

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY, INDIANA  
Minutes of Meeting  
Monday, May 13, 2013  
Indiana Convention Center - Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on May 13, 2013 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, Carolene Mays, Maggie A. Lewis and Ex-Officio, Leonard Hoops.

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 Greenebaum Doll LLP, Robert Vane, VSI, James Wallis, Visit Indy ("VI"), Michelle Travis, VI, Chris Gahl, VI, Jerry Semler, VI, David Sease, SGA, Curt Fritsch, CRF Group, and members of the media. A copy of the list of those who signed in upon arrival is also attached hereto.

The first agenda item was **Approval of Minutes** for the Monday, April 8, 2013 meeting. Upon a motion by Mr. Brown and seconded by Ms. Mays the Minutes were approved as presented.

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

Mr. Huge noted that there was a positive cash flow of \$3.5 M in comparison to the budgeted \$1.6 M which put us \$1.8 M ahead of budget. He noted a main driver on the revenue side was Rent and Concessions due to strong food and beverage sales during the NTEA Work Truck Show and the Nike Midwest Qualifier Volleyball tournament. Capital Outlays will catch up with the budget projections as the projects have started and the invoices begin to arrive. Mr. Huge noted that for YTD our budget has a projected \$5.7 M negative cash flow and currently it is about \$500,000 negative cash flow. He concluded that so far the first quarter results were as well as could be expected.

Ms. Lathrop asked if there were any questions for Mr. Huge regarding the Financial Statements and there were none at this time.

Ms. Lathrop introduced Leonard Hoops who presented the **Visit Indy Update** with the Market Share Performance report and Room-Night Production documents attached to and made a part of these Minutes. Mr. Hoops highlighted the Subaru of America Business Conference stating that that even though this is not one of the largest shows, from stature point of view it is a great piece of business for Indianapolis. Ms. Lathrop asked if there were any further questions for Mr. Hoops and there were none.

Ms. Lathrop introduced Mr. Levengood who presented the **ICCLOS Sales Report** which is attached to and made a part of these minutes. Mr. Levengood noted we hit 80% occupancy in the exhibit halls for the month for a second time in a row and it is not often that one sees a Convention Center do this in back to back months and worth noting to the Board. Some of the recent pieces of business that helped to make up this percentage included the National Society of Black Engineers, Supercross and the Fire Department Instructors Conference (FDIC). Mr. Levengood thanked Mr. Dora for vacating his piece of the parking lot property south of ICC and working with him in order to utilize the parking for the FDIC show. There were no questions for Mr. Levengood regarding the ICCLOS Sales Report.

Mr. Levengood presented the **Copier Agreement** agenda item explaining because this was a multi-year contract it needed to be presented to and approved by the Board. He explained that we would be getting rid of six existing copiers and adding three to the existing agreement making the total of copiers thirteen, rather than sixteen. He said this was a straight business deal and that the staff strongly recommends it. Pursuant to a motion by Mr. Brown and seconded by Ms. Mays the **Copier Agreement** was approved as presented.

Mr. Levengood presented the **Disposal of Obsolete Equipment** agenda item to the Board and presented the corresponding documents attached to and made a part of these Minutes. On a motion by Ms. Mays and seconded by Mr. Shane the Board granted approval of the disposal of the obsolete equipment as presented.

The next topic on the agenda was Approval of **Claims** 520G, 519B and 519C, which Ms. Lathrop presented to the Board as per the supporting documentation, which is made a part of these Minutes. There were no questions, and on a motion by Mr. Dora which was seconded by Ms. Mays the Claims were approved by the Board.

Ms. Lathrop asked if there were any **Other Business** to address and there was none.

There being no **Public Comment** 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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