present:

Vice-Chairman Neal McCoy
Commissioner Tom Brown
Commissioner Jonathan Waller
Commissioner Cindy Murphy

Representatives of the City of Tupelo Present:

Doug Johnson – Executive Director -BancorpSouth Arena and Conference Center
Kim Hanna – City of Tupelo, CFO
Kevan Kirkpatrick, Director of Marketing – BancorpSouth Arena

Vice-Chairman McCoy called the meeting to order at 3:05 p.m.

Approval of Minutes from May 17, Regular Meeting Minutes

Since no quorum was met, approval of the minutes will be voted on at the July 2021 meeting.

Financial Report

Kim Hanna reported on the Coliseum's financials. "We have just over \$297k operating cash and \$878,361.00 event deposits. The End of 2020 just doesn't do it justice the monthly financials have shown good activity. The account will have some net loss to dwindle after July and July. As a reminder, the \$500,000.00 in capital improvement and \$150,000.00 for show loss will be transferred in September. The financials also show a decrease in spending", stated Hanna.

Director's Report

Doug Johnson, Executive Director gave his director's report. "We have a couple of solid shows in June and July, one so far in August, which is normally a slow period for indoor arenas. We will see a large pick-up in events in October and November, expecting thirteen to fourteen shows during that time. Jamey Johnson has about 4,000 tickets sold. We are doing well with club tickets. We can have 200 people in the space at a time my goal is to keep it about 160-170. We've hosted several things both at the meeting rooms and the conference center this month. The CREATE state of the region, the Mayor's farewell party. We have hired Mark Hudson to take over Courtney's position. We've also hired a new Director of Operations from Nebraska who will start July 1st. Our new maintenance technician started today. I will be attending the Pollstar

Conference in Los Angeles. No updates on the name change because of the bank merger just yet," reported Johnson.

Old Business:

None to Report

Check Approval:

Since no quorum was met, approval of May's checks will be voted on at the July 2021 meeting.

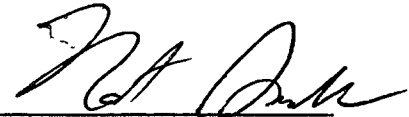
Adjournment:

After no other business, Vice-Chairman McCoy adjourned the meeting at 3:30 p.m.

Yvette Crump
Secretary



Nat Grubbs
Chairman





Tupelo Coliseum Commission

Regular Meeting Minutes

July 19, 2021

Be it known the Tupelo Coliseum Commission did meet in regular session Monday, July 19, 2021, at 3:00 p.m. in the Commerce Room with the following present:

Vice-Chairman Neal McCoy
Commissioner Tom Brown
Commissioner Jason Hayden
Commissioner Marcus McCoy
Commissioner Yvette Crump

Representatives of the City of Tupelo Present:

Doug Johnson – Executive Director -BancorpSouth Arena and Conference Center – via phone
Kevan Kirkpatrick, Director of Marketing – BancorpSouth Arena
Buddy Palmer – City Council President

Vice-Chairman McCoy called the meeting to order at 3:05 p.m. with introducing the arena's new Director of Operations, Matt Lentell.

Approval of Minutes from May 17, 2021, Regular Meeting Minutes:

Commissioner Hayden made a motion to approve the minutes from May 17, 2021, as written seconded by Commissioner Brown. All commission members voting aye, the motion passed.

Approval of Minutes from June 21, 2021, Regular Meeting Minutes:

Commissioner Brown made a motion to approve the minutes from June 21, 2021, as written seconded by Commissioner McCoy. All commission members voting aye, the motion passed.

Financial Report

Kim Hanna was not at the meeting to report on financials.

Director's Report

Doug Johnson, Executive Director gave his director's report over the phone. "June was greater financially than we could have expected. We did \$15k in net profit for the club space at Jamey Johnson. We may limit the number of people in the club if needed moving forward," stated Johnson. Vice-Chairman McCoy asked "do you plan to re-evaluate the pricing structure of the

club space as we move forward to keep the exclusivity of having this type of space or are we comfortable with the price where it is? Johnson replied, "It will be on a show by show basis but yes, we will be re-evaluating the ticket price." On the convention center side "we hired Mark Hudson who took Courtney Holcomb's position, he is doing a fantastic job continuing to book events and we've seen an up tick in events and meetings being scheduled in that building for the last two weeks", stated Johnson. "We have two good shows in July, Harlem Globetrotters on July 29th and Nate Bargatze with Leeanne Morgan on July 31st. The comedy show is doing so well for us the promoters, Outback productions is bringing two more shows to the building later this year or early next year", reported Johnson. Commissioner Crump asked about pricing structure for all events if it was different for certain types of music. Johnson explained that we have a rack rate which means the rent is the same price for everyone who wants to book/rent the building.

Old Business:

None to Report

Beverage Approval:

Vice-Chairman McCoy asked for a motion to approve the sale of alcoholic beverages at Harlem Globetrotters and Nate Bargatze with Leeanne Morgan. Commissioner McCoy made a motion to approve the sale of alcoholic beverages for the four listed events seconded by Commissioner Hayden. All commission members voting aye, the motion passed

Check Approval:

Vice-Chairman McCoy asked for a motion to approve the checks from May. Commissioner Crump motioned to approve the checks. Commission Brown seconded the motion. All commissioners voted aye; the motion passed.

Vice-Chairman McCoy asked for a motion to approve the checks from June. Commissioner Hayden motioned to approve the checks. Commission McCoy seconded the motion. All commissioners voted aye; the motion passed.

Adjournment:

After no other business, Vice-Chairman McCoy adjourned the meeting at 3:43 p.m.

Yvette Crump
Secretary



Nat Grubbs
Chairman



Tupelo Coliseum Commission

Regular Meeting Minutes

August 16th, 2021

Be it known the Tupelo Coliseum Commission did meet in regular session Monday, August 16th, 2021, at 3:00 p.m. in the Commerce Room with the following present:

Chairman Nat Grubbs
Vice-Chairman Neal McCoy
Commissioner Stan Allen
Commissioner Jason Hayden
Commissioner Marcus McCoy
Commissioner Cindy Murphy
Commissioner Marcus McCoy
Commissioner Jonathan Waller
Commissioner Tom Brown via phone

Representatives of the City of Tupelo Present:

Kevan Kirkpatrick – Assistant Executive Director -BancorpSouth Arena and Conference Center
Buddy Palmer – City Council President

Chairman Grubbs called the meeting to order at 3:00 p.m.

Approval of Minutes from July 19th, 2021, Regular Meeting Minutes:

Commissioner Hayden made a motion to approve the minutes from July 21st, 2021, as written seconded by Vice-Chairman McCoy. All commission members voting aye, the motion passed.

Financial Report

Kim Hanna was not at the meeting to report on financials.

Director's Report

Kevan Kirkpatrick began by thanking the commission for their trust in him. He praised the arena staff. He went on to say that since the last meeting we'd had three shows. First the Harlem Globetrotters and we did ok. Sales were lower than normal. Touring during the summer time, fear of Covid and their rebranding all had the same affect. They've done some rebranding that they think the public may not be responding to yet. Then Nate Bargatze and Leanne Morgan comedy show and that show did really well. Then the kids show, Blippi that did about equal to Baby Shark. Update on where we are on show. We currently have 10 shows on sale. One in September, 3 in October and 6 in November. We are going to be announcing two or three more in the coming weeks. We will not be doing ice skating this year. Update on the Shuttered Venue

Grant that was applied for. He received an email saying we were approved for an award but since his name isn't on the website, he's not sure of how much yet. He is working on getting access to through the small business association to get our info. Lots of steps through the federal government. Talking with promoters weekly, some buildings in Oct will require vaccine proof. Small venues are still testing the waters. Still a lot of unknowns. Currently all our shows are full steam ahead with no mandates in place.

Old Business:

Nat said no old business at this time. But he did want to touch on the special meeting that was held on July 26th. He passed out a copy of the minutes for approval. Nat thanked Kevan for stepping up in the absence of a Director. Nat went on to say he has contacted the search company and also talked to the same members of the search committee and all have agreed to be on that committee again.

Commissioner Waller made a motion to approve minutes from the special meeting as written, seconded by Commissioner Allen. All commission members voting aye, the motion passed. Nat continued by saying that the search process will be like it was before.

Nat also stated that a special meeting will be called to go over the budget, since Kim Hanna couldn't make it today.

Beverage Approval:

No Beverage approval at this time.

Check Approval:

Nat asked for a motion to approve the checks from July. Commissioner Hayden motioned to approve the checks. Commissioner Allen seconded the motion. All commissioners voted aye; the motion passed.

Adjournment:

After a few questions and answers about the new search process for a new director, Chairman Grubbs adjourned the meeting at approximately 3:30 p.m.

Yvette Crump
Secretary



Nat Grubbs
Chairman

