

BEMIDJI SANFORD CENTER ADVISORY BOARD MEETING AGENDA

Wednesday, March 25, 2026

City Hall - Conference Room
317 4th Street NW
7:00 AM



- 1) **CALL MEETING TO ORDER**
- 2) **APPROVAL OF AGENDA**
- 3) **APPROVAL OF MINUTES**
 - a) February 25, 2026
- 4) **BUSINESS**
 - b) Financial Statements (January)
 - c) Committee Updates
 - d) General Manager Report
- 5) **ADJOURN**

MEMBER ATTENDING REMOTELY

BOARD MEMBER PRINCE WILL BE ATTENDING VIA WEBEX UNDER THE AUTHORITY OF MINNESOTA STATUTES SECTION 13D.02. MEMBERS OF THE PUBLIC MAY MONITOR THE MEETING BY ACCESSING THE REMOTE MEETING LINK ON THE CITY WEBSITE
<https://bemidjimn.portal.civicclerk.com/>

Sanford Center Advisory Board Meeting

City Hall Conference Room, 317 4th St NW, Bemidji, MN 56601

February 25th, 2026

Attending Members: Britt Lauritsen (Chair), Mayor Jorge Prince, Steve Johnson, Brady Lauden, Eric Tweten (remote), Kayla Winkler, Scott Turn

Absent: Audra Vaughn(resignation), Gwenia Fiskevold-Gould,

Guests and Staff: Trevor Johnson – Sanford Center Director of Finance, Ethan Rogers- Sanford Center Director of Sales and Marketing, Nate Anderson-Sanford Center Arena Manager, Rich Spiczka- Bemidji City Manager, John Drum – Legends Global (remote),

- 1) **Call Meeting to Order:** Chair Lauritsen called the meeting to order at 7:00am. A quorum was present.
- 2) **Approval of Agenda:** Motion by Johnson to approve the agenda as presented. Second by Lauden. Motion carried unanimously.
- 3) **Approval of Minutes-** Minutes of last meeting on January 28th were reviewed. Motion by Prince to approve minutes as presented. Second by Johnson. Motion carried unanimously.
- 4) **Chair Resignation** – Andra Vaughn indicated that she has taken a new employment position which will make it difficult to serve as chair. Per the Bylaws, with the Chair Vaughn’s formal resignation, the Vice Chair Lauritsen assumes the duty of the Chair for the unexpired term of the chair. Johnson made a motion to elect Winkler as Vice Chair. Second by Lauden. Motion carried unanimously.
- 5) **Monthly Financials** – Trevor Johnson, Sanford Center Director of Finance presented the financials for the month ending December 31st, 2025. Sanford Center was able to slightly beat budget for 2025. Some positives in the past month were catering income from World Juniors and making staff adjustments to better align with attendance. A recap of the events for December was presented. Trevor Johnson indicated he will be working towards clearing out events to a zero balance right after the event to allow a faster understanding of event profitability. The city’s payment to the Sanford Center of \$175,000 is not included in the Feb projection. Will likely be included in March. Next financial forecast will be through May.

6) Sub-Committee Updates

-**Finance Committee** – has not met yet. Looking at setting a date for early March. New Members of the committee include Kurt Knott and Lisa Miller.

-**Marketing Committee**- switched to quarterly meetings

-**Operations Committee** – has not met yet. Working on adding members.

7) General Manager Report

-Presented by John Drum, Legends Global

8) Adjourn

-Motion by Johnson to adjourn

-Second by Laudon

-Motion carried unanimously

-Meeting adjourned at 7:49am

SANFORD CENTER ADVISORY BOARD AGENDA ITEM



Meeting Date: March 25, 2026
Action Requested: January Financials
Prepared By: Trevor Johnson, Director of Finance, Sanford Center

Background:

As we turned the calendar to the new year, The Sanford Center started 2026 by exceeding our January Budget by \$21,303. The favorable January variance can be mostly attributed to the items below:

- Harlem Globetrotters F&B Revenue exceeding budget by ~\$2.6k
- BSU Hockey F&B Revenue exceeding budget by ~\$5.5k
- Farm Bureau Contract F&B revenue exceeding budget by ~\$13.4k

A recap of events for the month of January:

- Harlem Globetrotters
- Noon Rotary
- Bemidji Youth Hockey
- 218 Sports Showcase Men's Hockey
- 218 Sports Showcase Women's Hockey
- BSU VS Gophers
- BSU VS Michigan Tech
- BSU VS Bowling Green
- BSU VS Minnesota State
- BSU VS Gophers
- Ruby's Pantry
- AOG Ice Rental
- Maple Grove Pewee Ice Rental
- Innkeeper's Meeting
- NHL Ice Rental
- St. Marks Ice Rental
- MN Farm Bureau Conference

Current rolling forecast of (\$539k) is a favorable variance to budget of \$10.5k. January actuals are partially offset by minor changes to the event calendar, including one concert no longer anticipated to occur. This loss is offset by the addition of several other events not previously budgeted, including MN ASA/IT which is forecast at \$36k.

Recommendation:



SANFORD CENTER



Sanford Center

FOR THE MONTH ENDING JANUARY 31st, 2026

DISTRIBUTED FEBRUARY 25, 2026

Prepared by: Trevor Johnson
Director of Finance, The Sanford Center

Distribution List:

Felix Mussenden, EVP, Legends Global
Leonard Bonacci, SVP, Legends Global
John Drum, RVP, Legends Global
Stephanie Dorsey, Regional Director of Finance, Legends Global
Bobby Anderson, General Manager, The Sanford Center
Amanda Slanovec, Director of Venue Finance, Legends Global

LEGENDS GLOBAL ARENA MANAGEMENT - The Sanford Center

The Sanford Center

Jan-26

Financial Statements

Table of Contents

<u>Description</u>	<u>Page(s)</u>
Narrative	1
Lead Income Statement	2
Balance Sheet	3
Rolling Forecast	4
Cashflow Forecast	5

Legends Global Management LLC

The Sanford Center – Bemidji, Minnesota

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	Current Month Actual	Current Month Budget	Current Month Act vs Budget	Year to Date Actual	Year to Date Budget	Year to Date Act vs Budget	YTD Prior Year
EVENT INCOME							
Direct Event Income							
Rental Income	95,823	109,105	(13,282)	95,823	109,105	(13,282)	80,194
Service Revenue	112,281	131,448	(19,167)	112,281	131,448	(19,167)	108,214
Service Expenses	(87,102)	(116,291)	29,189	(87,102)	(116,291)	29,189	(55,998)
Total Direct Event Income	121,002	124,262	(3,260)	121,002	124,262	(3,260)	132,410
Ancillary Income							
F & B Concessions	72,600	83,100	(10,500)	72,600	83,100	(10,500)	38,398
F & B Catering	57,851	36,931	20,920	57,851	36,931	20,920	13,181
Novelty Sales	1,903	500	1,403	1,903	500	1,403	0
Promoter Share	0	0	0	0	0	0	0
Promoter Share	0	0	0	0	0	0	0
Booth Cleaning Wages	0	0	0	0	0	0	0
Other Ancillary Sales	0	0	0	0	0	0	0
Total Ancillary Income	132,354	120,531	11,823	132,354	120,531	11,823	51,579
Other Event Income							
Ot Event Related	0	0	0	0	0	0	0
Suite Sales	17,423	7,200	10,223	17,423	7,200	10,223	13,885
Club Seat Tickets	1,567	1,500	67	1,567	1,500	67	871
Ad Income	0	0	0	0	0	0	0
Ticket Rebates	18,753	14,450	4,303	18,753	14,450	4,303	3,205
Facility Fees	34,137	36,000	(1,863)	34,137	36,000	(1,863)	29,104
Total Other Event Income	71,880	59,150	12,730	71,880	59,150	12,730	47,065
Total Event Income	325,236	303,943	21,293	325,236	303,943	21,293	231,054
OTHER OPERATING INCOME							
Luxury Suite Premiums	0	0	0	0	0	0	0
Suite Service Premium	0	0	0	0	0	0	0
Advertising & Sponsorship	23,135	32,083	(8,948)	23,135	32,083	(8,948)	23,051
Sanford Naming Rights	16,667	16,667	0	16,667	16,667	0	16,667
Coke Mktg Sponsorship	0	0	0	0	0	0	0
Ice Rental Revenue	0	0	0	0	0	0	0
Interest & Other Income	1,451	1	1,450	1,451	1	1,450	1,933
Total Oth. Operating Income	41,253	48,751	(7,498)	41,253	48,751	(7,498)	41,651
Adjusted Gross Income	366,489	352,694	13,795	366,489	352,694	13,795	272,705
INDIRECT EXPENSES							
Salaries & Wages	101,998	113,384	(11,386)	101,998	113,384	(11,386)	97,557
Payroll Taxes & Benefits	40,248	34,458	5,790	40,248	34,458	5,790	34,181
Net Salaries and Benefits	142,246	147,842	(5,596)	142,246	147,842	(5,596)	131,738
Contracted Services	0	0	0	0	0	0	0
General and Administrative	16,933	19,323	(2,390)	16,933	19,323	(2,390)	18,508
Operating	13,707	16,246	(2,539)	13,707	16,246	(2,539)	14,680
Repairs & Maintenance	3,077	8,423	(5,346)	3,077	8,423	(5,346)	7,374
Operational Supplies	5,516	4,443	1,073	5,516	4,443	1,073	8,598
Insurance	15,818	16,625	(807)	15,818	16,625	(807)	8,036
Utilities	56,546	48,417	8,129	56,546	48,417	8,129	40,103
ASM Management Fees	10,895	10,927	(32)	10,895	10,927	(32)	10,609
Other Mgmt Fees	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0
Total Indirect Expenses	264,738	272,246	(7,508)	264,738	272,246	(7,508)	239,646
Net Income (Loss)	\$ 101,751	\$ 80,448	\$ 21,303	\$ 101,751	\$ 80,448	\$ 21,303	\$ 33,059
Non-Operating Income							
City of Bemidji Subsidy	0	0	0	0	0	0	0
Property Insurance	0	0	0	0	0	0	(7,713)
Extraordinary Items	0	0	0	0	0	0	0
Adjusted Net Income (Loss)	\$ 101,751	\$ 80,448	\$ 21,303	\$ 101,751	\$ 80,448	\$ 21,303	\$ 25,346

ASSETS

Current Assets

Cash	\$	796,235
Accounts Receivable		355,902
Prepaid Assets		161,467
Inventory		<u>78,597</u>

Total Current Assets 1,392,201

Fixed Assets

Building		0
Machinery & Equipment		0
Acc. Depreciation		<u>0</u>

Total Fixed Assets 0

Other Assets

Other Assets		0
Deposits		<u>0</u>

Total Other Assets 0

Total Assets **\$ 1,392,201**

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	379,661
Working Capital Loan		350,000
Accrued Expenses		123,239
Deferred Income		259,718
Advance Ticket Sales/Deposits		237,615
Other Current Liabilities		<u>0</u>

Total Current Liabilities 1,350,233

Equity

Net Funds Received		0
Retained Earnings		(59,780)
Net Income (Loss)		<u>101,748</u>

Total Equity 41,968

Total Liabilities & Equity **\$ 1,392,201**

The Sanford Center
2026
Rolling Forecast

	Year to Date Actual Thru January	Projected February Thru 12/31/2026	Rolling Forecast Fiscal YE Dec 2025	Budget Fiscal Year Ending 12/31/2026	Variance Positive / (Negative)	Percentage Change Increase (Decrease)	Prior Year Actual Fiscal YE 12/31/2025	Variance Positive / (Negative)	Percentage Change Increase (Decrease)
Event Income									
Direct Event Income									
Rental Income	95,823	512,264	608,087	613,694	(5,607)	-0.91%	504,148	103,939	20.62%
Service Income	112,281	842,499	954,780	1,003,644	(48,864)	-4.87%	813,776	141,004	17.33%
Service Expenses	(87,102)	(537,780)	(624,882)	(688,044)	63,162	-9.18%	(518,214)	(106,668)	20.58%
Total Direct Event Income	121,002	816,983	937,985	929,294	8,691	0.94%	799,710	138,275	17.29%
Ancillary Income									
F & B Concessions	72,600	215,621	288,221	301,621	(13,400)	-4.44%	221,473	66,748	-43.23%
F & B Catering	57,851	393,599	451,450	447,864	3,586	0.80%	504,966	(53,516)	55.24%
Novelty Sales	1,903	8,750	10,653	11,750	(1,097)	-9.34%	4,703	5,950	-64.57%
Total Ancillary Income	132,354	617,970	750,324	761,235	(10,911)	-1.43%	731,142	19,182	2.62%
Other Event Income									
Luxury Box Ticket Sales	17,423	38,800	56,223	46,000	10,223	22.22%	24,356	31,867	-64.28%
Club Seat Ticket Sales	1,567	9,200	10,767	10,700	67	0.00%	1,421	9,346	-88.39%
Event Advertising Income	-	-	-	-	-	0.00%	-	-	0.00%
Ticket Rebates (Per Event)	18,753	30,000	48,753	44,450	4,303	9.68%	45,861	2,892	-93.70%
Facility Fees	34,137	128,800	162,937	164,800	(1,863)	-1.13%	156,287	6,650	-40.74%
Total Other Event Income	71,880	206,800	278,680	265,950	12,730	4.79%	227,925	50,755	22.27%
Total Event Income	325,236	1,641,753	1,966,989	1,956,479	10,510	0.54%	1,758,777	208,212	11.84%
Other Operating Income	41,253	550,250	591,503	599,000	(7,497)	-1.25%	557,840	33,663	6.03%
Adjusted Gross Income	366,489	2,192,003	2,558,492	2,555,479	3,013	0.12%	2,316,617	241,875	10.44%
Operating Expenses									
Employee Salaries and Wages	101,998	1,247,231	1,349,229	1,360,615	(11,386)	-0.84%	1,259,598	89,631	-8.07%
Benefits	40,248	379,023	419,271	413,481	5,790	1.40%	353,901	65,370	5.11%
Net Employee Wages and Benefits	142,246	1,626,254	1,768,500	1,774,096	(5,596)	-0.32%	1,613,499	155,001	-4.84%
General and Administrative	16,933	213,517	230,450	232,840	(2,390)	-1.03%	210,219	20,231	14.15%
Operations	13,707	93,987	107,694	107,650	44	0.04%	116,746	(9,052)	14.44%
Repair & Maintenance	3,077	130,045	133,122	141,050	(7,928)	-5.62%	33,640	99,482	35.60%
Supplies	5,516	59,357	64,873	63,800	1,073	1.68%	86,158	(21,285)	-84.87%
Insurance	15,818	182,875	198,693	199,500	(807)	-0.40%	185,662	13,031	-111.39%
Utilities	56,546	406,583	463,129	455,000	8,129	1.79%	435,324	27,805	-3.70%
SMG Management Fees	10,895	120,200	131,095	131,127	(32)	-0.02%	127,308	3,787	-3.00%
Total Operating Expenses	264,738	2,832,818	3,097,556	3,105,063	(7,507)	11.72%	2,808,556	289,000	-4.97%
Net Income (Loss) From Operations	101,751	(640,815)	(539,064)	(549,584)	10,520	-1.91%	(491,939)	(47,125)	9.58%
Other Income (Expenses)	-	-	-	-	-	0.00%	-	-	0.00%
Net Income After Other Income (Expenses)	101,751	(640,815)	(539,064)	(549,584)	10,520	-1.91%	(491,939)	(47,125)	9.58%

**The Sanford Center
Fiscal Year 2026
Operating Cash Flow Forecast**

Month Ending	February 2/28/2026	March 3/31/2026	April 4/30/2026	May 5/31/2026
Beg Cash Flow (Non Ticketing/Unrestricted)	270,330.55	630,309.25	844,107.25	578,959.25
F&B Revenue	80,000.00	55,000.00	45,270.00	8,737.00
Rent Revenue	101,879.00	61,000.00	32,425.00	43,675.00
Service Revenue	3,757.00	44,000.00	33,059.00	36,196.00
Ticketing Transer	256,000.00	80,000.00	-	-
A/R Collections	-	319,000.00	-	-
Total Inflows	441,636.00	559,000.00	110,754.00	88,608.00
Net Employee Wages and Benefits	(120,000.00)	(120,000.00)	(120,000.00)	(120,000.00)
Uncashed AP Checks	(43,064.30)	(20,000.00)	(30,000.00)	(30,000.00)
Unpaid AP	(20,000.00)	(70,000.00)	(60,000.00)	(65,000.00)
General and Administrative Operations	(19,323.00)	(19,323.00)	(19,323.00)	(19,323.00)
Repair & Maintenance	(13,663.00)	(13,663.00)	(13,663.00)	(13,663.00)
Supplies	(8,504.00)	(8,504.00)	(8,504.00)	(8,504.00)
Insurance	(4,000.00)	(4,443.00)	(4,443.00)	(4,443.00)
Utilities	(16,625.00)	(16,625.00)	(16,625.00)	(16,625.00)
SMG Management Fees	(41,717.00)	(41,717.00)	(52,417.00)	(41,717.00)
Sales Tax	(10,896.00)	(10,927.00)	(10,927.00)	(10,927.00)
Other Cash Outflows	(47,779.00)	(20,000.00)	(40,000.00)	(30,000.00)
Total Outflows	(345,571.30)	(345,202.00)	(375,902.00)	(360,202.00)
Available Cash	366,395.25	844,107.25	578,959.25	307,365.25
Other Cash Inflow/Outflow				
Intercompany Payments				
Funding	175,000.00			175,000.00
Ending Cash balance	541,395.25	844,107.25	578,959.25	482,365.25

The Sanford Center – Monthly Report

Prepared by John Drum – 3.18.26

- Upcoming Events:
 - Mason Brothers – March 26-27, 2026
 - Rock Gods (Arena Concert) – March 27, 2026
 - Gideons Annual Conference – April 2026
 - MinnCAP Conference – April 2026
 - Bemidji Outdoor Sports Show – April 2026
 - The Great Bemidji Garage Sale – April 25, 2026
 - Northern MN Women's Expo – May 9th, 2026
 - Minnesota State ASA/IT Conference – May 2026
 - Walleye Classic – June 2026
 - 4th Annual Babe's Burnout – July 11, 2026

- Facility Update:
 - If you've been in our Convention Center lately, you may have noticed a few changes. The Ballroom now has brand-new carpeting — and we're loving how it turned out! It feels fresh and ready for all the events ahead. Next up, our Lakeview Rooms will be getting their upgrade this March, so you may see a little construction happening while we continue improving the space.
 - The Sanford Center Convention Center hosted the Bemidji Bridal Show on February 15. Free to attend, soon-to-be brides connected with vendors, explored ideas for their big day, a chance to win door prizes, and a handful enjoyed a VIP Bride Brunch. The Sanford Center team also had a booth, sharing more about our venue and food and wine offerings. A big thank you to our partners for helping make the day so special!
 - On February 20–21, BSU Women's Hockey took on Ohio State, with Saturday marking Senior Night. That same weekend, Deuces Wild Dueling Pianos lit up the stage with classic tunes and hilarious antics, creating a night full of laughter and music.
 - BSU Men's Hockey hosted St. Thomas on February 27–28, celebrating Senior Night on Saturday. Both the Men's and Women's teams have had electric seasons, and we're proud to be part of the excitement.
 - Beyond the arena lights, our Convention Center also welcomed multiple private meetings and trainings throughout February, bringing local businesses together and strengthening community connections.

- Coming to The Sanford Center on March 27 at 7:30 PM, The Rock Gods provide an authentic salute to the genres most legendary acts including: Van Halen, Def Leppard, Guns N' Roses, Bon Jovi, Ozzy, Kiss, AC/DC, Alice Cooper, Motley Crüe, Poison, and many more. Composed of the world's most renowned musicians and impersonators, The Rock Gods experience recreates the nostalgia of the original "Rock Gods" in prime form. The costumes are identical, the sounds are exact, and the performance will be remembered for a lifetime. Get your leather together and experience The Rock Gods. General admission tickets are \$25.00.
- On March 28 from 9:30-12 PM, bring your little ones and family out for a fun and free community event designed especially for children ages 0–5 and their caregivers! The Tiny Tots Health & Wellness Fair is hosted by the Bemidji Early Childhood Collaborative and offers a welcoming space to learn, play, and connect with local early childhood resources.



- Northern Minnesota's Women's Expo occurs on May 9, from 10-3 PM, and for just \$5 to get in, grab your friends and spend the day shopping local vendors, trying new activities, and enjoying a little well-deserved relaxation. From unique finds to a pop-up thrift shop, there's something for everyone! We're honored to partner with Village of Hope as our non-profit! 50% of entry fees benefit their mission, and this year they celebrate 40 years of making a lasting impact. We're very grateful for what they do within our community.
- Ethan & Lexi have joined the Bemidji Now "Chat Pod" to share details about our upcoming events. Take a listen here: <https://bemidjinow.com/podcats/chatabout/>

January Financial Update:

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