

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Friday, March 9, 2018-8:30am
Indiana Convention Center Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on March 9, 2018 in the Indiana Convention Center's Boardroom.

Board Members present included Melina Kennedy, Mary Ann Fagan, Brenda Myers, David Ruhmkorff, Maggie A. Lewis, Jim Dora Jr. and Ray Biederman, as well as Ex-Officio, Leonard Hoops. Board members Michael C. Terrell 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"), Daren King, VI, Bart Brown, City County Council, David Sease, SGA, Curt Fritsch, CRF Group, Derrick Hall, Alan Virgin and Richard Hawkins of ESCO and members of the media. (A copy of the list of those who signed in upon arrival is also attached hereto.)

Ms. Kennedy informed the Board she needed to leave once the agenda items that needed to be voted on were completed to attend another commitment, explaining Mr. Levengood would moderate the remainder of the Meeting on her behalf. Ms. Kennedy welcomed Maggie Lewis to the meeting as the reappointed CIB Board member representing the City County Council.

Ms. Kennedy introduced the **Approval of Minutes** for the Friday, February 16th meeting. Upon a motion by Ms. Fagan and seconded by Mr. Ruhmkorff, 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 and there were none at this time.

The next item on the agenda, **Bankers Life Fieldhouse Down-Fill Speaker Replacement** supply contract is attached to and made a part of these Minutes. Mr. Levengood explained to the Board this project involves the replacement of 12 speakers located on the central video board at Bankers Life Fieldhouse. The project was estimated to cost approximately \$120,000, so, consistent with Indiana's Public Procurement Laws, the CIB solicited Quotations from three supply vendors for a base quote. The low quote was submitted by ACME Event Products in the amount of \$90,268. Mr. Levengood explained that staff and counsel have reviewed all the documents and recommend to the Board that it award the contract to ACME Event Products in the amount of \$90,268 as the lowest responsible and responsive quote.

Upon a motion by Mr. Ruhmkorff and seconded by Ms. Fagan, a contract with ACME Event Products was unanimously approved as presented.

Mr. Levengood next presented the **LOS Turf Procurement** Agenda item and Resolution which is attached to and made a part of these Minutes. He explained that August of this year marks the 11th Colts season at Lucas Oil Stadium. He explained as part of the CIB's 2005 Lease Agreement with the Colts, the turf in the Stadium is to be replaced by the CIB every ten (10) years. The Resolution, setting out findings as required by IC 5-22-10 for a special purchase under Indiana procurement laws, recommends entering into an agreement with the Motz Group ("Motz"), a company from the Cincinnati area, to replace the artificial turf in Lucas Oil at a cost not to exceed \$452,505. Mr. Levengood explained this decision was made in consultation with Indianapolis Colts, which looked at various performance based products. Mr. Levengood noted that concurrent with the replacement of the turf in LOS, the Colts are separately replacing the turf at its training facility with the same artificial turf system to be designed, supplied and assembled by the Motz Group. There was some discussion among the Board members and all questions were answered by Mr. Levengood and Ms. Kennedy. With no further questions and upon a motion by Mr. Dora and a second by Ms. Fagan, the **LOS Turf Procurement Resolution** was approved unanimously as presented.

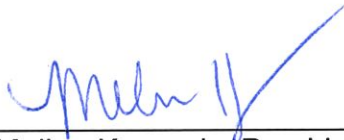
The next topic on the agenda was the **Claims**. Mr. Levengood presented these to the Board as per the supporting documentation, which is attached to and made a part of these Minutes. Ms. Fagan recused herself from line item 57 on voucher 4975G regarding Bingham Greenebaum Doll LLP. Ms. Kennedy recused herself from line item 18 on Voucher 4955C regarding Indianapolis Power and Light. There were no questions from the Board and upon a motion by Mr. Ruhmkorff and seconded by Ms. Lewis, Claims 4975G, and 4955C were unanimously approved by the Board taking into account the aforementioned recusals.

Mr. Levengood 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 the Market Share Performance Report that was included in the packet was not correct and he would forward the correct report to the Board for the Board packet later in the day. Mr. Hoops reminded the Board that all-time records for occupancy were set in 2016 and 2017 and that he was not anticipating to see those kinds of record setting numbers in 2018. He expects 2018 to start off slow and pick up the pace as the year progresses. Mr. Hoops informed the Board he anticipates approximately 735,000 room nights for this year which is less than recent years off the booking goal of 800,000. Mr. Levengood 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 February was 72.7% in the Exhibit halls and 75.7% in the Stadium. These are exceptional numbers as 70% is considered in the industry as

full capacity. Ms. Hennessey highlighted some of the recent notable events included the NTEA Work Truck Show and Green Truck Summit, Monster Jam at the Stadium and Water & Wastewater Equipment, Treatment and Transport Show ("WWETT") at the Convention Center. Ms. Hennessey mentioned the Set-Up Department explaining they are constantly flipping both buildings to make it possible to have all these events adding she cannot praise them enough for all their hard work and dedication. Ms. Hennessey informed the Board that several significant events were happening later in March including Indiana ComicCom 2018 with an anticipated attendance of approximately 20,000, two (2) Nike Volleyball competitions with a combined anticipated attendance of approximately 41,000, M-PACT with an anticipated attendance of 4,400 and the Indiana State Robotics Championship at the Stadium with anticipated attendance of 3,000. Mr. Levengood thanked Ms. Hennessey for her report and asked if there were any questions from the Board. There were no questions at this time.

In **Other Business** Mr. Levengood informed the Board Indy Eleven would have their first soccer game in Lucas Oil Stadium on March 31, 2018. He explained currently there are fifteen (15) actual game dates scheduled with the potential for a total of seventeen (17) and he encouraged everyone to come out and support the team. In closing, Mr. Levengood reminded the Board that this weekend marked Daylight Savings time and reminded everyone to set their clocks an hour ahead. 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



Michael "Mick" Terrell, Secretary
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