

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY, INDIANA  
Minutes of Meeting  
Monday, October 13, 2014  
Indiana Convention Center - Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on October 13, 2014 in the Indiana Convention Center's Boardroom.

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

Others in attendance included Barney Levensgood, Executive Director, Megan Ornellas, CFO, W. Tobin McClamroch, General Counsel, Bingham Greenebaum Doll LLP, Donald Graham, Bingham Greenebaum Doll LLP, Robert Vane, VSI, Chris Gahl, Visit Indy ("VI"), David Sease, SGA, Curt Frisch, 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 September 8, 2014 meeting. Upon a motion by Mr. Brown and seconded by Mr. Potesta, 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 noted Tax Revenues through August are \$2.5M, or 4% over budget. Operating Revenues through August are up \$1.1 M or 8% over budget. Overall the CIB has a positive cash flow of \$2.9 M for the month and a year to date positive cash flow of approximately \$5.2M. This is a \$23M positive variance from budget. Ms. Ornellas reminded the Board members we still have \$25M in Capital projects to complete. Ms. Lathrop asked if there were any further questions for Ms. Ornellas regarding the Financial Statements and there were none. Ms. Ornellas informed the Board the CIB 1015 Budget was approved by the Municipal Corporation's Committee by a vote of 4-3 at the City Council meeting on October 2, 2014.

Ms. Lathrop introduced James Wallis 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. Wallis said currently this year hotel sales and the number of rooms sold are up 3.9% from last year and revenues from a hotel perspective are up 9% from last year. He added Visit Indy is right on track to hit their Goal of 750,000 room nights booked for the year. Mr. Wallis updated the Board on the Summer Leisure Campaign saying there are several indicators by which they measure the success of the campaign. One indicator they look at is how many visitors are coming to the Visit Indy portal. Last year at this time it was

580,000 visitors to the site and this year at this time it is 639,000. Another indicator looked at is hotel demand for Friday and Saturday nights. In 2013 the number was 296,520 and in 2014 demand has increased to 307,803. Mr. Wallis also informed the Board InterVISTAS had been chosen by Visit Indy as the vendor for the Master Tourism Plan. He said they are in the beginning stages but are making good progress so far and will continue to update the Board as they continue. Ms. Lathrop asked if there were any further questions for Mr. Wallis and there were none.

Ms. Lathrop introduced Mr. Levensgood who presented the **ICCLoS Sales Report** which is attached to and made a part of these minutes. Mr. Levensgood noted significant events including Exact Target Connections 2014 with attendance of 9,000 people, Awesome Con a celebration of popular culture with total attendance of 30,000, True Woman National Women's Conference with attendance of 7,000 and Music For All-Band of America Regionals with attendance of 8,000. Mr. Levensgood commented on the diversity of events held in the building at any given time which was illustrated by the variety of events held in September and October. Ms. Lathrop asked if there were any questions for Mr. Levensgood and there were none.

Mr. Levensgood presented the **Hudnut Sculpture Transfer Agreement** which is attached to and made a part of these Minutes, reminding the Board the contract for the bench/wall was actually awarded at the August 11th CIB Meeting to Smock Fansler in the amount of for \$109,501. Before the Board today is the Agreement with Downtown Indy and the CIB transferring the responsibility of the Maintenance, Security and Restoration to the CIB. Mr. Levensgood said this agreement was very similar to the John Wooden sculpture located on Georgia Street and offered to answer any questions from the Board. Pursuant to a motion by Mr. Brown and a second by Mr. Potesta, the Hudnut Sculpture Transfer Agreement was unanimously approved as presented.

Mr. Levensgood presented the **Bankers Life Fieldhouse Flooring Renovations** to the Board which is attached to and made a part of these Minutes. This is a public works contract under Indiana Code 36-1-12. The project involves the installation and/or repair of flooring at various locations throughout Bankers Life Fieldhouse. The project is being undertaken consistent with the recently Amended Operating Agreement between CIB and Pacers. The CIB published Invitations for Bids -- for a Base Bid and 5 Alternates. The determination has been made to accept 1 of the 5 Alternates. The low bid was submitted by Blakely Corporation in the amount of \$1,485,410 and staff has determined that the bid is both responsive and responsible. Both staff and Counsel recommend the contract be awarded to Blakely Corporation in the amount of \$1,485,410. Upon a motion by Mr. Dora which was seconded by Mr. Thompson the Bankers Life Fieldhouse Flooring Renovations contract was unanimously awarded to Blakely Corporation.

Mr. Levensgood presented the **Purchase of LED Displays-ANC-Bankers Life Fieldhouse** which is attached to and made a part of these Minutes. Mr. Levensgood explained this involves the purchase of several video-based light-emitting diode ("LED")

displays for placement in various locations within the Fieldhouse (including Balcony Concourse, IMS & Star Pavilion, IU Health Entry pavilion and Lobbies). Procurement is being made without soliciting proposals in accordance with IC 5-22-10-8 due to the fact that a substantial consideration of this procurement is the compatibility with existing video system and the current operation of this system by ANC. As such, ANC is the only source that meets the reasonable requirements for this procurement. In accordance with IC 5-22-10-3, a copy of this letter will be maintained with the supply contract in a separate file for at least 5 years. Upon a motion by Mr. Brown and seconded by Mr. Dora, the Purchase of LED Displays-ANC-Bankers Life Fieldhouse contract was awarded unanimously to ANC.

Mr. Levensgood presented the **Installation of F & G Dock Heaters** which is attached to and made a part of these Minutes. Mr. Levensgood explained this project involves the installation of gas heaters on the F & G docks at the Convention Center and was estimated to cost less than \$150,000, so consistent with Indiana's public procurement laws CIB solicited quotations from 5 mechanical contractors (law requires 3, CIB solicited 5). The low quote was submitted by Sexson Mechanical Corp. in the amount of \$34,500 and staff has determined that the quote is both responsive and responsible. Both staff and Counsel recommend that the contract be awarded to Sexson Mechanical Corp. in the amount of \$34,500. Upon a motion by Mr. Brown and seconded by Mr. Thompson, the contract was unanimously approved as presented and awarded to Sexson Mechanical Corporation.

Mr. Levensgood then presented the **Installation of Kitchen Hot Water Heater** which is attached to and made a part of these Minutes. This project involves the replacement of the water heater system for the main kitchen at the Convention Center. This project was estimated to cost less than \$150,000, so consistent with Indiana's public procurement laws CIB solicited quotations from 5 mechanical contractors (law requires 3, CIB solicited 5). The low quote was submitted by Sexson Mechanical Corporation in the amount of \$107,900 and staff has determined that the quote is both responsive and responsible. Both staff and Counsel recommend the contract be awarded to Sexson Mechanical Corporation in the amount of \$107,900. Ms. Lathrop asked if there were any questions for Mr. Levensgood. A question was asked regarding the number of gallons the water heater was. Mr. Levensgood stated he was not sure of the size but would obtain the correct information and report it to the Board at the next meeting. Pursuant to a motion by Mr. Dora and seconded by Mr. Potesta, Installation of Kitchen Hot Water Heater contract was unanimously approved as presented by the Board and awarded to Sexson Mechanical Corporation.

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 this list included a few pickup trucks which had been used to spread salt and there was not much of the truck left, plus a tractor and a toolcat. These items ranged from 19 to 10 years old and have no value. Pursuant to a motion by Mr.

Potesta and a seconded by Mr. Thompson, the Board unanimously granted approval of the write off the obsolete equipment.

Ms. Lathrop presented **Claims** 537G, 536B and 536C for approval 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 Mr. Brown, the Claims were unanimously approved by the Board.

Mr. Levengood explained to the Board the CIB was involved in Wage Re-openers for Union negotiations and requested the authority and authorization of the Board to settle these negotiations with approval of Board President, Ann Lathrop and General Counsel, Toby McClamroch and to report back to the Board after settling. Upon a motion by Mr. Thompson and a second by Mr. Potesta, the request was unanimously approved by the Board.

In **Other Business**, Mr. Levengood shared an article from the September 2014 issue of Stadium Journey Magazine which listed Lucas Oil Stadium as still being the best venue in the National Football League. He also shared a letter from the Athletic Director of Portage High School expressing gratitude the Board for allowing their students to participate in the high school football events hosted by Lucas Oil Stadium.

Ms. Lathrop mentioned the roof at Lucas Oil Stadium was closed during half time of a recent Indianapolis Colts football game and asked Mr. Levengood if this was the first time this had happened at an NFL event and Mr. Levengood answered it was. He explained the factors considered in making this decision are the temperature being under 40 degrees to prevent the pipes from freezing, if there are rainy conditions, as the building is not built for those conditions and winds greater than 40 mph. Usually the decision is made solely at the discretion of the NFL but ICCLOS staff worked with the NFL to come to the conclusion of closing the roof during an active NFL event. Mr. Levengood said it was the right decision, it worked out well and set a precedent for future instances.

There being no further business and 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  
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