

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Monday, May 14, 2012
Indiana Convention Center - Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on May 14, 2012 in the Indiana Convention Center's Boardroom.

Board Members present included Ann Lathrop, Jay K. Potesta, Jim Dora Jr., David N. Shane, Milton O. Thompson, Douglas R. Brown, Brenda Myers, Maggie A. Lewis and Leonard Hoops, Ex-Officio. Board Member Carolene Mays was absent.

Others in attendance included Barney Levensgood, Executive Director, Dan Huges, CFO, Jack Woodside, Special Projects Consultant, W. Tobin McClamroch, General Counsel, Bingham Greenebaum Doll LLP, Christina Koennecke, Strategic Planning Manager, Robert Vane, Veteran Strategies, Inc., Jerry Semler, Indianapolis Convention & Visitors Association ("ICVA"), Michelle Travis, IVCA, Chris Gahl, IVCA, David Sease, 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 Monday, April 9, 2012 meeting were presented. Upon a motion by Mr. Potesta and seconded by Mr. Brown the Minutes were approved as presented.

Ms. Lathrop introduced Dan Huges who presented the Board with a **Financial Update** as per the supporting documentation, which is attached and made a part of these minutes.

Mr. Huges highlighted the Year to Date Statement of Operations noting that Utilities and Capital Outlays were running under budget. Debt Service was also under budget by \$1.1M which was attributed to the refinancing done in September of 2011 after the yearly budget had already been finalized.

There being no questions on the Year to Date numbers, Ms. Lathrop asked Mr. Huges to present the Summary of ICC-LOS Billing of Operating Expenses and Reimbursements for the 2012 Super Bowl which is attached and made part of these minutes. Mr. Huges noted that these numbers included a reimbursement to the City of Indianapolis of \$3.6M for Public Safety efforts directly related to the Super Bowl.

Also noted were specific items not billable per the NFL contract which included Insurance, Legal Fees and Snow Removal Equipment which totaled \$349,718.

There being no questions for Mr. Huges regarding the Super Bowl billing summary, Mr. Huges presented the Board with information regarding a Bond Refinancing of MCCRFA 2003 Senior Bonds attached to and made a part of these minutes. He noted that there was an additional savings of \$3M which will be realized earlier rather than later and which will be put back into our Renewal & Replacement Reserve. He also thanked

Kevin Thompson of Raymond James / Morgan Keegan for assisting with the review and strategic planning of the refinancing.

With no further questions for Mr. Huge, Ms. Lathrop introduced Leonard Hoops who presented the **ICVA Update**. He presented a Market Share Performance report of three key areas: Indianapolis MSA, Marion County and Downtown and also presented a Room-Night Production report. These documents are attached to and made a part of these minutes.

Mr. Hoops introduced Chris Gahl of the ICVA to present the Board with an update on the Summer Marketing Campaign which was funded in part by the CIB as a result of the White Family Grant Matching Funds. Mr. Gahl informed the Board that the ICVA had just launched a \$1.2 M Regional Advertising Campaign which included five new thirty second radio spots as well as online digital elements and traffic reports aimed at bringing the regional tourist to Indianapolis.

The advertising campaign will be focused on the five following cities:

- Chicago, Illinois
- Cincinnati, Ohio
- Louisville, Kentucky
- St. Louis, Missouri
- Champaign, Illinois

In response to an inquiry from Mr. Brown, Mr. Gahl replied the target demographic for the advertising campaign was the following:

- Female
- Age 25-42
- 2 children
- Employed
- Household income between \$65-80K
- Interested in a weekend getaway

There being no additional questions from the Board at this time for Mr. Hoops or Mr. Gahl, no further action was taken.

Ms. Lathrop introduced Mr. Levengood who presented the **ICCLOS Sales Report** which is attached to and made a part of these minutes. Mr. Levengood commented that the majority of the attendance earlier in the year was a result of one event-The NFL Experience and the occupancies will now return to a more normal level. Ms. Lathrop asked if the lost visits due to preferred space being unavailable was common to which Mr. Levengood replied this was typical among convention centers as space cannot be manufactured.

There being no further questions for Mr. Levensgood regarding the ICCLOS Sales Report, Ms. Lathrop moved to the next agenda item.

The next agenda item was the **Approval of Acceptance of Wooden Statue**. Mr. Levensgood deferred to W. Tobin McClamroch, General Counsel from Bingham Greenebaum Doll LLP with regard to this agenda item. Mr. McClamroch presented the Agreement between the 2012 Community Legacy, Inc. and the Capital Improvement Board pertaining to the "Wooden's Legacy" sculpture. This Agreement is attached to and made a part of these minutes. There was a brief discussion as to the transfer and maintenance of the sculpture and the responsibility of the CIB. Mr. McClamroch expressed his appreciation to the Mark Miles and the Super Bowl Committee for organizing this arrangement.

Pursuant to a motion by Mr. Brown and seconded by Mr. Dora, the **Approval of Acceptance of Wooden Statue** was approved as presented.

Mr. Levensgood presented the **Transition to Google Apps** to the Board which included a recommendation from Chris Hayes, IT Manager and Christina Koennecke, Strategic Planning Manager for the CIB requesting approval to enter into a recurring annual agreement with Google to migrate to Google Apps-Government Solutions.

This recommendation report is attached and made a part of these minutes.

After some discussion General Counsel McClamroch summarized this as a request to move forward in a contract with Google and authorize the officers of the Board to negotiate the contract. Mr. McClamroch's recommendation was to bring this proposal for **Transition to Google Apps** back to the CIB for ratification after this negotiating process has been completed.

Upon a motion by Mr. Potesta and seconded by Mr. Dora the request to proceed with the **Transition to Google Apps** was approved subject to ratification by the Board.

Mr. Levensgood then presented the next Agenda topic related to the **Disposal of Obsolete Equipment at Bankers Life Fieldhouse** as per the attached supporting documentation, which is made a part of these minutes. Mr. Levensgood explained that he honored Ms. Myers' request from the last Board Meeting by contacting the Second Starts organization to see if they could use any of the obsolete equipment and while they could not use any of the items from last month, they were interested in some of the items for disposal this month.

Ms. Myers thanked Mr. Levensgood for going over and above what was expected with regard to her request and she appreciated the extra efforts expended by Mr. Levensgood and his team. On a motion by Ms. Myers and seconded by Mr. Thompson, the Board granted approval of the write off of the obsolete equipment as presented.


The next topic on the agenda was Approval of **Claims** 508G, 507B, 507C and 507D, which Ms. Lathrop presented to the Board as per the supporting documentation, which

is made a part of these minutes. Mr. Huge explained that the claims were a bit larger than usual this month due to a check to the Department of Public Safety as well as the insurance renewal payment. There being no questions, and on a motion by Mr. Brown which was seconded by Mr. Thompson the Claims were approved by the Board.

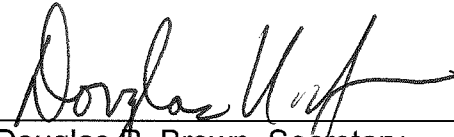
Ms. Lathrop asked if there were any **Other Business** to address. Mr. Huge mentioned the State Board of Accounts had finished the field work within the last few weeks and the Audit Exit Conference would be on Wednesday, May 16, 2012.

Mr. Levensgood mentioned that Bankers Life Fieldhouse had been hit by a car but no one was seriously injured and the building was damaged but repairable.

There being no **Public Comment**, 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
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