

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY, INDIANA  
Minutes of Meeting  
Tuesday, December 13, 2011  
Indiana Convention Center - Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on Tuesday, December 13, 2011 in the Indiana Convention Center's Boardroom.

Board Members present included Ann Lathrop, Jay K. Potesta, Carolene Mays, Milton O. Thompson, Jim Dora Jr., Douglas R. Brown, Michael J. McQuillen and Leonard Hoops, Ex-Officio. Board members David Shane and Brenda Myers were absent.

Others in attendance included Barney Levensgood, Executive Director, Dan Huge, CFO, Jack Woodside, Special Projects Consultant, Patti Dean, Controller, W. Tobin McClamroch, General Counsel, Bingham McHale LLP, Terry Leffew, Raymond James, Randy Ruhl, City, Bill Crawford, ASI Midwest, LLC, David Sease, SGA, Robert Vane, Veteran Strategies, Inc., James Wallis, Indianapolis Convention & Visitors Association ("ICVA"), Michelle Travis, ICVA, and members of the media. A copy of the list of those who signed in upon arrival is also attached hereto.

**Minutes** of the Monday, November 13, 2011 meeting were presented. Upon a motion by Mr. McQuillen, and seconded by Ms. Mays, the Minutes were approved.

Dan Huge presented the Board with a **Financial Update** as per the supporting documentation, which is made a part of these minutes. After his presentation Ms. Lathrop asked if there were any questions for Mr. Huge. Mr. McQuillen asked what the final financial effect of the lost half NBA season and Mr. Huge answered approximately \$1 Million dollars in total.

The next two agenda items that were presented were the **Expenses of 2011 Budget Dollars for Capital Outlays and Expenses and CIB Budget Adjustment (Transfer between Characters from 2011 Budget)**

Upon a motion by Mr. McQuillen and second by Mr. Dora the Board approved the encumbrance of \$1.35M of 2011 budgeted dollars for purchases related to Supplies (\$700K) and Major Repairs (\$375K) and Capital Outlays (\$275K) and the transfer of \$1.7M from Capital Outlays (\$585K) and other Service and Charges (\$1.13M) all as set forth in a memorandum dated December 5, 2011 attached hereto.

Ms. Lathrop asked if there were any questions for Mr. Huge and there were none. With no further action necessary or taken the next agenda item was introduced.

Leonard Hoops presented an **ICVA Update** as per the attached supporting documents which are made a part of these minutes. Mr. Hoops informed the Board that the Gen Con Conference had been extended for 5 years and would be coming to Indianapolis through the year 2020. There was a brief discussion about the recent Indy Shuffle video which Mr. Hoops explained generated a media buzz and also increased site inspections and interest for the ICVA, in particular in the Chicago market to which the video was targeted. Mr. Thompson asked how he mitigated the local media firestorm. Mr. Hoops mentioned that he pulled the video until the ICVA Board had a chance to review and approve it at the meeting the following week as he did not want to put the CIB or the ICVA Board members in a difficult position.

Mr. Levensgood made a note that Mr. Hoops had acknowledged the CIB at the Hotel General Manager and Director of Sales Meeting as being in support of the Dynamic Pricing Matrix and also acknowledged the CIB's matching funds for the White Family Grant.

Ms. Lathrop introduced Barney Levensgood who presented the **ICCLOS Sales Report** which is attached and made part of these minutes. Mr. Levensgood noted that we were going into a very busy time and that from January 8<sup>th</sup> through March 15<sup>th</sup> there were only 3 days that the Convention Center would not have any events. Ms. Lathrop asked how this changed how the Sales department was spending their time with the ICC booked and Mr. Levensgood explained that the Sales staff was sowing seeds for the future and that the Board would be very proud of the entire staff once we completed this three months stretch of events.

Mr. Levensgood then presented both the **Trades and IASTE Collective Bargaining Agreements** which he strongly encouraged the Board to approve as presented. On a motion by Mr. Potesta, which was seconded by Mr. McQuillen, both Agreements were approved by the Board as presented. Ms. Lathrop acknowledged that this was a big feat to get this accomplished and thanked Mr. Levensgood for all his efforts getting these Agreements finalized.

The next topic for the Board to discuss was Approval of **Claims** 503G and 502B which Ms. Lathrop presented to the Board as per the supporting documentation, and which is made a part of these minutes.

There being no questions, and in a motion by Mr. McQuillen which was seconded by Mr. Potesta, the December Claims were approved by the Board.

### **Other Business**

Ms. Lathrop asked if there was any **Public Comment**. There being none, and with no further business to be conducted, on a motion by Mr. Brown and seconded by Mr. McQuillen, the meeting was adjourned.



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



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