

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Friday, October 13, 2017-8:30am
Indiana Convention Center Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on October 13, 2017 in the Indiana Convention Center's Boardroom.

Board Members present included Melina Kennedy, Douglas R. Brown, Mary Ann Fagan, Brenda Myers, David Ruhmkorff, and Michael C. Terrell as well as Ex-Officio, Leonard Hoops. Board members Maggie A. Lewis, David E. Corbitt and Jim Dora Jr. were absent. Others in attendance included Barney Levensgood, Executive Director, Mary Solada, General Counsel, Bingham Greenebaum Doll LLP, James Wallis, Visit Indy ("VI"), Ty Gerig, 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, September 8, 2017 meeting. Upon a motion by Ms. Fagan 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 to date with the Board members explaining variances from budget and answering questions. Ms. Kennedy asked if there were any additional questions for Mr. Kuehr regarding the Financial Update. Mr. Levensgood informed the Board the 2018 CIB Budget was passed by the City Council the night before and thanked Mr. Kuehr and the Accounting staff for their time and efforts. He reminded the Board this was an appropriations budget with the CIB only spending what it has to and added the CIB typically completes a fiscal year under budget. The budget approval grants the Board the authority to spend CIB funds as evidenced by claim vouchers. There were no further questions for Mr. Kuehr at this time.

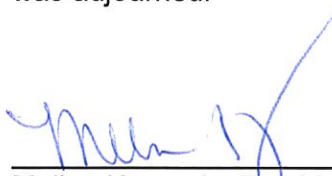
Ms. Kennedy introduced Leonard Hoops who presented the **Visit Indy Update** with the Market Share Performance report and Room-Night Production documents attached to and made a part of these Minutes. Mr. Hoops explained to the Board July and August were very good months for Visit Indy and the MSA as a whole as revenue was up 10.2% year over year for the month of August. He noted Marion County revenue is now .4% ahead of last years' record numbers. Mr. Hoops shared he was confident Visit Indy will reach its room night goal of 800,000 this year. He mentioned there were three shows occurring at the same time earlier in the month that representing three very diverse markets. American Association for Respiratory Care representing a major medical organization, Mahindra USA, Inc. 2017 National Dealer Show representing a major agricultural company and InterPride, representing the World's largest group of LGBTI Pride Organizers. Mr. Hoops noted that hosting those three organizations in the building at the same time really highlighted the diversity of clients the building could accommodate and was an impressive point to share with prospective clients. Mr. Hoops informed the Board that Do-It-Best Fall Market was beginning that day and the National FFA Conference would be coming up at the end of the month. Mr. Hoops expects the strong numbers to continue to the end of the year. 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.

Ms. Hennessey presented the **ICCLOS Sales Report**, which is attached to and made a part of these Minutes. Ms. Hennessey informed the Board that the occupancy in the Convention Center for the month of September was 67% in the Exhibit halls and 63% in the Stadium which are exceptional numbers as 70% is considered in the industry as full capacity. Ms. Hennessey highlighted some of the more notable events including National Safety Council with approximately 14,000 attendees, Revive our Hearts Leadership Conference with approximately 2,400 attendees, and the U2 Concert with approximately 37,992 people in attendance. She added that Live Nation informed the staff that the concert at Lucas Oil Stadium was the quickest in and out of the entire world tour, meaning that from a time and efficiency standpoint, the CIB's stagehands had the best time and efficiency of all the venues included in the world tour. Ms. Hennessey informed the Board that several significant events were happening later this month including Monster Jam with an anticipated attendance of approximately 55,000, Do-It-Best Fall Market, a bi-annual show and the National FFA Convention with the City expecting approximately 65,000 Future Farmer of America attendees. Ms. Kennedy asked if there were any questions for Ms. Hennessey and there were none at this time.

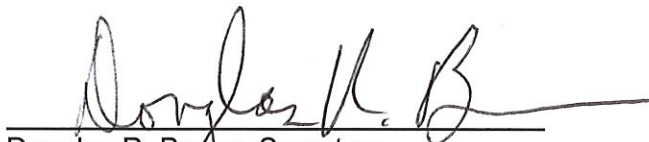
Mr. Levengood next presented the **Disposal of Obsolete Equipment** which is attached to and made a part of these Minutes. Mr. Levengood noted the list of equipment has been reviewed by Staff and found to have no book value. Pursuant to a motion by Ms. Fagan and seconded by Mr. Terrell the **Disposal 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 90 on voucher 4134G regarding Bingham Greenebaum Doll LLP. Ms. Kennedy recused herself from line items 53 and 54 on Voucher 4185C regarding Indianapolis Power and Light. There were no questions from the Board and upon a motion by Mr. Brown and seconded by Mr. Ruhmkorff, Claims 4134G, and 4185C were unanimously approved by the Board taking into account the aforementioned recusals.

In **Other Business** Mr. Levengood informed the Board the Pacers would be beginning its new season with the Opening game on October 18th. He also informed the Board that the Indiana Business Journal ("IBJ") wrote an article about the Colts longtime score keeper Charles Leonard whom he mentioned at the August Board meeting and said he would forward the article to them after the meeting. With no further comments 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