

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY, INDIANA  
Minutes of Meeting  
Monday, January 9, 2012  
Indiana Convention Center - Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on Monday, January 9, 2012 in the Indiana Convention Center's Boardroom.

Board Members present included Ann Lathrop, Jay K. Potesta, David N. Shane, Carolene Mays, Milton O. Thompson, Douglas R. Brown, Brenda Myers and Michael J. McQuillen.

Board Member Jim Dora Jr. was absent as was Ex-Officio, Leonard Hoops.

Others in attendance included Barney Levengood, Executive Director, Dan Huge, CFO, Jack Woodside, Special Projects Consultant, W. Tobin McClamroch, General Counsel, Bingham Greenebaum Doll LLP, Christina Koennecke, CIB, Robert Vane, Veteran Strategies, Inc., James Wallis, Indianapolis Convention & Visitors Association ("ICVA"), Chris Gahl, ICVA, Jerry Semler ICVA, Mamon Power, Power and Sons, Curt Fritsch, CRF Group, John Gollnick, R66T Digital Networks, Scott Olsen, IJB, Terry Leffew, Raymond James, David Sears, SGA, and members of the media. A copy of the list of those who signed in upon arrival is also attached hereto.

**Minutes** of the Tuesday, December 13, 2011 meeting were presented. Mr. Potesta motioned that the Minutes be accepted as presented. This was seconded by Mr. McQuillen and 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. Ms. Lathrop asked if there were any questions. Mr. Brown asked Mr. Huge to remind the Board of the projected Net Fiscal Impact of the Super Bowl on the CIB as an agency. Mr. Huge noted that there would be a negative cash flow of \$800K due to several factors, one being the reimbursement to the City for Public Safety expenditures. Ms. Lathrop asked Mr. Huge when the Board could expect an updated financial report with the year end numbers and Mr. Huge answered they would be completed near the end of February 2012 and presented at the March 2012 Board meeting.

Ms. Lathrop asked Mr. Huge to update the Board on the encumbrance that was discussed at the 12/13/11 Board Meeting. Mr. Huge presented a follow-up memorandum regarding the Encumbrance of 2011 Budget Funds and the Transfer of CIB Dollars, and spreadsheet which is attached to and made part of these minutes and explained that due to a large amount of fixed asset purchases processed in December 2011 the amounts had changed.

On a motion by Mr. Shane, which was seconded by Mr. Thompson, the Encumbrance of the 2011 Budget Funds and Transfer of CIB Dollars was approved as presented in the memorandum.

Ms. Lathrop introduced James Wallis who presented the **ICVA Update** in Mr. Hoops' absence. He presented the enclosed supporting documents, attached to and made a part of these minutes. Mr. Wallis noted that revenue has increased and that the ICVA had outpaced their Convention Competitive set across the board so far this year. He also noted the ICVA was successful hitting their target of 725,000 Room Nights.

Mr. Wallis introduced Chris Gahl who presented the Board with three ICVA updates.

The ICVA investment of \$1.3M in the Summer and Fall Advertising Campaigns resulted in \$183M in visitor spending.

The Public Relations Department reported 2,600 media hits in 2011 which is an average of seven per day equaling an advertising value of \$8.4M.

See the Super City before the Super Bowl –a 25 day, \$115K Campaign to encourage visitors to take advantage of the activities the week prior to the Super Bowl.

Ms. Lathrop introduced Barney Levensgood who presented the attached documents regarding the consideration of the **Interlocal Cooperation Agreement with City and Resolution** which is attached and made a part of these minutes. Mr. Levensgood recommended the Board approve the Resolution. Upon a motion by Mr. McQuillen and a second by Ms. Mays, the Resolution was approved as presented.

The next topic on the Agenda was the **Copier 5 year Agreement Approval** as per the supporting documentation attached hereto and made a part of these minutes. Mr. Levensgood presented this to the Board and upon a motion by Ms. Mays, seconded by Mr. Potesta the contract was approved as presented.

Mr. Levensgood then presented the next Agenda topic related to the **Disposal of Obsolete Equipment-Conseco Uniforms** as per the attached supporting documentation, which is made a part of these minutes. Ms. Lathrop asked if there were any questions and there were none.

Pursuant to a motion by Ms. Mays and a second by Mr. Brown, the Board granted approval of the disposal.

The next topic for the Board to discuss was Approval of **Claims** 504G, 503B, 503C, 503D, and 503E which Ms. Lathrop presented to the Board as per the supporting documentation, which is made a part of these minutes.

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

## Other Business

Mr. Levengood introduced Christina Koennecke who updated the Board on the Strategic Plan. She informed the Board that the plan was currently being reviewed by management and the next step was a meeting on February 22<sup>nd</sup> to prioritize the different projects discussed in the plan. Ms. Lathrop added that we would be updating the board on the progress at an upcoming meeting.

Mr. Levengood gave the Board a brief status report on the Super Bowl noting that both the NFL contracts with ICC and LOS were completed.

Mr. Levengood distributed a handout to the Board members pertaining to the Executive Summary on the weather preparedness highlighting all the preparation being done by the WPRT to ensure all possible weather conditions relating to the Super Bowl are anticipated and addressed.

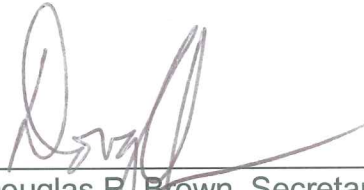
Mr. Levengood shared with the Board a full size color advertisement of the ICCLOS which was featured on the back cover of the current issue of Trade Show Executive.

There was a brief discussion regarding the name change of Conseco Fieldhouse to Bankers Life Fieldhouse. Mr. Thompson commented that Ms. Lathrop was exemplary in her representation of the CIB at the press conferences relating to this name change and expressed his appreciation.

Ms. Lathrop asked if there was any **Public Comment**. There being none, and with no further business to be conducted, 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  
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