

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Friday, March 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 March 10, 2017 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., Brenda Myers, Maggie A. Lewis and David Ruhmkorff, as well as Ex-Officio, Leonard Hoops. Board member Michael C. Terrell was 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, February 10, 2017 meeting. Upon a motion by Mr. Brown and seconded by Ms. Fagan, 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. There was an inquiry as to the various payments from the City included in the financials. It was explained that the annual \$8M payment from the City is part of an Interlocal Agreement funding Visit Indy. Mr. Levengood noted this arrangement is reviewed annually. This prompted a discussion about other payments from the City in the financial report that pertain to Hudnut Commons and garage. Mr. Levengood, along with Mary Solada, General Counsel for the CIB, gave a detailed explanation to the Board outlining the history of the property. He explained that the Capital Improvement Board maintains the Hudnut Commons greenspace and underground parking garage on the northwest corner of Maryland Street and Capitol Avenue. The funds spent by the CIB to maintain the area and the garage are reimbursed by the City and this shows up in the form of miscellaneous income in the financial report. Ms. Kennedy asked if there were any additional questions for Mr. Kuehr 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 noted hotel revenue is up 6.7% over the year to year figures and the Downtown area is particularly strong increasing 11.4%. Mr. Hoops said, despite a slow start, he expected Visit Indy to be on track to reach its room night goal for the year by the end of March.

He shared this was the first year for the NFL Fan Fest, which is a new component to the NFL Combine, adding the attendance for this inaugural year was not as high as had been hoped, but he expected it to continue to grow every year and become a very successful addition. Mr. Hoops shared with the Board that he attended the Recognition of Service Excellence ("Rose") awards the previous night saying it is a great event recognizing excellence in the local food and hospitality industry. He noted 81 positions were recognized with 10 people nominated for the Rose award. Ms. Lewis who also attended stated it was an emotional event with many inspiring personal stories, adding these employees recognized are the best the City has to offer and that the hospitality community couldn't do what we do without them. Mr. Dora stated it was a first class event and noted how special it was to provide recognition and five star treatment to those who are usually the ones doing the serving of all the people who come to Indianapolis. Ms. Kennedy thanked him for his report and asked if there were any further questions for Mr. Hoops from the Board and there were none.

Ms. Hennessey presented the **ICCLoS Sales Report**, which is attached to and made a part of these Minutes. Ms. Hennessey informed the Board that occupancy for the month was 51% in the ICC exhibit halls. She highlighted some noteworthy events for the month, including Waste and Wastewater Equipment Treatment and Transport Show ("WWETT") with 12,000 attendees and Monster Jam at the Stadium with approximately 58,000 attendees. She noted that while the NFL Combine was going on at the stadium some smaller competitive events were held at the Convention Center for the month of February, including the Dennis LaFata Boys Event with 7,500 attendees, CSG Indy Championships and the Monument Builders of North America. Ms. Hennessey showcased a particular week in March in which the NFL Combine and the NFL Fan Experience, Live Indy (a cheer event) and the Home and Garden Show were hosted all in the same week. Mr. Levengood added the multiple overlapping events gave people the opportunity to attend one event and then buy tickets for the other events, adding this is something that was discussed when planning for the expansion of the Convention Center. He noted the building lays out well for these events providing opportunity for this kind of success. Ms. Hennessey informed the Board there are a lot of changes going on in the building and shared several retirements with the Board including Bob Potter, the Sound and Light foreman (who has been with us for 30 years) and Lana Putnam, the Sales and Marketing Administrative Assistance retiring after 21 years. She also mentioned the previous evening we celebrated Mike Fox, Stadium Director, who is starting a new position as the Senior Director of Facilities and Planning at the Indianapolis Motor Speedway. Ms. Kennedy asked if there were any questions for Ms. Hennessey and there were none at this time.

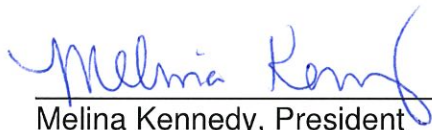
Mr. Levengood next presented the **Disposal of Obsolete Equipment** which is attached to and made a part of these Minutes. Mr. Levengood noted the list of equipment has been reviewed by Staff and found to have no book value. Pursuant to a motion by Mr. Ruhmkorff and seconded by Mr. Dora, the **Disposal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

The next topic on the agenda was **Claims**. Mr. Levengood 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 54 on voucher 3197G regarding Bingham Greenebaum Doll LLP. Ms. Kennedy recused herself from line item 38 on Voucher 3065C regarding Indianapolis Power and Light. There were no questions from the Board and upon a motion by Ms. Lewis and seconded by Mr. Corbitt, Claims 3197G, and 3065C were unanimously approved by the Board taking into account the aforementioned recusals.

With regard to **Other Business**, Mr. Levengood elaborated on the employees who were leaving the CIB, letting the Board know how fortunate we have been to have such quality people in these key positions for so many years. He recognized Bob Potter, who has been one of only two people who held the Sound and Light position retiring after 30 years of service. He recognized Sales and Marketing Administrative Assistant, Lana Putnam, who has been an employee for 21 years and “practically runs the Marketing Department”, and Stadium Director, Mike Fox, who has been with the organization in some capacity since 1984. He explained Mike Fox began as an intern, was an Event Coordinator during the Pan Am Games in 1987, Stadium Director at the Hoosier Dome which became the RCA Dome, was here through the construction of Lucas Oil Stadium and the hosting of the Super Bowl in 2012. He emphasized each of these people brought something special to the organization and have given a solid performance to the CIB. He added they would all be difficult to replace but that things would go on. Mr. Brown added the longevity of so many quality people speaks well of the organization.

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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