

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY, INDIANA  
Minutes of Meeting  
Friday, November 11, 2016-8:30am  
Indiana Convention Center Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on November 11, 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., Brenda Myers and David Ruhmkorff as well as Ex-Officio, Leonard Hoops. Board Members Maggie A. Lewis and Michael C. Terrell were absent. Others in attendance included Barney Levengood, Executive Director, Mary Solada, General Counsel, Bingham Greenebaum Doll LLP, Kevin Bower, Pacers Sports and Entertainment, Bart Brown, City Council, James Wallis, Visit Indy ("VI") Daren Kingi, 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, October 14, 2016 meeting. Upon a motion by Mr. Brown and seconded by Mr. Dora, 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 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 9 month period ending September 30, 2016. Mr. Kuehr informed the Board this information has been certified by Fieldhouse Management Treasurer, Kevin Bower who was present to answer any questions. 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 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 stated at the pace Visit Indy is going, it will reach

the end of the year goal of 775,000 room nights booked. Mr. Hoops explained that we as a City used the same strategy as we do with sports and sought specific events to come to Indianapolis as part of the Music Crossroads initiative. Several of these groups had events at the Stadium in the last two months including Bands of America Grand Nationals and Regionals with a combined attendance of 70,000, the ISSMA Marching Band Finals with over 19,000 attendees and the Percussion Arts Society with 5,200 in attendance. He informed the Board that last month also brought the return of the Future Farmers of America ("FFA") after four years of the event taking place in Louisville, stating this return booking was very beneficial for many businesses in the City. 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 at this time.

Mr. Levensgood presented the **ICCLOS Sales Report**, which is attached to and made a part of these Minutes. Mr. Levensgood informed the Board this was a good month with two very successful shows in Do-It-Best with approximately 9,100 attendees and Leading Age with approximately 10,000 people in attendance over the four day event. He highlighted the return of the Future Farmers of America convention ("FFA") with approximately 64,000 delegates in attendance, saying it filled the building and helped to bring us to the incredible occupancy of 74.5% in the Exhibit Halls, the highest October since 2011. He explained there was a lot of work that went into keeping these notable events here and there is always different factors that come into play. There was a discussion amongst Board members as to how the loyalty among the attendees affects the decision to keep the event in Indianapolis. Mr. Hoops stated that he believes the loyalty of attendees and satisfaction with Indianapolis is a big reason so many events return and commit to multi-year contracts. Ms. Kennedy asked if there were any questions for Mr. Levensgood and there were none at this time.

Mr. Levensgood presented the **Visit Indy Service Agreement for 2017** which is attached to and made a part of these Minutes. He explained this was a 1 year agreement extending through December of 2017 and explained the agreement reflects the same amount of money as allotted to Visit Indy as set out in the CIB 2017 Budget. Mr. Ruhmkorff asked how the agreement compared to past agreements and Mr. Levensgood answered it was a 3% increase from the previous year. Mr. Brown stated he has been on the Board for 16 years and has never seen Visit Indy perform as well as it is now. Ms. Myers added she has been in tourism for 30 years and has never enjoyed working with a group as much as she has with Visit Indy. Ms. Kennedy also complimented Mr. Hoops and his team saying they are committed, have good judgment and it is a pleasure to work with them. Mr. Hoops thanked all for their support. Upon a motion by Mr. Ruhmkorff and a second by Mr. Brown, the Visit Indy Service Agreement for 2017 was unanimously approved as presented.

Mr. Levensgood presented the **Amendment and Renewal to Emergency Medical Service Agreement**, which is attached to and made a part of these Minutes. He explained to the Board this is the contract for the Emergency Medical Technicians service used for events in the buildings adding the CIB has been in contract with IU Medical since 1994. This proposed extension would run through 2020 and works out to approximately a 1% annual increase in rates over the period. He added the EMT's play a prominent role and

are very visible at Colts games and they want to be part of the organization and the community. Ms. Solada informed the Board that since this contract had been in effect since 1994 with few revisions, she wanted to look over the Insurance and Indemnification portions of the contract and asked the Board to approve this agenda item with the understanding there could be some minor changes to the current document in front of them. She clarified this vote would approve the agreement subject to finalization of the language used in those aforementioned sections. Upon a motion by Ms. Fagan, and a second by Mr. Dora, the Amendment and Renewal to Emergency Medical Service Agreement with I.U. Medical was unanimously approved as presented.

Mr. Levengood presented the **BLF – Trash Recycling Containers**, which is attached to and made a part of these Minutes. He explained this project involves the demolition of existing case work for the original trash containers and refurbishment of the area to accept the new manufactured trash/recycle units. The project is being undertaken per the Operating Agreement between the CIB and the Pacers. The project was estimated to cost \$90,000.00, so consistent with Indiana's Public Procurement Laws, the CIB solicited quotations from (3) contractors for base quote plus 4 alternates. The low quote was submitted by Taylor Brothers Construction in the amount of \$83,000.00. Staff and counsel have determined that this quote is both responsive and responsible. Mr. Levengood asks for the Board's approval to award the contract to Taylor Brothers Construction in the amount of \$83,000.00 as the most responsive and responsible quoter. Ms. Kennedy asked if there were any further questions from the Board for Mr. Levengood. There were none. Upon a motion by Mr. Dora, and a second by Ms. Fagan, a contract with Taylor Brothers Construction for BLF – Trash / Recycle Containers, was unanimously approved as presented. Mr. Corbitt abstained from the vote.

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. Brown and seconded by Ms. Fagan the **Disposal of Obsolete Equipment** was unanimously approved by the Board.

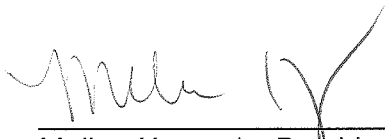
The next topic on the agenda was the **Claims**. Mr. Levengood presented these to the Board as per the supporting documentation, which is attached to and made a part of these Minutes. Ms. Fagan recused herself from line item 83 on voucher 2576G regarding Bingham Greenebaum Doll LLP. Ms. Kennedy recused herself from line items 66 thru 73 on Voucher 2591C regarding Indianapolis Power and Light. There were no questions from the Board and upon a motion by Mr. Dora and seconded by Mr. Corbitt, Claims 2576G, and 2591C were unanimously approved by the Board taking into account the aforementioned recusals.

In **Other Business**, Mr. Levengood told the Board that November was going to be another great month explaining that LOS hosts 2 Colts games within the same week with the Colts playing the Tennessee Titans on Sunday the 20<sup>th</sup> and then playing the Pittsburgh Steelers on Thanksgiving night, November 24<sup>th</sup>.

Ms. Kennedy informed the Board that Mr. Levengood was recently honored by his hometown high school in Pottstown, Pennsylvania and was inducted into the Pottstown School District's Alumni Honor Roll.

With it being Veteran's Day, Ms. Kennedy thought it was appropriate to end the meeting by thanking all those Veterans who have served our country.

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



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Melina Kennedy, 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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