

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY, INDIANA  
Minutes of Meeting  
Friday, July 14, 2017-8:30am  
Indiana Convention Center Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on July 14, 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., 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, Tim Kuehr, Chief Financial Officer, Kobi Wright, Staff Counsel and Business Operations Director, Eric Neuburger, Stadium Director, Tracy Ross, Controller, Mary Solada, General Counsel, Bingham Greenebaum Doll LLP, James Wallis, Visit Indy ("VI"), Daren Kingi, VI, Chris Gahl, VI, Bart Brown, City Council, David Sease, SGA, Curt Fritsch, CRF Group 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, June 9, 2017 meeting. Upon a motion by Mr. Brown and seconded by Mr. Terrell, 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 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 stated 2018 is a good year by historical standards but less impressive than 2016 and 2017 since they were both record years. He noted that Revenue did increase in May due to the Indianapolis 500 Race, but there was not much of an impact felt in the non-downtown areas. Mr. Hoops updated the Board on room nights noting Visit Indy is running at 108% of their goal of 800,000 room nights for the year. Mr. Hoops shared that he and other members of Visit Indy staff were recently in Las Vegas for the Meeting Planners International ("MPI") show, adding the event will be in Indianapolis next year for the first time in history. He explained this show typically has between 2,000-2,500 attendees of which the majority are Meeting Planners. He stressed this will be a great opportunity next year to show off the City and take advantage of this unique audience of people who are instrumental in bringing events, visitors and in turn revenue to a City. He stressed the long term impact and importance of this show will surpass the length of time the event is in town. Ms. Myers thanked Mr. Hoops for including

Hamilton County in all of the MPI activities. Ms. Kennedy thanked Mr. Hoops for his report and asked if there were any further questions from the Board and there were none at this time.

Ms. Hennessey presented the **ICCLOS Sales Report**, which is attached to and made a part of these Minutes. Ms. Hennessey stated this was a great month for the building with occupancy for the month of June at 87% in the Convention Center Exhibit Halls, 89% in the Ballrooms and 55% at the Stadium. She highlighted some significant events in June including the Church of the Nazarene General Assembly with attendance of approximately 35,000, Primerica Bi-Annual Convention with approximately 43,000 attendees, The American Society for Mass Spectrometry Conference with approximately 6,040 attendees and the 2017 Pokemon U.S. National Championships with approximately 4,500 attendees. Ms. Hennessey noted July will also be a very busy month for the building with upcoming noteworthy shows including Indiana Black Expo ("IBE") Summer Celebration, Indy POPCON 2017 with estimated attendance of 14,000, General Assembly of the Christian Church (Disciples of Christ) with an estimated 8,000 attendees and American Veterinary Medical Association with an estimated 7,000 attendees. Mr. Levengood emphasized there will be no cost for admission to the Indiana Black Expo Summer Celebration this year. He noted the Health Fair has always been free of charge but this was the first year the entire event was free to the public and there were high expectations for increased attendance. Mr. Hoops reminded the Board that anything over 70% occupancy is considered running at capacity and the fact that the building was running at 87% occupancy in June was incredible. Mr. Hoops also noted this results in a lot of work by and dedication from all of our Union partners and for the ICCLOS staff. Ms. Kennedy asked if there were any questions for Ms. Hennessey and there were none at this time.

Mr. Levengood then presented the **Teamsters Collective Bargaining Agreement** which is attached to and made a part of these Minutes. This CBA pertains to Local Union No. 135, which consists of the Set-Up Workers, the Stagehands, the Housekeeping Staff and the Grounds Keeping Crew. This Union also includes the "I & D" members which signifies "Installation and Dismantling", or the set-up of the shows and the taking down of the shows. Mr. Levengood explained he worked with new partners for the negotiations this year and thanked Business Agent ("BA") Jeff Combs and BA Sarah Revard for their input and collaboration in the negotiations process. He also acknowledged recently retired BA Brian Buhle, noting that the CIB would not have had the level of success that we have had in the past without him. Mr. Levengood explained this Agreement has a three (3) year term. He noted there were no changes to the Overtime portion and no changes to the Healthcare portion of the CBA and explained the wages were increased by 2 ½ -3 %. He stated overall he was happy with the negotiations and added that Staff and In-House Counsel have reviewed the CBA and recommend the Board approval. Mr. Terrell asked how this compared year over year from an economic viewpoint to the previous agreement. Mr. Levengood explained this agreement was an approximate total increase of \$100,000 consisting of a blended rate with an overall increase in wages of approximately 2½-3%. There were no further questions from the Board. On a motion by Mr. Brown, which was seconded by Mr. Ruhmkorff, the Teamsters Collective Bargaining Agreement was unanimously approved by the Board as presented.

Mr. Levengood then presented the **Ratification of Intel Services Division LLC License and Access Agreement**, which is attached to and made a part of these Minutes. Mr. Levengood explained this agenda item involves a new technology feature involving 360 degree photography and video replay system at an event. He explained this new feature is being used in various arenas across the country and has migrated to the NFL with Lucas Oil Stadium being one of the first Stadiums being introduced to this technology. Mr. Levengood explained this is a 3 year License and Access Agreement, in which Intel will install, operate and maintain the 360 degree replay system at LOS and pay to the CIB a License Fee, however the ownership of the System will remain with Intel. He explained Intel has an existing agreement with the NFL and will enter into a separate agreement with the Colts in which they will provide 360 degree replays of Colts Games to those parties and to the networks who broadcast the games. Mr. Levengood further explained the specifics of the agreement, answering all the questions from the Board members in detail. Mr. Levengood emphasizing this feature will come at no cost to the CIB and will actually result in some revenue. There were no further questions from the Board regarding the Agreement. Upon a motion by Ms. Fagan and seconded by Mr. Dora the Ratification of Intel Services Division LLC License and Access Agreement was unanimously approved by the Board as presented.

Mr. Levengood presented the **ICC Carpet Replacement** which is attached to and made a part of these Minutes. He explained this project involves the carpet replacement in the Indiana Convention Center Administrative Offices. The project was estimated at \$120,000.00, so consistent with Indiana's Public Procurement Laws, the CIB solicited quotations to bid. The low quote was submitted by Blakley's Flooring Systems & Services, in the amount of \$82,430.00. Mr. Levengood mentioned the company is locally owned and their headquarters are located in Marion County. Staff and Counsel have determined that their quote is both responsive and responsible. Mr. Levengood asked for the Board's approval to award the contract to Blakley's Flooring Systems & Services in the amount of \$82,430.00 as the most responsive and responsible quote. Ms. Kennedy asked if there were any questions from the Board for Mr. Levengood and there were none. Upon a motion by Mr. Dora, and a second by Ms. Fagan, a contract with Blakley's Flooring Systems & Services for the ICC Carpet Replacement, was unanimously approved as presented.

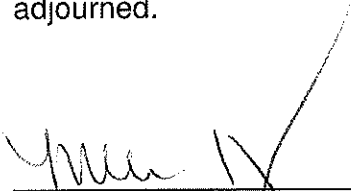
Mr. Levengood next presented the **Disposal of Obsolete Equipment**, which is attached to and made a part of these Minutes. Mr. Levengood noted the list of equipment has been reviewed by Staff and found to have no book value. Pursuant to a motion by Mr. Ruhmkorff and seconded by Ms. Fagan, the Disposal 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. Kennedy recused herself from line item 33 on Voucher 3740C regarding Indianapolis Power and Light. Ms. Fagan recused herself from line item 91 on voucher 3664G regarding Bingham Greenebaum Doll LLP. There were no questions from the Board and, upon a motion by Mr. Brown and seconded by Mr. Dora, Claims 3664G, and

3740C were unanimously approved by the Board taking into account the aforementioned recusals.

With regard to **Other Business**, Mr. Levensgood reminded the Board the August Board meeting was being held on August 25<sup>th</sup> rather than the usual second Friday of the month on August 11<sup>th</sup>. He also mentioned this is the meeting we will present the CIB Budget for 2018.

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  
THE CAPITAL IMPROVEMENT BOARD  
OF MANAGERS  
OF MARION COUNTY, INDIANA