

MINUTES

Tuesday, June 24, 2014

Informational Meeting 4:00 PM at Carnegie Town Hall

Sioux Falls City Council 235 West Tenth Street

Members Present: Michelle Erpenbach, Christine M. Erickson, Greg Jamison, Dean Karsky, Rick Kiley, Rex Roling, and Kermit L. Staggers

Members Absent: Kenny Anderson Jr. and Mayor Mike T. Huether

Staff Present: Tamara Jorgensen, CMC, Assistant City Clerk; Lorie Hogstad, City Clerk; David Bixler, Budget Analyst; Jim David, Legislative/Operations Manager; and Rich Oksol, Internal Audit Manager

### 1. Call To Order

Council Chair Dean Karsky called the meeting to order at 4:00 p.m.

### 2. City Council Open Discussion

Christine M. Erickson asked for an update regarding misinformation and public confusion regarding the recent ticket sales at the Events Center. She noted the social media responses to citizens not being able to get tickets for an upcoming event. Erickson stated that she has gone online to various websites and has noticed the higher prices for 'tickets for resale' for this event.

Terry Torkildson, General Manager for SMG, provided feedback regarding the following: presales regarding fan clubs for the act; sales controlled by the performer and their agent(s) as part of the contractual agreement; presales and the mail newsletter (36,000 recipients); sales to sponsors like Sanford Hospital

and First Premier; and sales to radio stations for promotion and distribution. Torkildson noted the lower costs of the tickets for two major "A" list headliners was a huge draw for sales. He stated that he is aware of ticket brokers and scalpers but controlling that would be difficult and this is a challenge experienced by all markets, large and small.

Torkildson reviewed methods used for tracking the ticket sales online using zip codes. He also reviewed the process for purchasing tickets online using credit cards and having driver's licenses available for identification. Additional discussion was held regarding supply vs. demand and how technology has changed the way people now purchase tickets.

Kiley noted that most venues use the same procedures for both large and small concerts and this is no different than how it was handled in the past.

### 3. Presentations

#### A. May Monthly Financial Report by Tracy Turbak, Director of Finance

Tracy Turbak, Director of Finance, reviewed the following items from the April Monthly Financial Report: the Sioux Falls MSA Unemployment rate; Entertainment Tax Collections w/out Audits; Revenue YTD/Expense YTD; and Fund Balance. Discussion followed.

Sioux Falls Ice and Recreation Center Transition Plan by Don Kearney,  
B. Director of Parks and Recreation; and Dave Fischer, Assistant Director of

## Parks and Recreation

Don Kearney, Director of Parks and Recreation reviewed a PowerPoint Presentation covering the following topics concerning the Sioux Falls Ice and Recreation Center (SFIRC): Background Information; Pros; Cons; Why Keep the SFIRC Open?; and Next Steps. Discussion followed.

Joe Zueger, President of the Ice Sports Association, provided background information regarding the transition plan and the retirement of the Ice and Recreation Center.

### 4. Adjournment

Council Chair Dean Karsky adjourned the meeting at 4:51 p.m.

Tamara Jorgensen, CMC

Assistant City Clerk