



REGULAR SESSION BOARD MEETING
Thursday, January 12, 2012

A Regular Board meeting of the New Jersey Sports and Exposition Authority was held on Thursday, January 12, 2012, at 10:00 a.m., in the NJSEA Executive Offices in East Rutherford, New Jersey.

Members in Attendance:

Mike Ferguson, Chairman
Joseph Buckelew, Vice Chairman
Armando Fontoura, Member
Harry Harchetts, Member
Robert Harris, PhD., Member
Michael Neglia, Member
George Kolber, Member
Robert Romano, Esq., Deputy State Treasurer, NJ State Treasurer's Representative
Steven Plofker, Member
Fred Potter, Member
Mark E. Stefanacci, Esq., COO, Interim President and Chief Executive Officer
Robert Yudin, Member

Members Absent:

Richard Constable, New Jersey Meadowlands Commission
Rev. Dr. David Jefferson, Member
Anthony Scardino, Member

Also Attending:

Joanne Cocchiola, Associate Counsel
John Duffy, Vice President Engineering, Construction and Regulatory Affairs
Wayne Hasenbalg, Esq.
Ralph J. Marra, Jr., Esq., Sr. Vice President Legal and Governmental Affairs
Brandon Minde, Assistant Counsel, Governor's Authorities Unit
James Minish, Executive Vice President, Facilities
Lennon Register, Chief Financial Officer
Anthony Repola, Vice President, Internal Audit
John Samerjan, Vice President Public Affairs
Helen Strus, Sr. Vice President, Sales and Marketing
Robert Weakley, Sr. Vice President, Human Resources, Labor Relations
George Zahn, Vice President, Risk Management and Purchasing

Chairman Ferguson called the meeting to order at 10:10 a.m.

Chairman Ferguson stated that the New Jersey Sports and Exposition Authority gave notice of the time, place, and date of this meeting by providing such notice to the Secretary of State for the State of New Jersey, The Star-Ledger, The Record, and other newspapers and by posting the notice at the offices of the Authority.

Chairman Ferguson introduced Wayne Hasenbalg and Commissioners Harchett and Harris to the Board.

I. APPROVAL OF MINUTES

Chairman Ferguson presented the minutes of the Board Meeting held on December 15, 2011.

Upon motion made by Commissioner Fontoura and seconded by Commissioner Yudin, the minutes of the Board Meeting held December 15, 2011, were approved by a vote of 10-0.

Chairman Ferguson presented the minutes of the Special Board meeting held on December 23, 2011.

Upon motion made by Commissioner Fontoura and seconded by Commissioner Neglia, the minutes of the Special Board Meeting held on December 23, 2011, were approved by a vote of 10-0.

Commissioner Harchetts and Commissioner Harris were recused from the vote.

II. APPROVALS

1. Approval of Cash Disbursements Over \$100,000 and Professional Invoices

Mr. Stefanacci presented the report of cash disbursements over \$100,000 for the month of December 2011 and professional invoices for the month of December 2011.

Upon motion made by Commissioner Buckelew and seconded by Commissioner Fontoura, the cash disbursements over \$100,000 for the month of December 2011 and the professional invoices for the month of December 2011 were approved subject to the following recusals:

<u>Member</u>	<u>Recused as to</u>
Chairman Ferguson	PSE&G
Commissioner Neglia	Boro of East Rutherford; PSE&G;

2. Resolution Authorizing Change in Signatories for Existing Bank Accounts

Chairman Ferguson presented the Resolution Authorizing Change in Signatories for Existing Bank Accounts.

Upon motion by Commissioner Buckelew and seconded by Commissioner Fontoura,

RESOLUTION 2012-1
RESOLUTION AUTHORIZING CHANGE IN SIGNATORIES
FOR EXISTING BANK ACCOUNTS

was approved by a vote of 12-0.

III. CONSTRUCTION COMMITTEE

Review of Engineering Projects at the Meadowlands Sports Complex and Monmouth Park Racetrack

Mr. Duffy gave an overview of existing projects at the Meadowlands Racetrack and at Monmouth Park and reviewed the New Meadowlands Grandstand project for the benefit of the new commissioners.

IV. AWARDS

Awards Under \$100,000 Awarded by the President/Chief Executive Officer and/or the Chief Operating Officer Since the Last Regular Meeting

Mr. Stefanacci explained that it was anticipated, that management of the track would have been transferred at this time and several contracts/extensions need to be addressed at this time.

Monmouth Park Simulcast Sales Agent

Monmouth Park Racetrack

In conjunction with the transition of having Morris Bailey operate Monmouth Park Racetrack, it was determined that the best opportunity to increase the fees charged for the receipt of the Monmouth Park races by an estimated 170 locations would be obtained if a sales agent that could use the advantage of pooling the Monmouth Park signal with the transmission of its races was utilized.

Proposals were received from Monarch Content Management, the organization that controls the transmission of Gulfstream Park, Pimlico (the Preakness), Santa Anita, and many other tracks and Churchill Downs, the organization that controls the transmission of its races, including the Kentucky Derby and other tracks.

Monarch Content Management made the most compelling argument for being able to obtain increase in the fees charged for the receipt of the Monmouth Park races, from the exiting composite rate of 3.98% to an estimated 4.20%. An increase of 0.22% would result in an increase in annual revenue \$668,480, based on the 2011 Monmouth Park handle.

A one year contract in the annual amount of \$80,000 is recommended for award to Monarch Content Management.

Upon motion by Commissioner Fontoura and seconded by Commissioner Buckelew, the award to Monarch Content Management in the amount of \$80,000 was approved by a vote of 12-0.

V. RACING

1. Resolution Authorizing the President and Chief Executive Officer to Execute a Third Amendment to the Services Agreement with Sportech Racing, LLC

Mr. Stefanacci presented the Resolution Authorizing the President and Chief Executive Officer to Execute a Third Amendment to the Services Agreement with Sportech Racing, LLC. The existing contract with Sportech Racing, LLC, expired and was to have been turned over to Mr. Morris Bailey and his operation, but pending disposition of the track, the contract requires an extension.

Upon motion by Commissioner Plofker and seconded by Commissioner Fontoura,

RESOLUTION 2012 – 2
RESOLUTION AUTHORIZING THE PRESIDENT AND
CHIEF EXECUTIVE OFFICER TO EXECUTE A THIRD AMENDMENT
TO THE SERVICES AGREEMENT WITH SPORTECH RACING, LLC

was approved by a vote of 12-0.

2. **Resolution Authorizing the President and Chief Executive Officer to Execute a Third Amendment to the Services Agreement For Internet and Phone Wagering Platform With Sportech Racing, LLC, and New Jersey Account Wagering, LLC**

Mr. Stefanacci presented the Resolution Authorizing the President and Chief Executive Officer to Execute a Third Amendment to the Services Agreement for Internet and Phone Wagering Platform with Sportech Racing, LLC, and New Jersey Account Wagering, LLC.

Upon motion by Commissioner Neglia and seconded by Commissioner Buckelew,

RESOLUTION 2012 - 3
RESOLUTION AUTHORIZING THE PRESIDENT AND
CHIEF EXECUTIVE OFFICER TO EXECUTE A THIRD AMENDMENT
TO THE SERVICES AGREEMENT FOR INTERNET AND
PHONE WAGERING PLATFORM WITH SPORTECH RACING, LLC, AND
NEW JERSEY ACCOUNT WAGERING, LLC

was approved by a vote of 12-0.

VI. CHIEF EXECUTIVE OFFICER'S REPORT

Mr. Stefanacci advised that the football season has concluded at the stadium. The management contract between MetLife Stadium and the Authority will continue for 2012.

The Pollstar ratings for the IZOD Center were released. The IZOD Center is 9th in the nation for the year, rating significantly higher than last year.

VII. PUBLIC COMMENTS

Kevin O'Brien, president of the Stagehands' Union welcomed Mr. Hasenbalg and the new commissioners. He spoke of the importance of the Pollstar ratings and advised that the membership is enthused about the future.

VIII. EXECUTIVE SESSION

Chairman Ferguson stated a need for the Board to enter into Executive Session to discuss contractual matters and litigation matters.

Upon motion made by Commissioner Fontoura and seconded by Commissioner Plofker,

RESOLUTION 2011- 4
RESOLUTION AUTHORIZING THE NJSEA
TO ENTER INTO A MEETING TO WHICH THE
GENERAL PUBLIC SHALL NOT BE ADMITTED

was approved by a vote of 12-0.

At the close of Executive Session, Chairman Ferguson requested a motion to conclude the meeting.

Upon motion made by Commissioner Yudin and seconded by Commissioner Plofker, the public meeting was adjourned by a vote of 9-0 at 11:20 a.m.

I certify that this is a true and accurate transcript of the Regular Session Minutes of the New Jersey Sports and Exposition Authority of January 12, 2012.

Joanne Cocchiola, Esq.
Assistant Secretary