

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Monday, March 10, 2014
Indiana Convention Center - Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on March 10, 2014 in the Indiana Convention Center's Boardroom.

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

Others in attendance included Barney Levensgood, Executive Director, Megan Ornellas, CFO, Patti Dean, Controller, W. Tobin McClamroch, General Counsel, Bingham Greenebaum Doll LLP, Robert Vane, VSI, Chris Gahl, Visit Indy ("VI"), James Wallis, VI, Jerry Semler, VI, Lou Gerig, SGA, 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 February 10, 2014 meeting. Upon a motion by Mr. Shane and seconded by Mr. Dora 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 with the report for 2013. Operating Revenues in 2013 were up \$7.6M, or 30% over budget with Rental Income up \$2.9M, Food Service at \$1.9M and Labor reimbursements at \$1.8M. Ms. Ornellas noted 2013 Tax Revenues were 2% over budget with Hotel Motel taxes up 6%, Food & Beverage up 4% and Auto Rental taxes up 2% over budget. Admissions Taxes outperformed the budget by 21% partly due to an additional Colts game in December, attendance at Pacer games and several large events at the Convention Center. Ms. Ornellas explained when compared to 2012, Operating revenues were up almost \$3.2M, or 10.9% with the largest increase being in Food Service and Concessions. Overall the CIB had a positive cash flow of \$16.7M in 2013 which is a \$18.7M positive variance from budget. Ms. Lathrop asked if there were any questions for Ms. Ornellas regarding the Financial Statements for 2013 and there were none at this time.

Ms. Ornellas moved on to the Financial Update for 2014 explaining January Tax Revenues were 17% over budget. Compared to January 2013, Tax Revenues are up 35%, but she explained a large portion of that increase is due to the new auto and admissions tax. When those numbers are removed, Tax Revenues are up 15% with increases of 4.5% in Hotel Taxes, 14% in Food and Beverage and almost 9% in Admissions Taxes. Operating Revenues in January were up approximately \$500K over budget and up \$230K when compared to Operating Expenses of January 2013. Overall, the CIB had a positive cash flow of \$1.1 in January, which is a \$4.8M positive variance

from budget. Ms. Lathrop asked why there was only \$60K Revenue for Parking this month and Ms. Ornellas replied it was because of the large amount of snow removal needed this month. Ms. Lathrop asked if there were any further questions for Ms. Ornellas and there were none.

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. Mr. Hoops informed the Board that Visit Indy was down to the final stages of the interview process for the Senior Vice President of Sales position that was left vacant when Michelle Travis left and they would be conducting final interviews within the next week. He anticipates making a decision soon and will update the Board at the April meeting. Mr. Hoops explained part of the Tourism Master Plan included working on the Bicentennial in 2020 emphasizing the draws of Indianapolis as a city to visit but also as a place to live and work with the slogan being Live Indy, Love Indy, Connect Indy, Work Indy and Serve Indy. He promised to update the Board on this as the campaign progressed. Mr. Hoops updated the Board on the status of the 2018 Super Bowl bid. He said next month there was a preliminary bid meeting with the NFL in New York and the final bid would be presented in May, after which a decision would be made as to whether the Super Bowl bid would be awarded to New Orleans, Minneapolis or 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 began his report noting we had a good month with occupancy at 59% due to several shows in January including JAMfest Cheer Super Nationals, America's Got Talent, The Indianapolis Golf Show and the Naptown Roller Girls. He noted for February the athletic events such as the Capitol Sports Volleyball Central Zone International and the National Football Scouting Combine always deliver good numbers adding the Pumper & Cleaner Environmental Expo show consistently has good attendance figures as well. Ms. Lathrop asked if there were any questions for Mr. Levengood and there were none.

The next agenda item **Teamsters Collective Bargaining Agreement**. Mr. Levengood informed the Board the Agreement was not yet ready to present and asked the Board to be able to continue to work on it for a month until the April CIB Meeting and the agenda item was tabled until then.

Mr. Levengood next presented the **Ticketmaster TM+ Activation Agreement** which is attached to and made a part of these Minutes. He explained this was a small amendment to a current agreement but Counsel thought it appropriate to bring before the Board. He explained TM+ is an enhancement of Ticketmasters secondary ticket resale platform called TicketExchange. Because this amendment changes the base document and is a multi-year agreement, Board approval is needed to proceed. Mr. Levengood explained this is more of a customer service enhancement than a revenue issue and staff strongly recommends this to the Board. Pursuant to a motion by Mr.

Shane and seconded by Mr. Brown, the **Ticketmaster TM+ Activation Agreement** was unanimously approved as presented.

Ms. Lathrop moved to the next item on the agenda, the **Award of Contract for CSX Stairwell Renovation** which is attached to and made a part of these Minutes.

Mr. Levensgood explained this renovation refers to a stairwell between the upper level Conrail offices located west of Bankers Life Fieldhouse and it is the CIB is responsible for the repair and the upkeep. Pursuant to a motion by Mr. Brown and seconded by Mr. Shane, the Contract for CSX Stairwell Renovation was unanimously approved by the Board with the exception of Ms. Mays who recused herself from the vote.

Mr. Levensgood then presented the **Disposal of Obsolete Equipment** as per the attached supporting documentation, which is made a part of these minutes. Mr. Levensgood explained these items for disposal were a part of the continued clean out of the building by staff and added there was no book value to any of the items. With no further questions and pursuant to a motion by Ms. Mays and a second by Mr. Dora, the Board unanimously granted approval of the write off of the obsolete equipment.

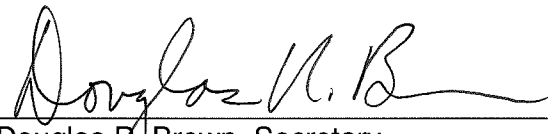
Ms. Lathrop presented **Claims** 530G, 529B and 529C, to the Board per the supporting documentation, which is made a part of these Minutes. There were no questions, and on a motion by Mr. Dora which was seconded by Mr. Brown, the Claims were unanimously approved by the Board.

In **Other Business**, Mr. Brown commented we were glad to have Special Projects Consultant, Jack Woodside fully recovered and back at work at the CIB.

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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