

GREEN BAY/BROWN COUNTY PROFESSIONAL FOOTBALL STADIUM DISTRICT

Pursuant to Section 19.84, Wis. Stats., a meeting of the Green Bay/Brown County Professional Football Stadium District Board was held on **Monday, March 27, 2023**, at 2:00 p.m.

PRESENT: Leah Weycker, Keith Lucius, Mark Graul, Sen. Cowles, and Barbara Dorff

EXCUSED: Bill Galvin, Chad Weininger

ALSO PRESENT: Brian Dworak, Bob Gosse, Aaron Popkey, Beth Ulatowski, and media.

1. CALL MEETING TO ORDER

The meeting was called to order by Chair Weycker at approximately 2:00 p.m.

2. ROLL CALL

Roll call was taken. All Board members were present except Bill Galvin and Chad Weininger who were excused.

3. PLEDGE OF ALLEGIANCE

The Board recited the Pledge of Allegiance.

4. APPROVE/MODIFY AGENDA

A MOTION WAS MADE BY MARK GRAUL AND SECONDED BY BARBARA DORFF TO APPROVE THE AGENDA. A vote was taken. MOTION CARRIED UNANIMOUSLY.

5. REQUEST FOR APPROVAL OF THE MINUTES – DECEMBER 12, 2022

A MOTION WAS MADE BY BARBARA DORFF AND SECONDED BY KEITH LUCIUS TO APPROVE THE MINUTES. A vote was taken. MOTION CARRIED UNANIMOUSLY.

6. LATE COMMUNICATIONS

A. Special Events Detail

Mr. Dworak said this would be addressed under agenda item 7.

B. Article RE: Mentor Protégé Program

This article discusses the program that came about as part of the MBE/WBE requirements of the Lease and was a way for area companies to partner with newer companies especially those women and minority owned businesses to help improve that participation rate. Mr. Dworak thought it was worth noting that they are recognizing the participants and their successes. Mr. Popkey added that the program's origins came from the project and the Packers try to keep the spirit of the terms of the legislative requirements. He said some of the proteges have done work here and this is part of the strategy to strengthen and grow that segment of business overall.

C. Article RE: NFL Draft Support

This article mentions the City Council taking up their support of holding the draft in Green Bay.

D. Article RE: Packers Not Hosting Event this Summer

Mr. Dworak explained that the article posted the day of the meeting and reports there will be no events in the bowl this summer which Mr. Popkey mentioned to the Board previously.

A MOTION WAS MADE BY MARK GRAUL AND SECONDED BY KEITH LUCIUS TO RECEIVE THE COMMUNICATIONS AND PLACE ON FILE. A vote was taken. MOTION CARRIED UNANIMOUSLY.

7. SPECIAL EVENTS & ECONOMIC DEVELOPMENT FUND UPDATE:

- A. Chair Weycker said Mr. Dworak gave them a great new way to look at our funding. The special events and economic development fund handout just reorders some things a little bit and puts the funds committed but not yet paid more up top and it also breaks out by year when those funds are committed to make it easier to identify how we're looking at those things. The fund has a balance of just under \$1.3 million, and the District has committed about \$500,000 of those funds to future events. That includes some of the 2022 bowl event funds which was the soccer event funds held for the draft and the District operations amount. That operations amount is a two-part component -- \$72,000 of that is funding the District operations budget and \$20,000 of that is the amount that was set aside for an attorney for the District should those services be needed down the road. That's just being held at this point and that would leave us just under \$750,000 of funds available sitting here today if everything that was approved for bid submittals ends up happening. Mr. Graul asked about the District operations and said one of the things that always confused him was it lists every grant payment ever made since the dawn, but it doesn't show every operations payment made which was done on an annual basis. Mr. Dworak said the only place that that's reflected is under the total outflows. There's a transfer to operating number. That third line item is the \$1,032,000 lifetime to date.

Mr. Graul asked about the draft coming in 2027 as shown on the statement. Chair Weycker asked if that number is contingent on raising funds as well. Mr. Dworak said the \$283,000 is what is currently in the bank and committed to the draft. So that is 50% of the soccer event last summer which was part of the funding approval.

Mr. Dworak asked if there were any other questions on the fund statement. There were none.

B. NFL DRAFT UPDATE BY AARON POPKEY

Mr. Popkey gave an update on the draft. He told the Board the Team continues to be prepared and optimistic and feels they will get some positive news this spring.

He mentioned previously that indications they were receiving from the NFL was that they were being considered for the draft in 2027. Since then, they've been told that 2025 is also still being considered. From the Team's standpoint that's great because if it's 2025 great but if not then 2027 is also great. They remain encouraged by what they hear from the NFL follow-ups. They continue adding information to bid packets and Discover Green Bay is helping with all those details. They will have an official bid in by the end of this month. They continue to express their interest for 2027 and the 2025 draft is still very much in play. The timetable is not exact,

but they expect to hear something this month. The NFL owners meeting is going on and then another meeting in May. They don't expect to hear anything this week but could hear something in the spring.

Mr. Graul asked if they would announce the 2025 and 2027 hosts at the same time. Mr. Popkey said they've done it both ways. They do expect to hear about 2025 but he wasn't sure about 2026 and 2027.

Ms. Dorff asked if the Board is concerned about the money that we have tried to set aside with future earnings because the motion was through 2026. Mr. Dworak said it was presuming it was a 2027 draft bid at the time of that motion. Ms. Dorff asked if it was 50 percent. Mr. Dworak said it was 50 percent of ticket tax revenue related to stadium bowl events up to \$1.2 million. If the 2025 draft were to happen the District would not be at \$1.2 million at that time. Mr. Graul said it depends on what happens in 2024. They already know there will be nothing in 2023 but there could be something in 2024. He stated that the soccer game brought in almost \$600,000.

Mr. Popkey said the funding commitment was certainly appreciated. He suggested the Board stating their support is still important to the effort. As they give updates they include what's been committed and also discuss the potential commitments that are out there as well as other money the local organizing committee is seeking. He stated there's a budget proposal at the Governor's office for the opportunity of an attraction fund which is just being discussed. It is for organizations to go after these types of events – whether it is sporting events like MLB, NBA All-Star games, etc. It could also be used for golf tournaments, etc., or it could be just other types of events that Discover Green Bay is more familiar with. The Team has expressed interest and will continue to do so because it is important for the state to have a fund like that. He explained that Detroit, for instance, is hosting the 2024 draft and they received money from their state toward putting on the draft. This would be similar in that regard and it's something he's keeping an eye on. He added that they announced there wouldn't be a bowl event this summer. They had a couple of concerts close to being locked down - one more so than the other - but it just didn't work out. The second show ended up not going out on tour this year. He stated they remain committed to holding events in the bowl and they've already been in discussions with promoters regarding next year's concert. He said they feel encouraged about some opportunities that will be out there. The other thing he mentioned was they have a really good track record with respect to shows. Most recently, promoters that have worked with the Team reported having a good experience and they have sold those shows out, so they know they've got a good market here for certain types of shows. The other thing that came from this past year was the success with the soccer match that put Lambeau Field on the map with promoters for those events. They received a call from a promoter that was working with top-level European clubs similar to the ones that the Team hosted last summer and started looking at dates. However, the ongoing construction work and the new video boards will not be completed until late July or August and they would have wanted to hold their event before that time period.

They do not need video boards for a concert because those shows bring in their own boards, but they are needed for a soccer match. They are encouraged they are receiving calls, so they know they are in conversations for those type of events. Overall, they are positive about opportunities down the road in 2024. If the draft were to be held here in 2025 that would be the large event. In 2026 there will be a college football game and then other events down the

road. He suggested to the Board that their level of commitment remain the same but perhaps retool the language and have a commitment to talk about reimbursement after the fact. They still have the events coming down the road and they would ask the District to pay the commitment back after the shows that would supply the funding for the draft support. Therefore, that money would still flow ultimately into the funds that would be used for the draft.

Sen. Cowles asked about the Packers committing \$1 million. He asked if there were any other funding commitments they could announce at this time for the \$6-7 million they need. Mr. Popkey answered they have the Team funds, the District's commitment, and possible state funding. There are also a number of local partners involved that he cannot announce at this time. There will be corporate partners and other partners that are going to support the draft in the six-figure range. However, nothing is being announced quite yet. Sen. Cowles said if they are on the table for the 2025 draft he would need to see more evidence of other support to come close to the funds needed. Mr. Popkey said they've been confidentially discussing some of those details with the NFL so they have a sense of where the Team is at and they know the Team is going to continue to raise funds. That's not unusual for that to take place in other types of these events but it'll still be ongoing. They have a base amount of partners in the draft and whenever this next step takes place in terms of the specifics and if it is 2025 they will then lay those pieces out on the table.

Mr. Lucius would like to see the Board solidify the District's commitment. Even if they get the 2025 draft they should commit the funding from events after 2025 and put money aside to be committed to accomplishing that \$1.2 million so that the Packers can include that in their proposal and strengthen their position. He would support a motion saying the Board is willing to do that.

Ms. Dorff asked if that was his motion. Mr. Lucius wanted to discuss it first but wants to solidify the Board's commitment. Mr. Graul felt they didn't need to do that now. They don't expect an announcement this week and he thinks they should wait to see when the draft is awarded or not awarded and things like that. He feels that would be premature to talk about that today. He added if they get the 2025 draft and not 2027 the District will still give money for events after 2025 and they don't even know what those events are going to be. It just feels to him like the Board has already shown their commitment. Mr. Graul said the Board did that with the motion they passed last time so he felt like they should just stick with what they committed already and then see where the events take them in terms of needing additional commitments at this time. Ms. Dorff asked Mr. Popkey if he thought it would give us a stronger case to revise the resolution now. Mr. Popkey said the decision would be made for the draft before the June meeting. Ms. Dorff said she wants to be in the best position to get the draft. Mr. Popkey said it would help and what they provided to the NFL as it relates to 2027 and if the Board were to rework how the mechanics of that commitment will be paid it would allow the Team to go to the NFL and tell them the District is on board for 2025 also.

Sen. Cowles asked if that could wait until the next meeting or call a special meeting. Mr. Popkey said the final bid was due that week. Ms. Dorff said she wants to help them have all the information that would solidify the draft coming to Green Bay. She feels it would show the NFL the Board is still committed even if it occurs in 2025 versus the last resolution indicating it was in 2027.

Mr. Dworak read the last motion made which pledged 50% of District's future revenues from 2022 – 2026 with a cap of \$1.2 million until such time the 2027 draft is awarded. Mr. Dworak feels the literal reading of that motion says they could use the funds for a 2025 draft. However, you won't get to \$1.2 million. Mr. Graul said they were shooting for \$1.2 million as a cap not a goal so they could use the fund for other things. Mr. Dworak said it was also based on if they had an event every year including the football game in 2026 it was a reasonable estimate if they had the 2027 draft. Chair Weycker said the current resolution would just drop the current amount down, but it does cover the 2025 and 2027 draft. Ms. Dorff said it was mentioned that there could be two events in 2026 but she asked if that was realistic. Mr. Popkey said they are committed to hosting one event. Ms. Dorff asked if Mr. Popkey was comfortable if the old resolution covers that. Mr. Popkey said the current resolution doesn't mention the retroactive funding from events. Mr. Dworak said it doesn't mention events taking place after a draft event. It specifically states events held in the stadium bowl from 2022 - 2026. Ms. Dorff said they are talking about two different amounts of money.

Mr. Popkey said all the same reasons are there to support the draft. The motion would restate it now to apply to a 2025 draft. Mr. Dworak said the Board originally pledged for a 2027 draft that would take the place of a bowl event that year. Looking at an equivalent timeline you could have a motion to change it to stadium bowl events from 2022 – 2027 because if the draft is in 2025 you would lose that stadium bowl event in 2025 so you'd be on the same amount of bowl events. Mr. Graul said you are only adding another year. Mr. Dworak agreed because the draft event would have been in 2027 and now there is the potential for a stadium event in that year if the draft was held in 2025. Mr. Popkey said that if 2025 doesn't work out 2027 is the next option. There was a 2022 event, 2023 is not happening, 2024 could be happening, 2025 could be a draft, 2026 is college football, and then as suggested you could add the 2027 event. The team is committed to the bowl events regardless. To apply that satisfies all the criteria around that. It would add some clarity given the variable that has been introduced since the last resolution. Chair Weycker thought it would be ok to keep the current resolution from the last meeting until June unless they find out they are hosting the 2025 draft. Then they'd have to extend it past the draft. Mr. Popkey said that due to the Team finalizing the draft bid for 2025 a new motion would make it a stronger overall argument to the NFL. If they go back with the new motion showing funding after the 2025 draft, it would show the Board's commitment. It would update it with the same level of support. Mr. Lucius would support a motion like that but wants to make sure it is clear the District is reimbursing the Packers after the event happens. He wanted to make that clear in the motion that we're not giving funds until we've received them.

Mr. Graul felt it was unnecessary to make this kind of a change to what they've already committed, and it is very clear that they're going to help significantly and substantially to get the draft to Green Bay. He feels the word gymnastics they are going through to write this motion shows him it's really not a good idea for a concept today. He's all for the draft and for this Board helping with the draft but can't support a motion like that today. Sen. Cowles agreed with Mr. Graul but stated he might change his mind for the next meeting and thinks what they've done is sufficient.

Ms. Dorff thought people would vote their conscience and would like to at least vote on a motion that says what she and Mr. Lucius have been talking about and see how the votes fall. Mr. Lucius said he wanted to give the Packers the strongest package to try and get the draft here because it will bring so much to this community. He agreed it's hard to measure how

much making this motion will strengthen their package but feels it is worth making the motion. He understands what Mr. Graul is saying but wants to get the wording correct to make their intention clear. He doesn't want someone coming back saying you're taking future money and giving it back for a path that you didn't approve in any of your motions.

Mr. Popkey asked if he could put it another way. He thought that for the Team to go to the NFL and say it was stated on record this week and the Stadium District Board updated their support given that the 2025 draft may be awarded and here's what it says specifically to reflect that.

Ms. Dorff said to pledge 50% of present and future District revenues from events held in the stadium bowl from 2022 to 2027 with a cap of \$1.2 million until such time as the 2025 draft is awarded with funds to be dispersed. Mr. Dworak said they should say until such time until the 2027 draft is awarded. The dates should be changed to 2022 to 2027. The funds will not be paid until the events were held. Mr. Lucius said that wasn't what he was saying. The money for each event would not be paid until it is received.

Mr. Popkey feels that as they update the NFL the support they committed now, and this shows the Board updated their support to include the 2025 draft. Ms. Dorff said they can't give the Team the funds until they receive them. Mr. Popkey agreed. Mr. Graul said either way the support of the District is still there. Chair Weycker wanted to say they reiterate the resolution they have supporting the draft whether it be 2025 or 2027 with the same financial contributions. Mr. Lucius said they have to mention the payments would occur after the events occur. Chair Weycker said they are still committing the same amount of funds. She wanted to simplify the motion. Mr. Graul said they should make a motion and vote.

MR. LUCIUS MADE A MOTION TO PLEDGE 50% OF PRESENT AND FUTURE DISTRICT REVENUES FROM BOWL EVENTS HELD FROM 2022 TO 2027 WITH A CAP OF \$1.2 MILLION UNTIL SUCH TIME AS THE 2027 DRAFT IS AWARDED. THE MONIES FOR EACH EVENT WOULD NOT BE PAID UNTIL THEY ARE RECEIVED, AND THEY WILL BE REIMBURSED TO EXPERIENCE GREEN BAY FOUNDATION FOR USE FOR THE NFL DRAFT. MOTION WAS SECONDED BY MS. DORFF. A vote was taken. THE MOTION PASSED 4 – 2.

Sen. Cowles asked Mr. Popkey about the \$30 million the governor proposed. He asked if that would be part of the proposal to the NFL. Mr. Popkey said it was a proposal that is out there, and they were very interested in that being part of the budget. Should that be part of the state's budget the Team would apply for those funds. He understands it is proposed as a one-time request and he put that out there to show it was a possibility. Sen. Cowles said he would have to develop a lot of alliances to make it happen. Mr. Popkey said they heard about it and realizes it is at the very beginning, but to have that out there it is very encouraging for tourism. It would benefit this effort and many efforts around the state.

There were no other questions for Mr. Popkey.

- E. FUNDING REQUEST FROM DISCOVER GREEN BAY – FOREST LAKES DISTRICT - EVANGELICAL FREE CHURCH OF AMERICA

Mr. Dworak introduced Ms. Ulatowski from Discover Green Bay. She explained the event has been coming to Green Bay since 2003. It's a youth group that uses the entire city for their conference and the Stadium District has provided funds for the event in the past. The District funds have been used for shuttle busing to get these attendees over to the convention center as well and to do tours on Saturday. This year the event had 4,600 attendees. They are booked here through 2024 and she'd like to lock them in for 3 more years again. She showed the Board a video of the group here at their event. She explained they do a Feed America project at the event. They also come to the city during a quiet time when it's hard to bring in other groups. As it stands today the District has already committed for 2024 and 2025. They are looking for the District to fund for three years beyond that so they can go to the group and get a long-term commitment from them. It would again, be for primarily transportation services. The district's contribution has been lower in the past, but attendance has grown thus the need for more funding. Discover Green Bay also contributes \$4,500. She would really like to have them return and to tell them they will have the funds if they do return. Ms. Dorff asked what the amount would be. Mr. Dworak said it would be \$18,000 in total - \$6,000 per year starting in 2026. Mr. Graul asked if it would be for transportation again. Ms. Ulatowski said it would be used primarily for the shuttles.

A MOTION WAS MADE BY SEN. COWLES AND SECONDED BY BARBARA DORFF TO APPROVE THE FUNDING REQUEST FROM DISCOVER GREEN BAY FOR THE FOREST LAKES DISTRICT - EVANGELICAL FREE CHURCH OF AMERICA. A vote was taken. MOTION CARRIED UNANIMOUSLY.

Mr. Graul asked if Discover Green Bay knew if the two events they approved at the last meeting were coming to Green Bay. Ms. Ulatowski said it is looking very positive for the hockey group and the horseshoes group hasn't made a decision. They will reach out as soon as they know something.

Mr. Graul said it would be helpful for all of us have updates on things that are not for sure and where they stand.

Chair Weycker said they need to keep generating funds to bring these events to the area during these slow times.

8. OCTOBER 16, 2022, GAME DAY REVIEW BY SIGMA

Mr. Dworak said the game day review is part of the annual maintenance assessment program between the District and the Team. It's another way to see the facility during its intended use on a game day as opposed to walking around without anyone here when Sigma does the maintenance assessment part of it. It is performed annually, and it is another way to foster communication between the District and the Team to put another set of eyes on things to bring opportunities for improvement. He introduced his colleague from Sigma, Bob Gosse, who was part of the team that did the review this year to give you some highlights from the report. Mr. Gosse mentioned he was assisted on the report by Pat Finn also from Sigma. He touched on a few highlights from the October 16th game Packers against New York Jets. He directed the Board to the summary page where you see the areas reviewed. He said all the areas reviewed were found to be clean and reported this is a very well-run organization as it applies to game day.

He noted the accessibility. There was a drop-off area across Lombardi Avenue and dug into it a little further. They started the review outside at 9:00 a.m. and went to the inside after the game started at noon. They noticed the drop-off area and found it listed on the Packers webpage and the app as an accessible drop-off area. They actually didn't see anybody being dropped off in the area but if anybody was using it they'd have to wheelchair all the way to Ridge Road to use an accessible crosswalk. They are suggesting that at this location, when you're coming from the drop-off area, there's a curb, there's a median, and there's another curb that you have to maneuver. So they're suggesting to make that much easier for somebody in a wheelchair to try to reduce that path of travel to the immediate access and put curb cuts in to try to get across the street.

Ms. Dorff asked about the curb cuts and if the City of Green Bay has to take care of that or the Team because she agreed it is a problem. Mr. Dworak thought that would just be a conversation among all the stakeholders involved in this. He said they saw this as a noted drop-off point on the Team's website and they're kind of a little bit beyond the Lambeau Field Complex. He said in talking with Mr. Popkey about this when we noted it, a lot of these things, the drop-off points, all of those happen with conversations around public safety and others in terms of the best places and I think as Mr. Gosse is mentioning if this is going to continue to be a designated drop-off area, the recommendation would be to work with the stakeholders to make improvements to make it certainly more accessible and make it a much more visible location as well. Ms. Dorff asked if this is the only drop off area. Mr. Dworak said it is the only drop-off location noted but there are specific ADA parking lots on the block. Mr. Gosse said in his experience with accessible drop-offs it's somewhat difficult to do too close, especially if the person dropping off has to come back at the end of the game when you're trying to secure a safety zone and trying to get back in might be prohibited so it makes a lot of sense in the location that it's at but could be improved just for convenience.

Mr. Popkey said they certainly appreciate all the observations and feedback they get from this group. He said they worked with public safety as mentioned and have been trying different ways based on what they learn each year. They feel good about how it worked this year, in terms of the traffic in and traffic out. They used to have a drop-off lane on Ridge Road, but when they did the new ingress/egress methods, that's when they made the change to the spot across Lombardi Avenue. But the point there is it can definitely be made better as we talk to the other stakeholders involved.

Mr. Gosse mentioned they've been tracking the gate entrance usage for some time. The team has made a lot of effort to try to redistribute the detectors and ticket takers in correlation to how many people are coming in through the gates. They've noticed improvements and the numbers here on the charts also speak volumes. It is just an item that just needs continued tracking. The Oneida Nation Gate continues to be the most popular entrance. The construction fence might be an obstacle right now that might be leading people. He's not suggesting any changes yet. Once the construction is completed the Team will start to monitor people coming in and the number of metal detectors to accommodate that. They will also look at how many doorways are at those entrances. He feels this can be looked at long term as the area around develops and parking lots are either added or removed. He feels the team also does a really good job with mobile notifications as well as putting on tickets which gate is the most convenient to enter based on your section. Mr. Dworak added you can alleviate congestion at a gate through capital expenditure and add more metal detectors but sometimes it's not always that easy based on physical limitations or sometimes it's a staffing issue. It's something we continue to talk to the team about on a regular basis.

Mr. Gosse added the last thing he wanted to highlight was a creative use of space in the Miller Lite Zone bar, which was situated on a second-floor space. They found space within the stadium by

elevating it and he feels it's a great space and he wanted to commend the Team for finding that space. Mr. Dworak agreed and mentioned it is an enclosed space also that is used if weather isn't great. He added that the overall concourse improvements, the grab-and-go concessions locations, and other investments that the Team has made in the past three to four years have added a tremendous amount of points of sale and it made it a lot easier to get food and beverage for those that wanted it.

Mr. Dworak added that the only other thing to add was the parking in front and that most of that area on the east side of the stadium will be restored for next season and it will be back to normal operation.

Chair Weycker asked about the Resch Center event parking. Mr. Popkey said it will be ready after construction is finished.

A MOTION WAS MADE BY BARBARA DORFF AND SECONDED BY MARK GRAUL TO RECEIVE AND PLACE ON FILE THE SIGMA GAME DAY REVIEW. A vote was taken. MOTION CARRIED UNANIMOUSLY.

9. NOVEMBER/DECEMBER 2022 AND JANUARY/FEBRUARY 2023 FINANCIAL REPORTS

Mr. Dworak stated there were four months for the financial reports and was going to focus on December and February with a couple of highlights on December because that's the year end. He said that not a lot has changed since they've last discussed it. He started with page 9-12 where December starts and the two pages here rolls up all of the accounts into a financial summary. Under the public charges you'll see the variances from budget on the user fees. They've talked about that a couple of times over the last year and that was due to the higher turnover in season tickets during 2022 which generates the difference in fees. The special event fund shows \$567,000 was generated by the soccer match. The second line item under the public charge is the ticket fee that shows a variance from budget that was under what we planned for and was simply the nature of the schedule with two games getting put in January 2023 so that's why there's a variance there. Beyond that for the December financials there really wasn't a whole lot else to highlight. He said they basically finished the year where they projected earlier in the year. Mr. Graul asked about the miscellaneous revenues and the transfer in from the 8257 transferring from Operations and Maintenance Fund and the transfer from Economic Development Fund is all essentially being double counted at some point. Mr. Dworak agreed. Mr. Graul added so when we look at total revenues of \$17 million and change you actually have to back out that \$5.2 million or so. Mr. Dworak explained that the \$5.2 million is not double counted here. The \$5.2 million ends up getting double counted in some of the other fund statements, when you look at the \$13 million in operations and maintenance expenses and that \$5 million is shown in a transfer in line item. Mr. Graul asked about the 8257 Fund transfer and if those are the bonds that come due and that comes out of that fund. Mr. Dworak agreed and the \$5.1 million, in addition to the \$8.8 million on the ticket fee line up above are the dollar amounts that represent the operations and maintenance reimbursement to the Team. Mr. Graul said it just helps him figure out how much money the District actually takes in. He thought it was the \$17 million minus the \$5.2 million is what is taken in. Mr. Dworak said the \$5.2 million is not revenue generated. It's sales tax revenue that's been sitting in the 8257 Fund.

Mr. Dworak directed the Board to page 9-14 showing a couple of budget assumption and variance highlights to note. There's a line item for economic development grants and they make assumptions for some of those we made assumptions for some of those and last year they only paid out \$21,000. Then the next line item - qualified bank fees - and most of that variance relates to credit card fees that come from the processing of new user fees when those tickets trade hands.

Mr. Graul asked about the maintenance and repairs line item from November to December which was up about \$3 million and was that reflected in that report they got in December. Mr. Dworak said the Team's formal request in December was the \$10 million that we looked at that. This represents the money available for them to request. The \$3.3 million represents an accrual to make sure that they booked 2022 in 2022 and that additional \$3.3 has not been paid out. The team actually just submitted the final request last week after everything went out. Again that's booking to match the year.

Mr. Dworak didn't have anything else to highlight as it relates to December. He moved forward to February which starts on page 9-49. He stated they're very early in the year and there's not much to report as it relates to expenditures or really any of the revenue streams that come in. There were two home games in January, so some of those ticket fee monies are actually in the account right now. User fee refunds and transfers of tickets is really just starting in April, so they don't have a really good handle in any of that. Beyond that there's really not much to report. There are a couple of assumptions as it relates to interest probably being a little bit better just because rates continue to be elevated, but that can change pretty quickly down the road. Mr. Lucius asked if they were going to have a ticket fee positive because of the two January games or did you adjust the budget. Mr. Dworak said they adjusted the budget a little bit and again some of that will just depend on what happens with December and January schedule as we get into this year too. If there's two games after the start of 2024, it would be pretty much the same thing. Regardless of when the games happen, the District is only obligated to pay out based on the monies in the account at the end of the year. Mr. Dworak added that they don't have it as a variance on the report yet, but they did have a placeholder for a 2023 event in the special events budget that will come out but will be a variance that will be noted down the road.

There were no other questions on financials.

A MOTION WAS MADE BY MARK GRAUL AND SECONDED BY SEN. COWLES TO APPROVE THE FINANCIAL REPORTS. A vote was taken. MOTION CARRIED.

10. DIRECTOR'S REPORT

Mr. Dworak reported on the Special Revenue fund statement. It puts in one place what all the bank account balances are today - what the history has been on all these things for the life of the fund, and this is where in the Operations and Maintenance Fund column reports a payable of the \$3.75 million that hasn't gone to the Team yet.

He presented the District User Fee. This is what we often refer to as our Capital Improvement Fund. The District has two funds available for Team-related expenditures. The Operations and Maintenance Fund which pays for the annual O&M expenses. The capital improvements fund pays for the District's approved capital projects. The District hasn't done any of those for a couple of years because this fund got down as the District helped the Team fund several things. The Board has wanted to keep this at a minimum of \$2 million to have available if something were to come up or the District wanted to help support a project that was needed to be done. So it is taking a little bit of time and obviously last year's user fee refund amounts certainly helped replenish this by a much bigger chunk than it had been in the past. This has not really changed other than some additional interest paid since the last statement reviewed. They haven't talked to the Team about any 2023 expenditures out of this fund so this will stay relatively stable over the course of the year. Mr. Graul asked if this was entirely funded by the user fee. Mr. Dworak agreed – and the interest. There were no other questions on the user fee.

Mr. Dworak reported on brick sales which is still formally called the brick and tile program but only brick sales at this point because the tile sections are basically full. He directed their attention to page 10-9 which talks above year-over-year. 2022 was slightly lower than 2021, but as it relates to a five-year average, they are still doing pretty good in that category. Again, these funds go into the 8257 Fund as part of the O&M funding mechanism.

Beyond that page there's some history and some statistics around who's buying the bricks and some interesting information from over the life of the sale. It's really been a successful program and he knows people like coming to see them. He sees people walking around looking for their tile or brick and it continues to be a program that is popular.

Mr. Dworak reported on the fourth quarter maintenance report. The Team submits to the District a quarterly maintenance report that summarizes for us the demand maintenance versus preventive maintenance. It reports what type of work orders they're working on and also uses the site observations report that Sigma reviews with them at the end of the maintenance audit in fall as a way to keep track of things that were identified and what's been addressed already and what still needs to be addressed. So fourth quarter was obviously still in season and they were doing a ton of stuff to stay in season shape but also, as you can see, they were still doing a lot of preventative maintenance work orders. They look at this, just from a trends perspective, if there's anything that looks different from the last couple of quarters. They also use this in preparation for the annual maintenance assessment in the summer as a way to track things that look unusual.

A MOTION WAS MADE BY MARK GRAUL AND SECONDED BY KEITH LUCIUS TO APPROVE THE DIRECTOR'S REPORT. A vote was taken. MOTION CARRIED UNANIMOUSLY.

11. OTHER MATTERS AUTHORIZED BY LAW

Mr. Dworak gave a lease negotiations update. He said the City of Green Bay did approve in February a waiver for the attorney that the District was looking to hire. They have an engagement letter from Ms. Patteson that was reviewed by District Counsel last week and it will be moving forward, and the District will have an attorney on board as it relates to lease negotiations as approved by the Board last summer. He's been keeping The Chair and Vice Chair in the loop on those happenings. He reported that he and Mr. Webb had an initial conversation with a couple of City of Green Bay staff just starting the process on what's in the lease and what's on their radar. It was really a very preliminary conversation. They didn't talk about any formal terms or any other formal discussions and that's the only other conversation that's happened. He didn't expect anything in the near term. He asked if Mr. Popkey had anything to report. He said it just continues to be a slow process and no formal discussions have taken place. Mr. Popkey said they've had initial discussions as well and it continues.

Mr. Dworak said that from the District's perspective the City and the Team probably have more to talk about as it relates to the terms of the lease before the District gets to the point where were involved. Mr. Popkey concurred.

Mr. Dworak mentioned the remaining quarterly meeting dates for 2023. He didn't have any other matters.

A MOTION WAS MADE BY MARK GRAUL AND SECONDED BY SEN. COWLES TO APPROVE THE DIRECTOR'S REPORT. A vote was taken. MOTION CARRIED UNANIMOUSLY.

12. MOTION TO ADJOURN

A MOTION WAS MADE BY MARK GRAUL AND SECONDED BY KEITH LUCIUS TO ADJOURN THE MEETING. A vote was taken. MOTION CARRIED UNANIMOUSLY.

The meeting adjourned at approximately 3:30 P.M.

Respectfully submitted,

Diane Roskom
Administrative Specialist