

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Friday, April 8, 2016-8:30am
Indiana Convention Center Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on April 8, 2016 in the Indiana Convention Center's Boardroom.

Board Members present included Melina Kennedy, David E. Corbitt, Mary Ann Fagan, Douglas R. Brown, Jim Dora Jr., Maggie A. Lewis, Brenda Myers, David Ruhmkorff, and Michael C. Terrell as well as Ex-Officio, Leonard Hoops. Others in attendance included Barney Levensgood, Executive Director, Mary Solada, General Counsel, Bingham Greenebaum Doll LLP, Cal Bureson, Indians Baseball, James Wallis, Visit Indy ("VI"), David Sease, SGA, Bart Brown, City County Council, and members of the media. A copy of the list of those who signed in upon arrival is also attached hereto.

Ms. Kennedy introduced the **Approval of Minutes** for the Friday, March 18, 2016 meeting. Upon a motion by Mr. Brown and seconded by Mr. Dora, the Minutes were unanimously approved as presented.

Mr. Levensgood informed the Board Mr. Kuehr was out of the office on a family vacation and that he would be presenting the **Financial Update** to the Board as per the supporting documentation, which is attached and made a part of these minutes. Mr. Levensgood reviewed the financial statements for the month and year with the Board members explaining variances from budget and answering questions as necessary. Ms. Kennedy asked if there were any additional questions for Mr. Levensgood regarding the Financial Update and there were none at this time.

Ms. Kennedy 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 reviewed the Visit Indy Sales reports with the Board explaining trends and variances in the main areas of Downtown, Marion County and outside Marion County. Mr. Hoops highlighted the recent Women's NCAA Basketball Final Four tournament, which was very successful and held at Bankers Life Fieldhouse adding the University of Connecticut ("UCONN") won their 4th consecutive title, which has never been done before. Mr. Hoops mentioned the Fire Department Instructors Conference ("FDIC") was coming later in the month and explained this show uses the entire building including Lucas Oil Stadium for the Hook & Ladder fire trucks set up for International buyers. He noted FDIC was an International show with over 50 countries represented. Mr. Levensgood took this time to thank Mr. Dora for allowing the CIB the use of the parking lot owned by Crowne Plaza during the FDIC convention, which enables the fireman to set up live demonstrations in the lot, adding that this is only possible because of Mr. Dora's cooperation. Mr. Hoops also noted the strong

relationship the FDIC has with the Indianapolis Fire Department, which also helps to make Indy a repeat destination for the conference. Ms. Kennedy thanked him for his report and asked if there were any questions from the Board. There were no questions for Mr. Hoops at this time.

Ms. Hennessey presented the **ICCLOS Sales Report**, which is attached to and made a part of these Minutes. Ms. Hennessey informed the Board the occupancy for March was 73% in the Convention Center and 14% at the Stadium as compared to 78% in the Center and 71% at the Stadium in 2015. She explained one reason for the variance in numbers was that the Men's Basketball Final Four was held at LOS last year. She stated this year the facility hosts the Nike Mideast Qualifier Volleyball competition with over 25,000 attendees and the NTEA Work Truck show with approximately 11,900 attendees, adding they were both repeat shows. Ms. Hennessey noted Supercross was held in April this year, rather than March as it was last year, and had an estimated attendance of 55,000. The Indiana Comic Con was also hosted with estimated attendance of 30,000 and currently the American Coatings is in the building, which is a repeat bi-annual show alternating years between Indianapolis and Germany. Mr. Levengood added the American Coatings show was a good example of the differences between the European and the American model of shows as they relate to conventions and trade shows. He explained that there is a physical difference in that the European shows are all hard walls and the US shows are pipe and drape. Also he explained in Europe the shows are owned by the building or the city where it is held in while in the United States the show is owned by an association or a company. There were no questions for Ms. Hennessey regarding the ICCLOS Sales Report at this time.

Mr. Levengood introduced Cal Burleson, the Vice President of the Indianapolis Indians. He gave the Board a **Brief Overview of the Indians and Victory Field**. Mr. Burleson reminded the Board the Indianapolis Indians are the Triple A affiliate of the Pittsburgh Pirates major league baseball team. He informed the Board this 20th anniversary year for Victory Field began with a Major League baseball game between the Cincinnati Reds and the Pittsburgh Pirates on April 2nd and was a huge success with a crowd of 14,000 fans. He noted the official home opener was scheduled for Thursday, April 14th with Mayor Hogsett scheduled to throw out the first pitch. He mentioned Dean Treanor was returning to manage the team saying he has a disciplined approach to managing and has been successful in developing many young players for the Pirates. He also added the Indians were the only triple A team to finish above .500 the last 5 years with three first place finishes and three second place finishes. Mr. Burleson noted the daily ticket price had remained the same as last year making an Indians baseball game an affordable outing for the entire family. Mr. Burleson finished his presentation by highlighting a few promotional events scheduled for this season including several Autographing nights, some with the entire Indians team and some with former major league players, including former Chicago Cubs second baseman and Hall of Famer, Ryne Sandberg. Other promotions included themed superhero nights for kids, which would feature theme jerseys and other memorabilia to be auctioned off throughout the night with the proceeds being donated to charity, as well as a college baseball game between Notre Dame and Indiana on April 26th.

Mr. Burleson thanked the CIB Board for their continued support saying the organization is looking forward to another great season.

Mr. Brown thanked Mr. Burleson and the Indians Organization for what they do for the community and for providing affordable, family fun for the city of Indianapolis and commented that Victory Field looked brand new despite being 20 years old this year.

Ms. Kennedy thanked Mr. Burleson for his time.

Mr. Levensgood presented the **LOS- Video Control room Equipment Supply Contract**, which is attached to and made a part of these Minutes. He explained this is a situation in which there is a sole source provider and read the following into the Minutes.

- The CIB owns a system of equipment, controls, cabling and auxiliary components (the "System") located on Lucas Oil Stadium, which is used in conjunction with the Click Effects system, a video and audio capture and playback system. It is used to play back video and audio elements during events. The units are used to produce scoring displays. The equipment is interfaced with our control center routing system for audio and video input and output. It is also interfaced to Daktronics for scoring data that it needs to create for the scoring displays. Some of the equipment that is part of the system is outdated and no longer supported by the manufacturer (the "outdated equipment"). In order for the system to continue operating properly and as intended, the outdated equipment must be replaced with new equipment from the same manufacturer (the "new equipment"). The new equipment will be compatible with the other equipment, controls, and components that make up the system. There is only one source for purchasing the new equipment, which is AVI Systems, Inc. Since the compatibility of the new equipment is a substantial consideration in replacing the outdated equipment, the CIB is justified in purchasing the new equipment from AVI Systems, Inc. in accordance with I.C. 5-22-10-8.

Mr. Levensgood asks for the Board's approval to award the contract to AVI Systems, Inc. in the amount of \$249,536 for the LOS - Video Control Room Equipment Supply Contract. Ms. Kennedy asked if there were any questions from the Board for Mr. Levensgood. There were none at this time. Upon a motion by Mr. Brown and a second by Ms. Fagan, a contract with AVI Systems, Inc. for the LOS- Video Control room Equipment Supply Contract was unanimously approved as presented.

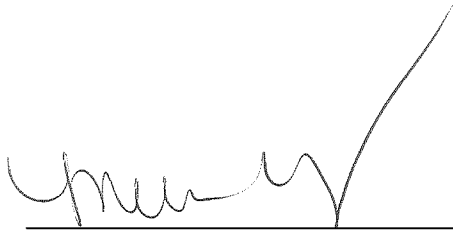
Mr. Levensgood presented the **LOS-Wireless Camera System Repairs**, which is attached to and made a part of these Minutes. He explained this purchase involves parts and components to rebuild the wireless portion of the existing Sony wireless system at Lucas Oil Stadium. The purchase was estimated to cost \$150,000 or more so, consistent with Indiana's Public Procurement Laws, the CIB solicited quotations from three (3) contractors for base quote. The low quote was submitted by Duncan Video in the amount of \$170,078.90. Staff and Counsel have reviewed all of the documents and determined their quote is both responsive and responsible. Mr. Levensgood asks for the Board's approval to award the contract to Duncan Video in the amount of \$170,078.90 as the most responsive and responsible bidder. Ms. Kennedy asked if there were any questions from the Board for Mr. Levensgood. There were none. Upon a motion by Ms. Kennedy and a second by Mr. Corbitt, a contract with Duncan Video for LOS-Wireless Camera System Repairs was unanimously approved as presented.

The next agenda item was the **LOS-Installation of Barrier Panels**, which is attached to and made a part of these Minutes. Mr. Levengood explained to the Board this project involves installation of removable barrier panels (similar to "bicycle barricades") to create a separation from the public using the sidewalks from the vehicle traffic during ingress and egress of events. The project was estimated to cost \$75,000 so consistent with Indiana's Public Procurement Laws, the CIB solicited quotations from 3 contractors. The low quote was submitted by K & K Fence Company, Inc. in the amount of \$76,920. He added the staff has determined their quote is both responsive and responsible. Mr. Levengood explained Lucas Oil Stadium is graded by the NFL on an annual basis with regard to security and this improvement would help with that security rating. Mr. Levengood asked for the Board's approval to award the contract to K & K Fence Company Inc. in the amount of \$76,920 as the lowest responsible and responsive quote. Mr. Corbitt asked Mr. Levengood regarding how this installation of fencing compared to the fencing that was already being used at Lucas Oil Stadium. Mr. Levengood explained what was currently in place could be moved if someone tried to move it, but this proposed fencing would be more permanent and secured in place. He added a trial area of this fencing was installed on the Southeast area of the stadium for the last year and a half with favorable results. Ms. Kennedy inquired as to the amount of the next closest bid and Mr. Levengood responded the closest bid was \$116,800, which was a 34% difference in cost. There were no further questions from the Board. Upon a motion by Mr. Corbitt and a second by Mr. Terrell, a contract with K & K Fence Company, Inc. was unanimously approved as presented.

The next topic on the agenda was the March **Claims**, which are attached to and made a part of these Minutes. Mr. Levengood presented these to the Board as per the supporting documentation, which is made a part of these Minutes. Ms. Fagan recused herself from line item 38 on voucher 1780G from Bingham Greenebaum Doll LLP. Ms. Kennedy recused herself from line item 10 on Voucher 1743B for Indianapolis Power and Light. There were no questions from the Board and upon a motion by Ms. Lewis and seconded by Mr. Ruhmkorff, Claims 1780G, 1743B and 1773C were unanimously approved by the Board taking into account the aforementioned recusals.

In **Other Business** Ms. Kennedy informed the Board she would be contacting each of them individually to obtain their input on developing a policy for tickets regarding the use of the CIB host suites in Bankers Life Fieldhouse, Lucas Oil Stadium and Victory Field. She explained that, in the past, the tickets had primarily been used for conventions, donations to charitable events, as well as being available to the Board members to host business clients and guests. She added that it seemed as if there has been a good process in place, but there could possibly be some improvements made in the documentation related to the distribution of tickets. She added that recently the CIB donated some Women's Final Four Basketball tickets to Girls, Inc. and the Girl Scouts Organization as well as Indians baseball tickets to the Youth Baseball League with the organizations and kids being thrilled with the opportunity to attend the events so she wanted to share that with the Board.

There being no further Other Business to address and no **Public Comment**, the meeting was adjourned.



Melina Kennedy, President
THE CAPITAL IMPROVEMENT BOARD
OF MANAGERS
OF MARION COUNTY, INDIANA



Douglas R. Brown, Secretary
THE CAPITAL IMPROVEMENT BOARD
OF MANAGERS
OF MARION COUNTY, INDIANA