

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Friday, February 10, 2017-8:30am
Indiana Convention Center Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on February 10, 2017 in the Indiana Convention Center's Boardroom.

Board Members present included Melina Kennedy, Mary Ann Fagan, Douglas R. Brown, Jim Dora Jr., Brenda Myers, David Ruhmkorff, and Michael C. Terrell as well as Ex-Officio, Leonard Hoops. Board members Maggie A. Lewis and David E. Corbitt were absent. Others in attendance included Barney Levengood, Executive Director, Mary Solada, General Counsel, Bingham Greenebaum Doll LLP, James Wallis, Visit Indy ("VI"), David Sease, SGA 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, January 20, 2017 meeting. Upon a motion by Mr. Terrell and seconded by Mr. Brown, the Minutes were unanimously approved as presented.

Mr. Kuehr presented the **Financial Update** to the Board as per the supporting documentation, which is attached and made a part of these minutes. Mr. Kuehr 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. Kuehr regarding the Financial Update and there were none at this time.

Field House Management Report

Mr. Kuehr directed the Board to an additional report in the packet, attached to and made a part of these Minutes, which includes financial information from Fieldhouse Management, LLC as required, pursuant to Section 6(b) of the CIB agreement with the Pacers. He explained that this is the Statement of Revenue and Expenses for the quarter and 12 month period ending December 31, 2016. Mr. Kuehr informed the Board this information has been certified by Fieldhouse Management Treasurer, Kevin Bower who was present to answer any questions. Ms. Kennedy expressed her appreciation to Mr. Bower for making himself available to attend these meetings and answer any questions. Mr. Bower shared that the Fieldhouse hosted 86 events the first 6 months of the year, including 33 Pacers games, 11 Fever games, 33 large concerts and several smaller events. Mr. Levengood congratulated the Pacers for remaining in Indianapolis for 50 years and particularly the Simons for owning the organization since 1983. There were no questions for Mr. Bower 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 shared with the Board that there was a new record set for PRI attendance this year. In addition, he added that the Year to Date Revenue numbers were good and noted that over the course of 12 months there was nearly a 7% increase in hotel revenue in Marion County, which was driven in large part by the Downtown area. He noted a bit of a slow start to this year with regard to the Convention Sales Booking Pace with a total of 35,000 room-night production in January of 2017 as compared to 65,000 room nights production in January 2016. Despite this variance, Mr. Hoops noted this was not out of the ordinary this early in the year and he was not concerned at this time. Ms. Kennedy thanked him for his report and asked if there were any further questions for Mr. Hoops from the Board and there were.

Ms. Hennessey presented the **ICCLoS Sales Report**, which is attached to and made a part of these Minutes. Ms. Hennessey informed the Board January was a good month with 63% occupancy in the ICC exhibit halls which is above the average of the last 5 years of 61%, so this is a good start to the year. She highlighted some noteworthy events at the Convention Center which include Capital Sports Volleyball (with approximately 10,000 attendees), JAMfest Super Nationals cheerleading competition (with approximately 25,000 attendees), Circle of Stars Gymnastics Invitational (with approximately 5,000 attendees) and the Archery Trade Association Annual Trade Show (with approximately 9,000 attendees). Events at the Stadium included the Mid America Pool, Spa and Outdoor Living Show, AAA Vacation Planning Expo and the Colts vs. Jaguars football game (with approximately 65,000 attendees). Ms. Hennessey explained the building is currently getting ready for the Waste and Wastewater Equipment Treatment and Transport Show ("WWETT") and Monster Jam. Mr. Levengood mentioned that there were over 300 truckloads of dirt brought into LOS for the event. He informed the Board Feld is the promoter for this show, explaining it is a solid, well established company that is great to work with and the event will more than likely sell out. He also added that even though 300 truckloads of dirt were transported to the Stadium, the staff had the building in great condition in no time with the floor scrubbed and the area as clean as when there is a football game. Ms. Kennedy asked if there were any questions for Ms. Hennessey and there were none at this time.

Investment Policy

Mr. Levengood reminded the Board of the policies put in place at the January CIB Meeting as requested by the State Board of Accounts ("SBOA"). He explained this Investment Policy agenda item has been created in reaction to a similar request from the Marion County Board of Finance, which the CIB appears before on an annual basis. The Marion County Board of Finance has suggested that the CIB should adopt a formal Investment policy and have this policy reapproved every two years. Mr. Levengood and Mr. Kuehr, along with Mary Solada and Bryan Collins from Bingham Greenebaum Doll, LLP collaborated to create this Investment Policy, which is attached to and made a part of these Minutes. Mr. Kuehr noted this policy formalizes the current CIB process regarding banking and investing, and establish objectives, strategies and goals, as well as constraints. In addition, it provides the CIB funds with protection by the Public Deposit

Insurance Fund ("PDIF"). Mr. Kuehr also stated this policy sets the following investment objectives:

- Principle Presentation- which ensures we are not losing the money we do invest.
- Liquidity- so we can meet our operating expenses
- Return on investment- which should never take precedence over the first two.

At Ms. Solada's suggestion, Mr. Kuehr went over how much cash the CIB currently has invested and explained the necessary reserves for bond obligations, explaining to the Board the allocation and process of setting money aside to make the necessary payments when they are due, while also anticipating future reduction in tax revenue, adding that this policy was compliant with State Statutes. Mr. Levengood stressed to the Board that the CIB will always sacrifice interest income to ensure it has the liquidity to meet its needs and also noted that this Policy has always been followed but formally adopting it and putting it in writing will satisfy our obligation to the Marion County Board of Finance. Upon a motion by Ms. Fagan and a second by Mr. Dora, the Investment Policy was unanimously approved by the Board.

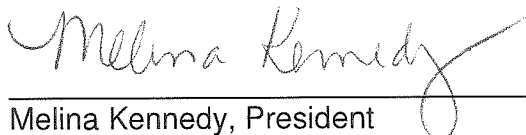
Mr. Levengood then presented the **Trades Collective Bargaining Agreement** which is attached to and made a part of these Minutes. He informed the Board the building is 100% Union other than Management and pointed out this agreement is similar to the Collective Bargaining Agreements recently passed at the December 2016 CIB Meeting. This current agreement is for the Trades, which consists of the Indiana/Kentucky/Ohio Regional Council of Carpenters, the International Brotherhood of Electrical Workers and Telecommunications, Local No. 481 and the Painters Local NO. 47/D.C.91. Mr. Levengood stated this agreement has been approved by the membership and the leadership of these three Unions, but wanted to emphasize nothing is finalized nor signed by Mr. Levengood until the Board's approval. He again emphasized negotiating this agreement was a long process and involved a considerable amount of time and effort thanking the three Business Agents from the Unions, Steve Menser from the IBEW, Brian Duncan from the Carpenters and Kelly Short from the Painters. He also recognized the members of his staff that were directly involved in this negotiation process, in particular Director of Operations, Tom Boyle, Human Resources Manager, Rick Murphy and former Business Operations Director, Christina Kelley. On a motion by Mr. Brown, which was seconded by Mr. Terrell, the **Trades Collective Bargaining Agreement** was approved as presented by the Board on a vote of 6 to 0. Mr. Ruhmkorff recused himself from the vote. Mr. Brown stated to the Board that over the years the CIB has enjoyed a tremendous partnership with the leadership and members of the Unions and felt this current Agreement was a testament to that good relationship.

Mr. Levengood next presented the **Disposal of Obsolete Equipment** which is attached to and made a part of these Minutes. Mr. Levengood noted the list of equipment has been reviewed by Staff and found to have no book value. Pursuant to a motion by Mr. Dora and seconded by Mr. Ruhmkorff the **Disposal of Obsolete Equipment** was unanimously approved by the Board.

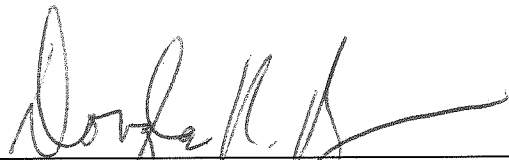
The next topic on the agenda was the **Claims**. Mr. Levensgood presented these to the Board as per the supporting documentation, which is attached to and made a part of these Minutes. Ms. Fagan recused herself from line item 40 on voucher 2944G regarding Bingham Greenebaum Doll LLP. Ms. Kennedy recused herself from line item 30 on Voucher 3021C regarding Indianapolis Power and Light. There were no questions from the Board and upon a motion by Mr. Terrell and seconded by Mr. Ruhmkorff, Claims 2944G, and 3021C were unanimously approved by the Board taking into account the aforementioned recusals.

With regard to **Other Business**, Mr. Levensgood informed the Board that the Convention Center and Stadium would be conducting a planned Emergency Response Plan ("ERP") drill the next week to assess the readiness of staff and test the response systems. The drills being conducted include full evacuations of both buildings, as well as a shelter in place situation and testing of all alarms. He explained how important this process was to ensuring the safety of employees, clients and guests and thought the Board should be aware of these precautions.

There being no **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
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