1		IN THE CIRCUIT COURT
_		ELEVENTH JUDICIAL CIRCUIT OF ILLINOIS
2		COUNTY OF McLEAN
3		GRAND JURY PROCEEDINGS
4		SEPTEMBER 20, 2017 CODY
5		
6	סד.	JOHN BUTLER
0	KE.	
7		Theft (22 Counts) Money Laundering (8 Counts)
8		Filing a Fraudulent Sales and Use Tax Return (6 Counts)
9		Wire Fraud (6 Counts)
10		Tax Evasion Conspiracy to Commit Tax Evasion
11		JAY LAESCH
12		Theft (16 Counts)
13		Money Laundering (6 Counts) Filing a Fraudulent Sales and Use Tax Return
14		(6 Counts) Wire Fraud (6 Counts)
15		Tax Evasion Conspiracy to Commit Tax Evasion
16		BART ROGERS
17		Theft (13 Counts)
18		PAUL GRAZAR
19		Theft (2 Counts) Money Laundering (2 Counts)
20		Tax Evasion Conspiracy to Commit Tax Evasion
21		
22		KELLY KLEIN
		Theft (8 Counts) Money Laundering (4 Counts)
23		Money Laundering (4 Counce)
24		

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1	WITNESSES PAGE
2	Special Agent Dan Rossiter 2
, 3	Lisa Matheny 48
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5	BE IT REMEMBERED that heretofore, to-wit: on September 20, 2017, at the McLean County Law &
6	Justice Center, Bloomington, Illinois, before the McLean County Grand Jury, the following proceedings
7	were had.
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10	APPEARANCES:
11	MR. ADAM GHRIST Assistant State's Attorney
12	Law & Justice Center Bloomington, Illinois 61701
13	Appearing on behalf of the People.
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(ALL GRAND JURORS HAVE BEEN DULY SWORN FOR THEIR PRESENT TERM OF SERVICE.) (WHEREUPON THE ASSISTANT STATE'S ATTORNEY 3 ADVISED THE GRAND JURY OF ITS RIGHTS PURSUANT TO 4 THE ILLINOIS COMPILED STATUTES.) 5 6 SPECIAL AGENT DAN ROSSITER 7 called as a witness herein, on behalf of the People of the State of Illinois, after having been first duly sworn on his oath, was examined and testified 10 as follows, to-wit: 11 EXAMINATION 12 BY MR. GHRIST: 13 Q. Can you please tell us your name and spell 14 your last name for us? 15 Special Agent Dan Rossiter, 16 R-o-s-s-i-t-e-r. 17 And Special Agent Rossiter, with what law 18 enforcement agency do you work? 19 I'm employed by the Illinois State Police. 20 Have you been the lead investigator on the 0. 21 case that we're about to discuss involving Central 22

Illinois -- Central Illinois Arena Management and

the five individuals: John Butler, Jay Laesch,

23

Bart Rogers, Paul Grazar, and Kelly Klein?

A. Yes.

- Q. I'd like to start by asking you a little bit of background into the relationship between CIAM, C-I-A-M, the acronym for Central Illinois Arena Management, and the Bloomington Coliseum. Okay?
 - A. Okay.
- Q. Can you describe to us a little bit about CIAM and its corporate structure and its officers?
- A. Yes. CIAM is owned and operated by John Butler. He's the president and CEO of the company. The structure, as far as employees are concerned, is Bart Rogers, the vice-president within the company as well as the general manager of the Coliseum itself; Kelly Klein is then the finance director for CIAM as well as some of the other companies associated with John Butler; and then you've got several other part-time and a few other full-time employees that fall underneath those separate divisions.
- Q. And what is the date range that we're looking at as far as CIAM's involvement with the Bloomington Coliseum?

CIAM is the original and at the time is 1 the original managing company for the Coliseum. Their first event was April 1st of 2006. 3 And what was the date they ceased to 4 5 manage the Bloomington Coliseum? A. March 31st of 2016 was their last day 6 within the Coliseum. 7 Q. You told us about Bart Rogers, John 8 Butler, and Kelly Klein. I'd like to ask you 9 what is BMI? 10 BMI is the concessions company. BMI is a 11 12 subsidiary of CIAM, which is also owned by John 13 Butler. It was designed and developed to maintain and provide concessions to the Coliseum. 14 15 And who worked for -- under the concession 16 aspect of --Other than John Butler, there were three 17 full-time employees: Paul Grazar, who is the 18 general manager of the concessions company; Jay 19 Laesch, who is the finance director of the 20 concessions company; and their head chef, Tom 21 Chiavetta. 22 Q. I'd like to ask you about the financial 23

little bit about that, please?

A. The finances are set up for the Coliseum specifically. There is a Coliseum fund, there's a box office account, and then CIAM also has their own corporate account. The Coliseum fund account is a government account or is registered as a government account.

The box office account is -- it's more of a third party account where Ticketmaster money will go in. So anytime you buy a ticket for a concert, that money goes into the box office account, it's held for the promoters; and then once the event is over, that money is divvied up to where it's supposed to go based on the ticket sales themselves. So the box office account is ticket sales.

The Coliseum fund account is the operating account for the Coliseum to pay expenses, utilities, anything that's related to the building.

- Q. And is there a third account that was primarily -- a third bank account that was primarily used by CIAM --
 - A. Yes.

1	Q commonly referred to as CIAM savings
2	account?
3	A. Yes.
4	Q. And what was that, please?
5	A. That was typically used for payroll as
6	well as transfers out from the Coliseum fund into
7	the CIAM corporate account.
8	Q. Did CIAM have full access to all of these
9	three accounts?
LO	A. Yes.
11	Q. Was anyone else able to other than CIAM
12	and the people that we've discussed thus far, were
13	they able to control the money from those accounts?
14	A. No.' No one else had access to any of
15	those three accounts to include the City.
16	Q. And I would like you to explain that a
17	little bit. Since you said the Coliseum fund was
18	the City's account and registered as a government
19	account and therefore tax exempt, can you explain
20	to us how it was that only CIAM had control on the
21	money in that account?
22	A. Yes. So based on the Development and
22	Management Agreement that the City signed with

setting up the Coliseum fund account, which they
did through CEFCU. The people that were allowed
access to that account were also controlled by
CIAM, and it was minimized to CIAM personnel only.
The City did attempt to receive access to those
accounts on multiple occasions which were denied by
CIAM personnel.

- Q. So am I correct that when it came to the Coliseum fund, the government account, the City could and did infuse money into the account but thereafter could not control the money or even see what was going on within that account?
 - A. That's correct.

- Q. In the day-to-day operations of CIAM, what role did Kelly Klein play, please?
- A. She was the finance director, so she was responsible for receiving billing statements, she would create invoices, and then she would either cut the checks or create a direct deposit depending on the amount of that transaction.

If it was a thousand dollars or more for the invoice, she would be required to get John Butler or Bart Rogers' authorization to complete the transaction. She would then get that

authorization, cut a check, or do a direct deposit wire transfer of the money.

Q. Can you tell us a little bit about the day-to-day operations of BMI?

A. The day-to-day operations of BMI, they were responsible for catering and any concessions within the building. So, for example, if there was a hockey game, BMI Concessions would be responsible for having different areas open for the public -- or for the people attending the event to purchase hot dogs, beer, all that sort of stuff.

They were also responsible for catering events, which would include business meetings, weddings, backstage catering for concerts, and other such things as that.

- Q. Did BMI utilize a process for their sales system within the Coliseum?
- A. Yes. They had a point of sale system called the MICROS System, M-I-C-R-O-S. It's a point of sale system. Once something is scanned or typed in, it enters it as a sale, and it's able to be tracked.

They also had cash carts that did not have point of sale systems where cash sales were the

only things that were authorized there. They would take the cash, and then that would be completed in the vault as far as counting and checking the numbers, and that would be entered in later through the MICROS System.

- Q. And so whether it was an electronic point of sale or a cash station, were there spreadsheets reflecting the sales for those different stations --
 - A. Yes.

- O. -- in one form or another?
- A. Yes. Every event had a settlement workbook, which was a Excel document, ranging from 16 to 20 separate pages where it would include all the MICROS sale system reports in it. It would also calculate the amount of commission owed to the City based on those sales reported through the MICROS System.
- Q. Was there a primary person responsible for completing what you described as the settlement workbook?
 - A. Jay Laesch.
- Q. I want to switch gears a little bit. You previously told us that CIAM's final day in the

Coliseum was March 31st, 2016? 1 Yes. A. And I want to just lay a little bit of 3 background here on CIAM's exit from the Coliseum, 4 if we can. 5 A. Okay. 6 7 Can you tell us what was going on in the months prior to that departure date by CIAM? 8 Yes. The City was negotiating with CIAM 9 A. for an extension and renegotiating the current 10 contract into a new contract. 11 O. And that extension was to decide if it 12 would be extended beyond that March 31st, 2016? 13 A. Correct. 14 Was there a date in your investigation 15 that you have identified any notification went out 16 to employees of CIAM that negotiations have ceased, 17 we will not be extending our contract, and our last 18 day is on March 31st, 2016? 19 Yes. That was on March 7th of 2016. 20 Q. And did it become public at or very near 21 that date as well? 22 A. Yes. 23 In fact, the City issued a press release.

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Was it the same day?

- A. Yes. On March 7th, a press release was released.
- Q. I want to ask you now about contract commissions. During that period of time of contract negotiations, did Kelly Klein send a number of e-mails to the City making financial requests of the City?
- A. Yes. Starting in February, there was several e-mails back and forth from Kelly Klein to the finance department of the City of Bloomington asking for an infusion of money.
- Q. What was the rough amount of the infusion requested?
 - A. Approximately \$247,000.
- Q. In those e-mails, does Kelly Klein on behalf of CIAM and its agents label the need for that money?
- A. Yes. There was an estimation of the cost that would be required for the fourth quarter that was created by Kelly Klein which itemized each area that was deficient and sent to the City finance department.
 - Q. What was the response from the City

finance department when those requests were made by Kelly Klein initially?

- A. The City -- it was presented to the City as this money was urgently needed. And the City looked at the source documentation that was provided by Kelly Klein as well as their requests of the \$247,000 and estimated approximately 56,000 would be required for immediate expenses.
- Q. Were utilities also discussed, and was there an amount placed on utilities at this stage of things?
- A. Yes. The urgency -- utilities were specifically mentioned as far as the urgency. It was even stated that shutoff notices were being sent to the Coliseum as far as utilities being owed. And Kelly Klein reported to the City that \$113,000 in utilities was owed.
- Q. And was it also relayed -- okay. Strike that.

After this was initially denied by the City's finance department, were -- from your investigation, were you able to determine if other meetings took place after that denial?

A. Yes.

- Q. And who were those meetings held with?
- A. On March 9th, John Butler had a one-on-one meeting with the City Manager, David Hales, to discuss the release of the \$247,000.
 - Q. And have you interviewed David Hales?
 - A. Yes.

- Q. And what did David Hales represent was the nature of the request for cash infusion?
- A. David Hales recalled the meeting and stated that they expressed an urgency and an immediacy for these funds, and he recalled utilities being discussed as far as the urgency of the matter.
 - Q. And so what happened after that meeting?
 - A. On March 10th, the City approved the \$247,000 cash infusion signed off by David Hales.
 - Q. Now during this period as this was going on and those contract negotiations extension conversations were going on, were there conversations about commissions that John Butler and CIAM wanted from the City?
 - A. Yes.
 - Q. What -- tell us a little more about that.
 - A. Within the documentation that Kelly Klein

provided that listed the utilities at \$113,000, also listed on there was \$191,000 in fees and commissions owed to John Butler. Those — the initial conversations with the finance department and Kelly Klein, the finance department's contention was commissions and fees are not an urgency or an immediate expense, and those could be taken care of after you are outside of the building once they have time to look at the documentation and make sure they are paying the appropriate amount.

The -- so once that meeting happened with David Hales, that money was released, a check was cut from the City to the Coliseum fund, and then it was deposited the next day on March 11th.

- Q. Was there an understanding that the infusion we've talked about was intended for those urgent matters and that the commissions would be dealt with later?
 - A. Yes.
- Q. From your investigation, were you able to determine if there was a general practice as to how utility bills were paid by CIAM?
 - A. Yes. They were paid from the Coliseum

account, the Coliseum fund account.

- Q. And that is that initial government account that we discussed earlier. Is that right?
 - A. Yes.

- Q. However, after this infusion in March of 2016, what happened with the money after it was infused by the City into the Coliseum fund?
- A. The infusion was deposited on March 11th into the Coliseum fund account. On the very same day, a check for \$162,000 was then written to the CIAM corporate account.
- Q. From your investigation, were any of the utilities that had been represented as urgent paid after this infusion?
 - A. No.
- Q. In fact, did the entire balance of urgent utilities in the amount of approximately \$113,000 remain outstanding after CIAM exited the building on March 31st, 2016?
 - A. Yes.
- Q. Now you had initially told us there was a large transfer from the corporate -- or I'm sorry, from the Coliseum fund account to the CIAM savings account?

- A. Correct.
- Q. Thereafter, was any of that money moved from the CIAM savings account, please?
- A. Yes. March 11th, the cash infusion was deposited in the Coliseum account. March 11th, a check for \$162,000 was written from the Coliseum account to the CIAM savings. And then on March 11th, a \$100,000 check was written to the personal bank account of John Butler.
 - Q. Was there a second check later in March --
 - A. Yes.
 - Q. -- written out of that savings account?
- A. Yes. On March 14th, another check from the Coliseum fund account was written in the amount of approximately \$42,000 and deposited into the personal account of John Butler.
- Q. Can you also tell us what happened on March 28th, 2016, just two or three days before they were to vacate the building?
- A. During the investigation, documentation was recovered from a computer used by Kelly Klein, the finance director, that showed commissions owed to John Butler in the amount of 142,000 -- approximately \$142,000 that they estimated was owed

to John Butler.

Among those commissions was for a marketing contract with State Farm that had a value of a hundred thousand dollars. Based on the contract, John Butler would be issued a 10 percent commission on that contract, which would be a \$10,000 payment. That payment was identified in that spreadsheet and confirmed by Kelly Klein that it was paid through invoicing of that \$142,000, which was reported paid through those first two checks on March 11th and March 14th.

- Q. Then what -- so we talked about that. And so that \$10,000 was represented as paid through the invoices. What happened on March 28th?
- A. There was a \$10,000 wire transfer from the Coliseum fund account to the CIAM corporate account in the amount of \$10,000. Invoicing confirmed that it was for the State Farm contract \$10,000 commission payment that had already been paid.
- Q. Now even though it had been represented the infusion was needed for urgent matters and utilities, this approximately \$152,000 that we've talked about that had been deposited out of these funds into John Butler's accounts, was that

approximately the same amount of disputed money for commissions that they had been disputing these months before their exit?

A. Yes.

- Q. I want to ask you about some cleaning supplies. Between May 5th of 2010 and March 28th of 2012, did BMI purchase cleaning supplies and equipment from a company called Unisource?
 - A. Yes.

- Q. During your investigation through a subpoena, did you retrieve original invoices from Unisource for all of those things that had been purchased by BMI?
 - A. Yes.
 - Q. Have you also retrieved a general ledger from BMI that shows some of those payments?
 - A. Yes.
 - Q. Approximately how much -- during that period of time, how much money did BMI pay Unisource for these cleaning supplies and equipment?
 - A. \$18,773.79.
 - Q. Between -- and then was there a practice for BMI and CIAM to invoice that amount to the

Coliseum fund to be reimbursed by the City for those expenditures?

- A. Yes. In 2010, BMI Concessions received an invoice from Unisource. They then paid the Unisource invoice through the BMI Concessions account, that they would then invoice the Coliseum fund account for reimbursement. And in 2010, they would submit the invoice with the invoice number from Unisource on there and would reimburse the exact amount that they were -- that they paid to Unisource.
- Q. Were you able to use this general ledger and these original invoices to go over the amounts paid from the Coliseum fund; and therefore, from the City over this same period of time to reimburse BMI for this 18 -- approximately \$18,000 amount?
- A. Yes. In 2010, again, the invoicing documents, the Unisource invoice numbers, so I was able to match up every one of those to the invoices reimbursed by the Coliseum fund. In 2011 and '12, their invoicing practices changed, and they stopped listing the Unisource invoice number and simply every month would charge the Coliseum fund for reimbursement for Unisource Cleaning Supplies &

Equipment. Q. And it was labeled Unisource Cleaning Supplies & Equipment in the invoicing? A. Yes. Q. Over that same period of time, that being May 5th, 2010 to March 28th, 2012, how much money did CIAM/BMI invoice to the City to reimburse that just over \$18,000? A. \$52,707.70. O. And does that amount to a difference of \$33,973.91 over the original purchase price for those items? A. Yes. And who was negotiating the purchases with Unisource? A. Bart Rogers was the point of contact on all invoices, who is a CIAM employee. He is not affiliated with BMI Concessions as far as employment is concerned.

A. Yes.

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So for instance, did Kelly Klein make 1 invoices for both companies? 2 Yes. A. 3 Who authorized the invoices that we've 4 talked about to invoice the City for these 5 reimbursements? 6 A. John Butler. 7 Now during this period of time we're 8 talking about with CIAM exiting the Coliseum, were 9 these -- were cleaning supplies an aspect of the 10 negotiation? 11 Yes, they were. 12 A. Tell us about that, please. 13 Q. A. The -- once it was determined that the 14 City and CIAM would not have a new contract, they 15 began to negotiate a purchase price for the 16 equipment to include walk-in freezers and a bunch 17 of other BMI Concessions equipment that they 18 purchased in 2006. 19

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A part of that negotiation was also the cleaning supplies and equipment, which CIAM representatives estimated the value of \$10,174.44. In that estimate -- estimation, they told the City that these cleaning supplies and equipment were

owned by BMI Concessions.

- Q. And from your investigation, did it appear these were the exact same cleaning supplies and equipment that had previously been reimbursed by the City and therefore owned by the City?
 - A. Yes.

- Q. I want to switch gears a little bit and ask you about legal fees -- legal fees and extraordinary expenses. In the contract between the City of Bloomington and CIAM, was the term extraordinary expenses dealt with?
 - A. Yes.
- Q. And what was to be the practice when CIAM requested a reimbursement for something labeled an extraordinary expense?
- A. The extraordinary expenses as defined in the contract as any extraordinary expense requires the approval of the City. So the working practice of the extraordinary expenses, if there was an emergency, for example, a burst pipe, CIAM would hire whoever they needed to come in to replace that pipe, they would then submit receipts and the documentation for that cost. It would be submitted to the City through an extraordinary expense

binder. The City would then reimburse CIAM.

If it was, for example, a blown compressor that can take time where you don't need to replace it right away, CIAM would then submit quotes for the item, the purchase price, all that stuff to the City in the extraordinary expense binder for their approval. Once it was approved, the City would then cut a check to the Coliseum fund, and then they would make that replacement or fix.

- Q. Was there a separate budget line for legal fees?
 - A. Yes.

- Q. What was the annual budget allocation for legal fees?
 - A. Approximately \$6,000 annually.
- Q. Now did they -- did CIAM account for legal fees and invoice legal fees above and beyond that budget annually?
 - A. Yes.
- Q. However, was extraordinary -- the extraordinary expense label used for legal fees from August 1st, 2008 through February 29th, 2016?
- A. Yes. Multiple invoices created by Kelly Klein invoiced legal fees as an extraordinary

expense.

Q. Now can you describe to us what was going on in the presentation of these extraordinary expenses and the allocation of legal fees as extraordinary expenses, and was there a difference in those in how they were presented to the City, please?

A. Yes. All the extraordinary expenses were put in this extraordinary expense binder other than legal fee extraordinary expenses. The binder was submitted to the City monthly; and then if reimbursements needed to be made, they would be made.

The legal fee extraordinary expenses were labeled as extraordinary expenses by CIAM staff. Kelly Klein would receive the invoice from the attorney's office. She would indicate on the invoicing whether it was an extraordinary expense or legal fee. She would then have John Butler and/or Bart Rogers approve the -- the invoice. She would then cut a check to the attorney's office. And all of these documentations were internal, and the City never had view of any of these extraordinary expense invoices.

- Q. And just so it's clear, am I correct that, for example, a burst pipe might be labeled extraordinary expense, invoiced, and included in this binder. But there were actual invoices for legal fees labeled extraordinary expenses that were filled out, but none of those were put in the binder?
 - A. Correct.

- Q. Over that period of time August 1st, 2008 to February 29th, 2016, is there an amount that's been identified as legal fees that were invoiced and expensed as extraordinary expenses?
 - A. Approximately \$140,000.
- Q. And based on what you told us earlier, is it correct that any invoice over a thousand dollars needed to be approved by either John Butler or Bart Rogers?
 - A. Yes.
- Q. And in your interview with Kelly Klein, did she discuss what was going on with this?
- A. Kelly Klein described the legal fees as

 John Butler would indicate to her what legal fees

 would be documented as an extraordinary expense,

 which ones would be documented as legal fees. She

would not allude to the specific process of which ones were which. However, she was directed by John Butler to invoice certain legal fees as extraordinary expenses.

- Q. I want to ask you about commissions -- is there anything else to add to that aspect of things, the legal fees and extraordinary expenses?
 - A. I don't believe so.
- Q. Okay. Commissions on concessions. I'd like to talk about that.
 - A. Okay.

- Q. Was there a difference between -- well, there's a few different items we want to get into here with the commissions on concessions. The first thing I'd like to do is third party sales.

 Can you describe to us what a third party sale is?
- A. A third party sale within the Coliseum would be, for example, if Avanti's is selling gondolas or they've got Papa Johns or maybe Biaggi's has a booth within the Coliseum, that would be considered a third party concession.
- Q. Now I'd like to ask you generally about the contract between Bloomington and CIAM and then BMI through CIAM and the commissions and how that

was set up, if you could tell us about that, please?

A. The City does not have a contract with BMI Concessions. However, the Development and Management Agreement through the City and CIAM establishes that -- states that the City will not pay commissions on food and beverage sales less the sales tax, sales, and other taxes, service charges, employee meals, and reduced or at cost items.

So in this contract, CIAM with the City, it stipulates what is considered a commissionable sale to the City excluding those items I just read. It also indicates what the percentage of commission would be owed to the City based on the total sales amount for the fiscal year as well as the location of those sales.

- Q. And so were there a couple of different commission percentages that were -- are relevant to our conversation right now?
 - A. Yes.

- Q. Tell us about those.
- A. The general commissions would be a 32 percent commission to the City. Premium or catering commissions would be 15 percent. So the

premium would be the premier bar or the suite sales. Everything else would be general commission, which would be 32 percent.

- Q. During the course of this investigation, have you consulted with outside experts in this area of business that have provided information and opinion as to what common practice in this area is when it relates to items of reduced or at cost sales?
 - A. Yes.
- Q. I want to ask you now about BMI's practice of third party sales. What were they doing?
- A. In -- beginning in 2008 all the way through 2016, all third party sales were subtracted out of the total commissionable sales reported to the City.
- Q. However, would they maintain their own profits from those sales?
- A. Yes. Every contract with a third party sale -- or excuse me, a third party vendor gave BMI some sort of split whether it was 40, 60, or 25 percent. In one instance, they received a hundred percent commission off of the sales.
 - Q. And were these things documented in the

settlement workbooks we've previously discussed?

A. Yes.

- Q. And were those used -- the same workbooks used to determine the commissions that were supposed to go to the City?
 - A. Yes.
- Q. Between January 4th of 2008 and 3-27 -- or I'm sorry, March 27th of 2016, is there a total on commissions that should have been paid to the City from the sales that CIAM labeled as third party and therefore should not have -- or they were saying were not -- commissions not payable to the City? Is there an amount attributable to that?
- A. Yes. BMI Concessions unreported several hundred thousand in sales which would correlate to over \$229,000 in commissions owed to the City.
- Q. And during your investigation and the expert in the field, how should that third party sale have been conducted under the language of this contract and to be consistent in this area?
- A. Based on the language of the contract and industry standards, the third party concessions, 100 percent of those sales would have been a commissionable sale owed to the City.

- complete a settlement workbook. After that was completed, there's a separate tab or a separate page within that workbook that will calculate the exact amount owed to the City on a 32 and 15 percent commission. Jay Laesch would then e-mail those numbers to Kelly Klein, who would then invoice for commission payment purposes.
 - And did you interview Jay Laesch?
 - I did. A.

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- Did he make statements regarding this 0. practice of third party concessions?
 - Yes. A.
 - And did he say why he proceeded this way 0.

with third party sales?

A. Jay Laesch initially was hired by BMI

Concessions in 2008 around the -- prior to 2008,

the third party concessions, only part of those

sales were subtracted. In 2008 when Jay Laesch was

hired, the full amount was then subtracted from the

commissionable sales. Jay Laesch explained that he

did not recall changing the workbook, but he would

have had to have, and that he would have only done

it under John Butler's direction.

- Q. I want to ask you now about concession commissions as it relates to what we'll call discounted items. We previously talked about the contract and that language of reduced or at cost items. Is there an industry standard for what that means for an item to be sold at reduced or at cost and therefore no commissions be due?
- reduced or at cost -- more specifically at cost would be BMI Concessions is providing a luncheon for a City of Bloomington event. They would then only charge the City of Bloomington the cost of the items that BMI Concessions would accrue, which means they make zero profit. So they would not be

required to pay a commission on an item that they did not make any profit on.

- Q. Would an item of merchandise that had, you know, been in inventory for a long time and therefore was clearanced or something like that, would that be another example?
 - A. Yes.

- Q. Tell us what was going on as far as then what was being labeled as discounted items as it relates to a combo package?
- A. The majority of concessions discounted items were labeled as combo meals. If you've ever been in the Coliseum, you'll see that they had several different combination meals that were sold at specific prices. These prices would probably give you a reduction of about 50 cents to a dollar if you bought all these items separately. Well, the combo meal was then put together and priced and sold at that price at the concession stands.
- Q. And what accounting practice was BMI and CIAM using for what these were labeled for the purpose of commissions due to the City?
- A. They were labeling it as a discounted item because based on the contract language, if they

deemed something a discounted item, they can then reduce that from the commissionable sales to the City.

were able to make more of a profit on a discounted item because they did not have to pay the commission than they would have if they had to pay the commission and sold it at full price.

- Q. So they were marking that as discounted and therefore labeling it for accounting purposes under the reduced or at cost items?
 - A. Yes.

- Q. And what is industry standard when it comes to combo packages, combo meals?
- A. The industry standard would not -- would not conclude that that would be a discounted item. In fact, documentation was recovered that showed that BMI Concessions on a combo meal was making anywhere from 35 to 55 percent profit.
- Q. And in your interview with Jay Laesch, did he make reference to pricing these things in a way that obviously maximized profit for BMI and CIAM?
 - A. Yes. Further documentation provides that

John Butler was directing BMI concession staff to create -- to use the discounted item so that they 2 could be whole with the City and not have to pay as 3 much to them and make more of a profit. 4 And so was it also used to disguise this 5 money that was coming into the Coliseum? 6 Yes. 7 A. Was this also completed through the 8 settlement workbooks that Jay Laesch maintained? 9 Yes. A. 10 And between November 4th of 2007 and 11 March 27th of 2016, is there an amount for how much 12 BMI withheld on these discount -- what they had 13 labeled discounted items from the City's 14 commissions? 15 A. Yes. The withheld discounted items would 16 equate to \$151,000 in commissions owed to the City. 17 To be specific, was that \$151,404.50? Q. 18 Yes. A. 19 Q. Within -- under the concession 20 commissions, was there also a label called Kelly 21 discount? 22

A. Yes.

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Q. Can you please describe to us what the

Kelly discount was?

A. Yes. Through interviews of John Butler,
Kelly Klein, and Jay Laesch, they all gave an
explanation of the Kelly discount. Several years
prior to this Kelly discount starting, it was
described that invoices were misreported, and CIAM
paid invoices that the Coliseum fund should have
paid. So in order to pay themselves back several
years later, they decided to create a Kelly
discount. And each event, approximately 51 events,
were identified with this Kelly discount. Several
of the reductions in sales were the exact same
number on several different events.

And what they were doing is they were subtracting the amount of 32 percent commissions to the City to equal approximately \$37,000 in what they believed was paying CIAM back. They were not able to explain how BMI Concessions withholding money owed to the City would pay CIAM back the \$37,000 that they reported to be owed.

- Q. And was the City ever consulted or made aware of this specialty accounting slot titled Kelly discount?
- 24 A. No.

1 And did you say over how many different 0. 2 events this took place? 3 A. 51 events. 4 And was that between January 18th, 2013 5 and March 20th of 2015? 6 A. Yes. 7 Did you give us the amount? 8 Yes. The actual amount is \$34,761.17 in 9 commissions owed to the City. These -- the Kelly -- the Kelly discount reduced the amount of 10 11 sales by over \$108,000. 12 Q. And you previously told us that Jay Laesch maintained this settlement workbook and the Kelly 13 discount at the direction of John Butler? 14 15 A. Yes. 16 Q. And was that confirmed through your 17 interview -- the interviews you conducted? 18 Yes. Jay Laesch further reported in his interview that two sets of books were completed for 19 the Kelly discount, one with it and one without. 20 Both were submitted to Kelly Klein, and she would 21 choose on those events which one would be reported 22

So there were some events over this period

to the City.

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of time where there was no Kelly discount taken out? Correct. A. 3 And others where it was? 0. 4 Yes. A. 5 Q. And the amounts varied? 6 Yes. 7 A. Based on your investigation, did this 8 appear to be -- the purpose anyway behind it was 9 some events made more money; and therefore, there 10 was more margin to use the Kelly discount? 11 A. Yes. It was described to me that they 12 picked certain events so it wouldn't be obvious 13 because too much from -- reducing too much from an 14 event could -- would alert people to see that 15 something isn't right. 16 Q. From your investigation, was it also 17 determined that there was a practice of cash 18 skimming from the cash concessions? 19 A. Yes. 20 And did this involve John Butler, Jay Q. 21 Laesch, and Paul Grazar? 22 A. Yes. 23 Q. Now you previously explained to us that 24

during events, portable cash carts or stands would be utilized for cash sale of different concessions and alcohol. Is that right?

A. Correct.

- Q. That these stands did not have point of sale systems and were just cash transactions?
 - A. Correct.
- Q. What would happen at the end of an event to account for the cash that accumulated at these various stands?
- A. A cash sheet would be completed for the amount of money taken in by each stand. The money would then be given to the vault custodians who would then count the cash at the end of the night, they would confirm the cash sheets, they would confirm the cash received, they would sign off on it, they would put it in deposit bags, and put it into the vault, the actual safe, and then they would leave for the evening.

Once all that was done, Jay Laesch's responsibility would be to enter all of those cash sales manually into the MICROS System for tracking and inventory purposes.

O. And at whose direction was he maintaining

these cash sheets?

- A. John Butler.
- Q. And what role did Paul Grazar play?
- meetings where this cash skimming procedure was discussed. Once these -- once the cash sales were collected, the vault custodians confirmed, Jay Laesch would then -- he reported to us that there were often cash needs for BMI Concessions. For example, on some shows, it may be contracted that the entertainer's bus receive \$600 in catered food. There were times where the promoter would say we don't need the food, just give us the \$600 cash, and we'll call it even. So oftentimes, this cash was skimmed from the cash sales of the concessions to pay business expenses.

So what Jay Laesch would do is he would take the cash out, he would then manipulate the MICROS System to reflect the cash going into the bank account so the MICROS would match the bank account statements of cash going in.

Q. And then given that practice, was the commission on the sale of concessions that was owed to the City therefore not paid?

- A. Yes, as well as sales tax and other appropriate taxes.

 Q. In your investigation, were you able to
- Q. In your investigation, were you able to recover documents that showed the two sets of books on the cash skimming, the initial cash sheets and then the reporting in the MICROS System?
 - A. Yes.

- Q. And did those confirm in fact there had been cashed skimmed off from the initial reporting into the vault?
 - A. Yes.
- Q. And those were -- those documents were recovered in a search warrant of a CIAM storage unit. Is that right?
 - A. Yes.
- Q. When you compared the original cash sheets that were recovered and what was reported after the skimming between the dates of January 4th of 2013 and March 29th of 2016, was there \$102,571.45 removed utilizing this method?
 - A. Yes.
- Q. Of that, based on a conservative percentage of the commissions used at a 15 percent level, was the City due \$4,005 in commissions?

A. \$14,005, yes.

- Q. Thank you for the correction. And that again is only looking at it from a 15 percent, not accounting for the higher 32 percent from general concessions. Is that right?
- A. Correct. To be conservative, we used the 15 percent to calculate it because it would be almost impossible to be able to determine what was 32 percent and what was 15.
- Q. During your investigation, was there a phone call between Jay Laesch and Paul Grazar that is relevant to what we're talking about now?
- A. Yes. Jay Laesch reported having a conversation with Paul Grazar after this investigation was reported in the media. They were discussing what they believed we would find in this investigation. And Jay Grazar asked Paul -- or excuse me. Paul Grazar asked Jay Laesch if he had changed the cash sheets.
- Q. In your interview with Grazar, did he also admit knowledge that money had been removed from the vault for other purposes?
- A. Yes. He stated that sometime in December or possibly January, he, Jay Laesch, and Tom

Chiavetta were all owed a \$4,000 payment. Jay
Laesch was authorized by John Butler to remove
\$12,000 in cash sales and paid the three of them
\$4,000 apiece for their bonuses owed prior to
Christmas.

MR. GHRIST: We have one more section to cover, and I'm going to call a different witness for tax and wire fraud. But before I move on, I want to do a couple things. I want to go back over a couple of points and then also give you an opportunity to ask any questions you have at this time.

BY MR. GHRIST:

- Q. First, going back to the contract commissions that we discussed early on, was Bart Rogers involved in those contract negotiations and the meetings that happened involving the infusion of money that was represented to be needed for urgent utilities?
 - A. Yes.
 - Q. What specifically was his role, please?
- A. Bart Rogers was responsible for negotiating every one of these contracts. Of

those, numerous of them -- numerous contracts

passed the March 31st deadline of CIAM's contract,

which made the negotiation of those contracts

illegal based on the contract. They would have had

to seek Bloomington City approval to sign off on

those contracts that would extend past CIAM's

March 31st of 2016 date.

- Q. Okay. And so whether they were illegal or not, was he part of the meetings that dealt with representing to the City that this infusion that was needed was for these urgent needs and these utilities?
- A. It was reported that he was involved in several meetings that included those topics.
- Q. Regarding the Kelly discount that we discussed, what was John Butler's role, please?
- A. It was reported that John Butler had a meeting with Kelly Klein and Jay Laesch to discuss the reimbursement of what he believed were invoices that he should not have paid. It was then determined that this was going to be the process.

 Kelly Klein reported asking John why don't you just invoice the amount owed, and he believed that this was a more appropriate way to pay themselves for

the invoices that he believed that he should not have paid.

- Q. And so did they ever, aside from in this deceptive -- I'll use the term deceptive way of this Kelly discount, did they ever broadcast to the City that this is how they were going to do it?
- A. No. This was a private meeting between John, Kelly, and Jay Laesch.
- Q. And then on -- we talked about cash skimming. And when I gave that total amount, that \$102,000, I believe I misspoke and said January 4 of '14. It was actually beginning January 4 of '13?
 - A. Yes, that's correct.
 - O. To March 29th of '16?
- A. Yes.

MR. GHRIST: Okay. Now regarding what we have discussed to this point, does anyone have any questions?

GRAND JUROR: I have a question.

MR. GHRIST: Yes.

GRAND JUROR: With all of the red flags and everything, what was the initial thing that

actually raised the brow?

THE WITNESS: When the new company took over, VenuWorks, that is when the City was able to see the accounts and have access to the documentation. VenuWorks then started doing their procedures for management turnover and discovered that there was a significant amount of money missing. Excuse me. There was a significant amount of money unaccounted for in the accounts which stemmed the City to contract an auditing company which then found several red flags. And then we were notified that there was a potential of criminal activity.

BY MR. GHRIST:

Q. So they weren't -- the City was not able to even see a Coliseum fund until after CIAM released control?

A. Correct.

GRAND JUROR: So they never got to go to the bank or CEFCU and see where any of the money was going to?

THE WITNESS: They had no authorization to see them. So they could have gone to the bank, but

the bank would not have been able to allow them access to those -- that information. 2 3 GRAND JUROR: Who in the City would agree to that? 4 MR. GHRIST: I'm sorry? 5 GRAND JUROR: Who in the City would agree 6 to that? 7 MR. GHRIST: Well, that's -- I'm not -- I 8 don't know if the special agent here can answer 9 that question or not, but I don't know if it's 10 relevant for our consideration here today. 11 GRAND JUROR: Well, I know it's not 12 13 relevant. MR. GHRIST: I understand, and I 14 appreciate your indulgence in letting me jump in 15 there. Yes, sir. 16 GRAND JUROR: Do you have comparisons for 17 like before March 30th to after March 30th what the 18 City's net profit or loss was? 19 THE WITNESS: Well, so it would -- the 20 contract with CIAM is completely different than the 21 contract with the new management company to include 22 the concessions is almost the complete reverse of 23 what it was with CIAM. So it would take a forensic

auditor to be able to sit down and be able to compare the two to show you a difference. But based on the significant differences in the contracts, I couldn't sit here and tell you what the differences were and why.

MR. GHRIST: And so everybody is clear, the theories that are pursued in the indictments we are requesting are those of deception and unauthorized control. Okay? And so we are alleging they deceived the City and that they gained unauthorized control over money.

Does anyone else have any other questions for Special Agent Rossiter? Okay.

(WHEREUPON THE WITNESS WAS EXCUSED.)

LISA MATHENY

called as a witness herein, on behalf of the People of the State of Illinois, after having been first duly sworn on her oath, was examined and testified as follows, to-wit:

EXAMINATION

BY MR. GHRIST:

O. Can you please tell us your name and spell

your last name?

- A. Lisa Matheny, M-a-t-h-e-n-y.
- Q. And please tell us your title and who you work for.
- A. I am special agent with the Illinois
 Department of Revenue, Criminal Investigation
 Division.
- Q. And did you come alongside Special Agent Rossiter and work with him throughout the course of this investigation?
 - A. I did, yes.
- Q. I would like to ask you about a number of charges -- indictments we are seeking regarding tax offenses and wire fraud. To lay some foundation for that, I'd like to ask you a little bit about pricing and sales tax and if you can explain that on how the prices are set up and the way the sales tax are reported.
- A. Sure. All concessions in the Coliseum had sales tax included in them, so you would see one price when you purchased an item versus a price and then tax added onto that. Catering that was done within the Coliseum had a tax added on at 18 percent. I'm sorry. Those are -- their

gratuity was 18 percent. Sorry.

- Q. So for each sale of an item, any item in the Coliseum, a sales tax is due. Is that right?
 - A. Correct.

- Q. And what was BMI doing? Were they improperly using any type of status as it resulted from their catering sales?
- A. In regards to catering, when they had an event show, they would include a catering rider into the contract. Based on that, they would bill the Coliseum fund for reimbursement for that catering.
- Q. And did they use tax exempt status on any of these catering?
- A. For events that were booked through the show, they would bill the Coliseum fund as a tax exempt catering.
- Q. And was that something that is consistent with what should be done under the law even -- understanding, of course, that the City enjoys tax exempt status?
- A. Sure. BMI is a private entity, and the individuals who were receiving that catering were basically private entities. It was not the City of

Bloomington who was receiving the catering. 1 Q. And therefore, was it improper to use the 2 3 tax exempt status? 4 A. Correct. 5 Q. We previously talked about \$102,000 in what we labeled as -- or we titled for purposes of 6 this as cash skimming. Were any sales ever -sales taxes ever reported for those cash 8 transactions? 10 All of the cash that was removed from the deposits and not put into the POS system, all those 11 sales included tax, city and state. So when it was 12 not put into the POS system, those sales were never 13 14 reported for taxing purposes. 15 Q. And therefore, were taxes ever paid on 16 that amount? 17 A. No. 18 Who was responsible for the monthly tax . 19 payments? 20 A. Jay Laesch was responsible for preparing

- and filing those returns.
 - And would -- how would he do that? 0.

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A. Each and every month, he would electronically file the sales tax return to the Department of Revenue.

- Q. And each month, that return would be for the previous month's due taxes. Is that right?
- A. Correct. So for January, say, of '15, that return would be due on or about February 20th of the following month.
- Q. And is there -- when you file them electronically, how is -- how does one sign?
- A. It's an electronic signature. And specific to this case, we had a system with the Department of Revenue called My Tax. And so you have an electronic signature. It's your own sign-in, login that you go and you file your returns through.
- Q. And for each of the months we are going to discuss, was Jay Laesch the electronic signature on the return?
 - A. Yes.
- Q. And were those returns electronically filed from within the state of Illinois?
 - A. Yes.
- Q. And who does the Department of Revenue's paperwork show is the person responsible for the sales taxes payable that we're talking about?

- A. For our registration is John Butler who is the person responsible for sales taxes.
- Q. And is that consistent with your investigation as to who had knowledge of what was going on in this instance with the not reporting taxes for the cash payment?
 - A. Yes.
- Q. And again, was Paul Grazar also aware of the cash skimming and the nonreporting in the MICROS system; therefore, the nonreporting of taxes due?
 - A. Yes, he was.
- Q. And on that form, are they required to disclose those taxable sales on line 4a of the form?
 - A. Yes.
- Q. And have you through the investigation gone back to the year 2014 and compared the tax forms that were reported from sales and the cash that was taken from the vault to determine the deficiencies in tax for those various months?
- A. Yes. I compared the cash that was removed from the vault and not reported on the POS and also the catering that was incorrectly billed to the

Coliseum fund as tax exempt.

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- Q. And so I want to ask you about a series of months of these two years from 2014 -- well, I guess, three years: 2014, 2015, and what was 2016 while they were there. March of 2014, what was the amount that was deficient on the tax form that was submitted by BMI?
- A. There would have been an additional tax due of \$880.
- Q. December of '14, what was the tax due for the -- again, we're talking about the previous month's sales?
 - A. It would have been an additional \$1,007.
 - Q. For March of 15?
 - A. It would have been an additional 1,041.
 - Q. For May of '15?
 - A. An additional 1,241.
 - Q. For January of '16?
 - A. An additional 1,212.
 - Q. And for March of '16?
 - A. An additional 1,978.
- Q. So all together for the time period that we're talking about for 2014, '15, and '16 until they left, was there a total amount that your

investigation has shown was unreported through 1 the -- on taxable sales to the State of Illinois? 2 3 Yes. And for the years 2014 and '15, the tax rate for the state of Illinois was 7.75 5 percent. But then in '16, it changed to 8.75 6 percent. So the total is a mix of the two tax 7 rates. 8 Q. Okay. It was 19,770. 9 A. And for each one of these months that we 10 0. have discussed with this electronic filing, given 11 12 that this is a fraudulent filing, those are the 13 months in which we are requesting indictments for 14 wire fraud as well. Is that correct? 15 A. Yes. 16 Does anyone have -- is there anything I've 17 failed to ask you that I should have? 18 A. I don't think so. Taxes are pretty 19 straightforward. 20 MR. GHRIST: Do any of the grand jurors have any questions? No? Okay. Yes, ma'am. 21 GRAND JUROR: I just want to clarify for 22 23 me.

MR. GHRIST: Okay. Go ahead.

GRAND JUROR: When they did the catering, that would be like for a wedding like something like that, and the tax on that would be different than if they had another catering or --

THE WITNESS: They did different kinds of catering. They did weddings, they did City of Bloomington meetings, and they did backstage catering. So if someone were to have a wedding, they would charge the appropriate tax rate and the gratuity, and that would be invoiced out. Certain things like City of Bloomington meetings, the City of Bloomington is a tax exempt organization, so they would properly put that as a tax exempt.

Now the backstage catering when your end user, the people who actually book that event, they are not tax exempt. But the way that they were billing it to the Coliseum fund, they would then reduce that as a tax exempt.

GRAND JUROR: Okay.

THE WITNESS: Therefore not paying the appropriate taxes.

GRAND JUROR: Okay.

MR. GHRIST: If there are no other questions, we will leave you to vote. If there are

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other questions, just knock, and we'll come in.
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                 (WHEREUPON THE GRAND JURY DELIBERATED.)
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STATE OF ILLINOIS 1 SS. 2 COUNTY OF MCLEAN 3 4 I, LYNN J. WATSON, a Certified Shorthand 5 Reporter in and for the County of McLean and State of Illinois, do hereby certify that the foregoing 6 pages constitute all of the testimony offered and 7 considered by the aforementioned Grand Jury on the aforementioned date as to said cause, and that said 10 testimony was on said date taken stenographically by me and afterwards transcribed by me, and that 11 the foregoing is a true and accurate transcript of 12 the testimony so given on said date. 13 14 Dated September 22, 2017. 15 16 C.S.R. License No. 84-001744 17 18 19 20 21 22 23 24