

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA

Minutes of Meeting

Monday, September 9, 2013

Indiana Convention Center - Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on September 9, 2013 in the Indiana Convention Center's Boardroom.

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

Others in attendance included Barney Levensgood, Executive Director, Megan Ornellas, CFO, Jack Woodside, Special Projects Consultant, Christina Koennecke, Business Operations Director, Debbie Hennessey, Convention Center Director, 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, Marcus Henderson, ESG, and members of the media. A copy of the list of those who signed in upon arrival is also attached hereto.

Ms. Lathrop began by introducing Barney Levensgood to update the Board and the media on an incident that occurred at LOS on September 8, 2013. Mr. Levensgood explained a railing gave way during the game between the Indianapolis Colts and the Oakland Raiders and two individuals were injured.

Mr. Levensgood answered questions regarding the incident from the Board and members of the media but explained that because of an ongoing investigation and the **Health Insurance Portability and Accountability Act (HIPAA) Privacy Rule**, he was limited on the information he could provide at this time. Mr. Levensgood assured the Board that staff would be going through all our procedures with regard to safety and fan control as well as checking and double-checking every railing and safety barrier in the building and he and Stadium Manager Mike Fox and his team would do everything necessary to ensure the stadium environment was safe for all our guests. He also noted the emergency response of the safety staff was excellent. After Mr. Levensgood answered questions a moment was taken for the media to gather their equipment and leave. At this time the meeting resumed to the usual format.

The first agenda item was **Approval of Minutes** for both the August 12, 2013 and the August 28th, 2013 meetings. Upon a motion by Mr. Brown and seconded by Ms. Mays the Minutes were unanimously approved as presented.

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

these minutes. Ms. Ornellas began noting Tax revenues were up 7.7 % from last year, with the exception of the increase in Food and Beverage, most of this increase is attributable to the new county admissions and auto rental tax receipts. She noted YTD Revenues are \$320K lower than 2012 and \$240K lower than budget due to delayed collections and not due to anything actually decreasing. Operating Expenses increased by \$670K from 2012 mainly due to DPS payments to the city of \$500K. Net Cash flow through July shows a \$2.8M balance which is an 8.6M improvement from budget as a result of reduced spending and increased revenue from the CIB Operating side. Ms. Lathrop asked if there were any questions for Ms. Ornellas 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 highlighting the Market Share Performance of three key areas: Indianapolis MSA, Marion County and Downtown, and Room-Night Production documents attached to and made a part of these Minutes. Ms. Lathrop asked if there were any further questions for Mr. Hoops and there were none.

Mr. Hoops then presented the **Hotel Compression Analysis** which is attached to and made a part of these Minutes. A main point of the analysis is the explanation of how the JW Marriot has changed the Indianapolis Market and affected all of the surrounding areas of the city. He summarized the report by saying the ICC expansion has exceeded expectations but there is still a lot of competition for transient business on low convention days. There was a brief discussion among the board members with regard to the hotel compression analysis with Mr. Hoops along with Ms. Myers answering the Board's questions.

Mr. Hoops concluded his presentation by demonstrating Indy Touch, Visit Indy's interactive touch screen to the Board. Mr. Hoops explained this is a visual way to update to potential clients the connectivity of Indianapolis with regard to the hotels and restaurants and retail businesses and event venues. This presentation was completed with a video highlighting all the components of the city and what Indianapolis has to offer. Mr. Hoops complimented Chris Gahl and Jeff Robinson on their efforts to make this project a success.

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 July was a good month for us and we were having a phenomenal year with occupancy 50% for the month of July and still in the 65% range for the year. Mr. Levengood noted the Summer Celebration was very successful for us and mentioned other shows of note through the month of July, including the National Association of College and University Business Officers, the Brown Mackie College Graduation and the 2013 Pokemon U.S. National Championships. He emphasized how proud he was of the Visit Indy staff and the ICCLOS staff for working so hard and delivering the numbers.

Mr. Hoops reiterated to the Board the 65% occupancy for the building was outstanding and ranks among the highest occupancy in the country for exhibit halls. Ms. Lathrop asked if there were any questions for Mr. Levensgood and there were none.

Anthem Parking License Agreement

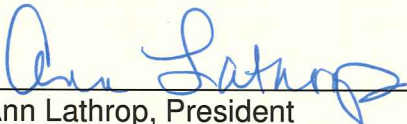
Mr. Levensgood informed the Board the **Anthem Parking License Agreement** would be tabled until the October CIB Meeting as Counsel and Mr. Levensgood were still working on the final agreement documents.

Mr. Levensgood then presented the **Disposal of Obsolete Equipment** as per the attached supporting documentation, which is made a part of these minutes. Pursuant to a motion by Mr. Brown and seconded by Ms. Mays the Disposal of Obsolete Equipment was unanimously approved as presented.

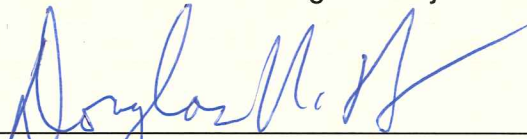
Ms. Lathrop presented **Claims** 524G, 523B and 523C, to the Board as per the supporting documentation, which is made a part of these Minutes. There were no questions, and on a motion by Mr. Shane which was seconded by Ms. Mays the Claims were unanimously approved by the Board.

In **Other Business**, Ms. Lathrop mentioned that with the recent success of the Indianapolis Indians she we would like to invite the Indians organization to come to an upcoming CIB meeting and give the Board an update.

There being no further business and no **Public Comment** the meeting was adjourned.



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