

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY, INDIANA  
Minutes of Meeting  
Monday, August 30, 2010  
Room 102

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on Monday, August 30, 2010, in Room 102 of the Indiana Convention Center.

Board Members present included Ann Lathrop, David N. Shane, Paul Okeson, Douglas R. Brown, Jim Dora, Jr., Carolene Mays, Michael J. McQuillen, Brenda Myers, Jay Potesta, and Donald P. Welsh, Ex-Officio.

Others in attendance included Barney Levengood, Executive Director, Dan Huges, CFO, ICCLOS, W. Tobin McClamroch, General Counsel, Bingham McHale LLP, Michelle Travis, Vice President of Sales, ICVA, James E. Wallis, Senior Vice president, Finance, Administration & Technology, ICVA, and members of the media. A copy of the list of those who signed in upon arrival is attached hereto.

Minutes of the Friday, July 16, 2010 meeting of the Capital Improvement Board were presented, and upon a motion by Mr. Brown, which was seconded by Mr. Potesta, these Minutes were approved.

Mr. Huges presented a brief Financial Update. Among his comments were that there was a \$5 million dollar negative cash flow for June, but that this was to be expected, due to principal and interest payments in the month of June on bonds. Actual to budget variance is still \$2 million dollars ahead of the budget. YTD figure is approximately \$3.8 million ahead of budget, from Revenue standpoint. With regard to the Expenses side, total Expenses are \$39 million YTD vs. budget of \$48 million, approximately \$9.5 million under budget. Also, net cash flow YTD actual is a positive \$3.7 million dollars, in comparison to a budget negative cash flow of \$9.7 million dollars, which shows an actual to budget variance YTD of \$13.3 million. Mr. Huges added that he had been out of the office, and was reviewing the July numbers. Copies of data Mr. Huges presented are attached hereto as a part of these Minutes.

Mr. Welsh presented a brief update on behalf of the ICVA. He referenced the "3<sup>rd</sup> Annual Indianapolis Hotel Symposium," to be held on Wednesday, September 1<sup>st</sup>, at the Indiana Historical Society. He encouraged Board members whose calendars might allow them to do so, to attend this event. It provides hoteliers, restaurateurs, key partners, etc., with a view of how business is looking for 2011. Mr. Welsh also gave a brief recap of the recent "Convention Center Road Show and ASAE Annual Meeting," in San Diego, which Ms. Lathrop and Mr. Levengood also attended with the ICVA team,

and which included site visits to cities such as Denver, Phoenix and San Diego, all of which have undergone recent major expansions to their facilities, and Los Angeles, where the team met with their counterparts there, and with key customers such as Dealer News. Also, the ICVA team and Barney and Ann were able to have an opportunity to “work the floor” together. The trip was a most productive, and informative one. Regarding the “Market Share Report for July 2010,” Mr. Welsh commented that although it was hoped that July would be a good month as it pertained to downtown room nights, it wasn’t. However, year-to-date numbers are in fairly good shape. Copies of reports pertaining to comments made on behalf of the ICVA, are attached hereto as a part of these Minutes.

Also, Michelle Travis, ICVA’s Vice President of Sales, addressed the Board.

As of July 31<sup>st</sup>, the ICVA was at 66% of their annual goal of 650,000.

The ICVA hosted two large clients for site inspections: National Safety Council at 6,500 Rooms on Peak night and 29,000 total room nights. They are considering Indianapolis for 2017 and Biotechnology Industry Organization at 6,100 on Peak Night and 22,000 total room nights.

Additionally, the ICVA has attended several tradeshow in the third quarter, to include ASAE (American Society of Association Executives). The traffic was strong in the booth and we hosted several clients at a client dinner on Sunday night August 22, 2010. The show resulted in strong Indianapolis awareness, several RFPs and a signed letter of commitment from American Association of Homes and Services for the Aging for 5,200 on Peak night and 23,000 total room nights for October 2016.

Finally, the ICVA has hired a National Sales Manager for the Sports market. Schnette Queisser will be responsible for the ICVA sports strategy and market. The Director of Sales position is posted and we will begin interviewing for that position mid-September.

Ms. Lathrop thanked both Ms. Travis and Mr. Welsh for their remarks and updates.

Mr. Huge then presented the “Capital Improvement Board Proposed Budget, Year Ending December 31, 2011,” (“the Budget”) for the Board’s consideration and approval. Among his remarks, which accompanied a power point presentation, Mr. Huge described something of the process that the Budget goes through from the time it is approved by this Board, until its final approval by the full City-County Council on October 25<sup>th</sup>. He also described the Budget as basically having four “characters,” including (1) Salaries, (2) Supplies, (3) Other Services and Charges, and (4) Capital Outlays. The final element is the Bond Fund, which was described as “fairly flat between 2010-2011”. Among “other elements” which have been reinstated in the 2011

Budget in some form, are the Indiana Black Expo, Sports Corporation, and Arts Funding (Cultural Tourism and Indianapolis Arts Council) Grants. Additionally, to support the Budget as presented, several other elements were necessary, including:

- Loan with Treasurer of State
  - Authorization to enter into a Loan with the Treasurer of State for \$9 million in 2010 and 2011 if needed
  - Authorizes the Officers of the CIB (President, Vice President, Treasurer) to negotiate the terms and conditions of the loan.
- Inter-local Agreement
  - Authorizes the Officers of the CIB to enter into an Inter-Local Agreement to provide funding for CIB activities.
- Minor changes between Characters may be needed, once reviewed by the City-County Council. Authorize CFO and CIB Officers to make changes.

Board approval was sought. Upon a motion by Mr. Brown, which motion was seconded by Mr. Okeson, unanimous approval was granted. Copies of the Power Point, as well as the 2011 Budget, are attached hereto as a part of these Minutes.

The next item on the Agenda was that of, "Pacers Related Follow-Up Matters." Since there was nothing new to report, Ms. Lathrop advised that this matter would be tabled.

Mr. Levengood presented an Amendment and Renewal of the "Emergency Medical Services Agreement," between the CIB and Clarian Health Partners. He said Clarian had approached the CIB to request an extension to their existing "Emergency Medical Services Agreement," an Agreement which was initiated on June 1, 1994, and which will expire on May 31, 2011. Mr. Levengood told the Board that staff has a very positive working relationship with Clarian Health. He told the Board that approval of this extension would involve no price increases, however, Clarian Health Partners has said that they want to be involved in the 2012 Super Bowl. Mr. Levengood said staff was recommending approval of this extended Agreement. And, upon a motion by Mr. McQuillen, which was seconded by Mr. Shane, Board agreement was granted, with Mr. Brown advising the Board that he would be abstaining from voting on this matter. A copy of the, "Amendment and Renewal to Emergency Medical Services Agreement," as presented by Mr. Levengood, is attached hereto as a part of these Minutes.

Since the Board did not meet on Monday, August 9<sup>th</sup>, but because the Claims needed to be paid in a timely manner, the Board was asked to review and approve/disapprove the August Claims via faxed transmission. All Board members responded, and all Board members approved. Therefore, a ratification of that approval of Claims for the month of August followed, and included these items:

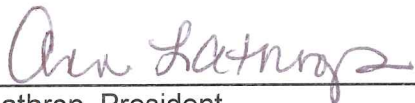
Capital Improvement Board of Managers:

Operating Expense Voucher #487G	\$ 1,440,740.68
Confirming Operating Expense Voucher #486B	<u>419,320.50</u>
Total:	\$ 1,860,061.18

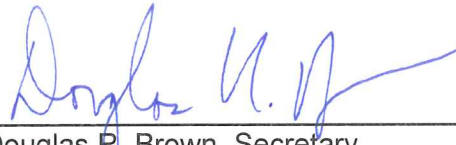
Upon a motion by Mr. Potesta, which was seconded by Mr. Dora, approval of the Vouchers for the Month of August was ratified.

Ms. Lathrop asked if there was any further business to be brought before the Board at this time. Mr. Levensgood said he would just like to call the Board's attention to the latest construction pictorial, which had been put at their places. "The construction is really coming along well," he said. "Customers love it!"

There being no further business to be conducted or any public comments to be heard, and upon a motion by Mr. Dora, which was seconded by Mr. Potesta, the meeting was adjourned.



Ann Lathrop, President  
THE CAPITAL IMPROVEMENT BOARD  
OF MANAGERS  
OF MARION COUNTY, INDIANA



Douglas R. Brown, Secretary  
THE CAPITAL IMPROVEMENT BOARD  
OF MANAGERS  
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