

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Monday, June 10, 2013
Indiana Convention Center - Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on June 10, 2013 in the Indiana Convention Center's Boardroom.

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

Others in attendance included Barney Levensgood, Executive Director, Dan Huges, CFO, Jack Woodside, Special Projects Consultant, Patti Dean, Controller, W. Tobin McClamroch, General Counsel, Bingham Greenebaum Doll LLP, Donald Graham, Bingham Greenebaum Doll LLP, Robert Vane, VSI, James Wallis, Visit Indy ("VI"), Michelle Travis, VI, Chris Gahl, VI, David Sease, SGA, Curt Fritsch, CRF Group, Nick Duncan, Hunt Construction, and members of the media. A copy of the list of those who signed in upon arrival is also attached hereto.

Since Ms. Lathrop was not in attendance, Mr. Dora Jr. filled in for her in her absence.

The first agenda item was **Approval of Minutes** for the Monday, May 13, 2013 meeting. Upon a motion by Mr. Brown and seconded by Mr. Potesta the Minutes were unanimously approved as presented.

Mr. Dora 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 noted with regard to the tax revenues for April, this was the first month the new auto rental tax and new admissions tax were distributed to the CIB. He wanted to let the Board members know for budgeting purposes we approved \$2.1M auto rental tax and \$4.7M admissions tax in our amended budget. Because we were not sure when the tax would begin these were not included from January to March but will be included from April 2013 through the end of the year driving us slightly under budget from a revenue collections stand point.

Mr. Huges noted that operating revenues were over budget mainly due to higher rental and labor reimbursements. He noted Other Services were over budget by \$4.6M mainly due to the final Bankers Life Fieldhouse loan payment made to the Pacers organization as required by BLF Lease Amendment approved by Board in December 2012. This was not included in our budget but noted this area was projected to come under budget by \$5M to \$6M by December 2013. Mr. Huges also mentioned Capital Outlays was under budget but he anticipated an increase as projects are coming on line and the necessary repairs are being done in the building.

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

Mr. Dora introduced James Wallis and Michelle Travis 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. Wallis emphasized the strong performance in April with demand up 14.6% and revenue up 19.6% and also noted the preliminary number for May looked good as well. He noted that they were on track to have long term sustained growth rather than a temporary increase in sales and revenue due to a lone event such as the Super Bowl.

Ms. Travis noted that 77% of the business being booked included utilizing the Convention Center also noting that she and Mr. Levensgood were meeting on a regular basis to discuss open dates in the building as well as potential opportunities to book the Center. She highlighted the increased business in the Medical and Corporate markets as evidence of Visit Indy's efforts to increase sales in those specific areas. With regard to upcoming events Ms. Travis noted that the Electric Drive Transportation Association show coming in May of 2014.

Mr. Brown asked if the positive experience of the Super Bowl in 2012 was still influencing event sales in the city. Ms. Travis said it was most certainly still affecting business and awareness of Indianapolis as a competitive convention city and that customers often commented on the success of the Super Bowl before the sales staff has a chance to bring up the topic. Mr. Levensgood added the upcoming Soccer event being held in Lucas Oil Stadium on August 1, 2013 was definitely a result of the success of the Super Bowl.

Mr. Dora asked if there were any further questions for Mr. Wallis and Ms. Travis and there were none.

Mr. Dora introduced Mr. Levensgood who presented the **ICCLOS Sales Report** which is attached to and made a part of these minutes. Mr. Levensgood noted the occupancy of 63.3% was more of a typical range for the building. He highlighted the FDIC show noting that we were able to make use of the entire building and parking lots south of the building including South Street and Lucas Oil Stadium. He mentioned the support from the Indianapolis Fire Department and the entire community was invaluable to the success of the show which brought 30,000 people to town. He mentioned the report for next month would include the Do-it-Best Show which is a long time customer coming to the Convention Center for 37 years. One other show of note is the recent Lacrosse event which was a great event from an operational standpoint. The customer was very happy, the event was attended by approximately 7,000 people and the event looked great on television. Mr. Dora asked if there were any questions for Mr. Levensgood and there were none.

The next agenda item was the **Award of Contracts for Suites and Food Pantry Improvements**. Mr. Levensgood explained there were six actual bid packages but he would be presenting them as one.

The following bids were submitted:

Bid Package # 1 – Structural - Harmon Construction -- \$209,500

Bid Package # 2 – Interior Finishes - Verkler -- \$537,000

Bid Package # 3 –Mechanical & Plumbing - General Piping -- \$458,000

Bid Package # 4 – Fire Protection - Dalmation -- \$23,700

Bid Package # 5 – Electrical - Barth --\$140,500

Bid Package # 6 – Food Service - Stafford Smith -- \$320,917

These were the lowest, responsible and responsive bidders and the staff is recommending them along with Counsel for the Improvements at LOS. Mr. Levensgood reminded the Board that the CIB had previously approved paying \$2M of these improvements and anything over that amount was to be paid by the Colts organization. Since the total current estimate for the work was approximately \$2.1M and over the original budgeted amount, Mr. Levensgood wanted to make the Board aware that the Colts had indeed agreed to pay the additional approximate \$100,000.00. Mr. Levensgood also let the Board know these bids did generally meet the desired goals for percentage of work done by Minority, Women and Veteran companies with the **combined** total being 27%.

Upon a motion by Mr. Brown and seconded by Mr. Potesta the Award of Contracts for Suites and Food Pantry Improvements was unanimously approved as presented.

Mr. Levensgood presented the **Restroom Renovation 204 and 209** which is attached to and made a part of these Minutes. Mr. Levensgood explained to the Board that these restrooms were the last to be renovated of the original 1972 restrooms and part of the continuing renovation process of the North campus. The staff is recommending we go with the lowest, responsible and responsive bidder which was J.C. Ripberger Construction Corporation with a bid of \$220,900. Pursuant to a motion by Mr. Shane and seconded by Mr. Thompson the **Restroom Renovation 204 and 209** was unanimously approved as presented.

Mr. Levensgood 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 Mr. Brown and seconded by Mr. Potesta the Board granted unanimous approval of the disposal of the obsolete equipment as presented.

The next topic on the agenda was Approval of **Claims** 521G, 520B and 520C, which Mr. Dora presented to the Board as per the supporting documentation, which is made a part of these Minutes. Mr. Shane noted a typo on the cover sheet listing 421G listed when it should have been 521G. There were no questions, and on a motion by Mr. Potesta

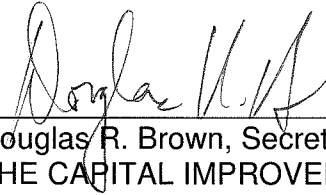
which was seconded by Mr. Shane the Claims were unanimously approved by the Board.

Mr. Dora asked if there were any **Other Business** to address. Mr. Levensgood mentioned to the Board he had attended Mayor Ballard's press conference earlier in the day having to do with the Largest All-Electric Car Share Program in the U.S. launching in Indianapolis in 2014. He encouraged the Board to look for more information regarding this in the press and he expressed excitement for the city with regard to this news. Chris Gahl of Visit Indy gave the Board a brief overview of this program and commented that Indianapolis was chosen for this unique opportunity over several other U.S. cities. A copy of the press release has been attached to and made a part of these Minutes.

There being no further business and no **Public Comment** 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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