

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY, INDIANA
Minutes of Meeting
Friday, April 13, 2018-8:30am
Indiana Convention Center Boardroom

A Meeting of the Capital Improvement Board of Managers of Marion County, Indiana ("Board") was held on April 13, 2018 in the Indiana Convention Center's Boardroom.

Board Members present included Melina Kennedy, David E. Corbitt, Mary Ann Fagan, Michael C. Terrell, Maggie A. Lewis and Jim Dora Jr. Board members Brenda Myers, Ray Biederman and David Ruhmkorff were absent as was as Ex-Officio, Leonard Hoops. Others in attendance included Barney Levensgood, Executive Director, Mary Solada, General Counsel, Bingham Greenebaum Doll LLP, Chris Gahl, Visit Indy ("VI"), Bart Brown, City County 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 began the meeting and informed the Board that Ms. Lewis was on the way and would be joining the meeting shortly.

Ms. Kennedy introduced the **Approval of Minutes** for the Friday, March 9th meeting. Upon a motion by Ms. Fagan and seconded by Mr. Dora, the Minutes were unanimously approved as presented.

Mr. Levensgood presented the **Financial Update** to the Board as per the supporting documentation, which is attached and made a part of these minutes. He commented that revenue net of expenses was \$2.1M which is \$3.9M more than last year (at this time) but cautioned the Board to not overreact with regard to the increased numbers because the timing of the events has a large bearing on these increases. He explained that February had been very busy and noted the building had 27 events in the month compared to 19 events in February of 2017. He also explained that with increased business comes increased expenses but overall it had been a good month financially and he offered to answer any questions from the Board. Ms. Kennedy asked if there were any questions for Mr. Levensgood regarding the Financial Update and there were none at this time.

Mr. Levensgood introduced Chris Gahl 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. Gahl informed the Board that in this first quarter Visit Indy had reached 129% of its booking goal having events booked out until 2024. He noted the Market Share Report showed Hotel Revenue in Marion County up 12.1% YTD and Occupancy up 3% YTD. Mr. Gahl informed the Board that in 50 days Indianapolis will be hosting Meeting Professionals International ("MPI"), the largest global industry show for meeting professionals. He explained there would be 2,000 meeting planners in the City and it was an incredible opportunity to highlight the City and encourage the

meeting planners from all over the world to say "Yes to Indy". He explained during the day there would be Professional Development sessions for the attendees and in the evenings various special events have been planned to highlight all the things that Indianapolis has to offer as a host city. Events planned include Taste of Indiana at White River State Park which will highlight various food and beverages from local establishments and will also include a Concert on The Lawn at White River by the band Straight No Chaser. He added all the museums will be open so the meeting planners can see first-hand all the city has to offer in that regard. Another event is planned on Georgia Street and a final event will take place at the Indianapolis Motor Speedway which will include an offering of Indy Car 2-seater rides to the attendees. He stressed how important it was to take advantage of this opportunity of having so many decision makers in the Meeting planning industry in our City. Ms. Kennedy asked Mr. Gahl to keep the Board informed as the date approaches and to let her know how the Board could best be engaged to assist Visit Indy in these efforts. Mr. Gahl thanked Mr. Levengood, Ms. Hennessey and the staff on the efforts made to change out the Convention Center overnight from the American Coatings show to the American Nursing Professionals Show stressing the amount of labor, teamwork and efficiency needed to complete such an endeavor. Mr. Gahl told the Board about Visit Indy's current Leisure marketing campaign which focuses on ten (10) cities in the Midwest within 400 miles of Indianapolis, the main four being Chicago, Louisville, Cincinnati and Dayton and the majority of the \$1M investment aimed at the Chicago leisure market. Ms. Kennedy thanked him for his report and asked if there were any questions for Mr. Gahl 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 March was 79.2% in the Exhibit halls and 58.1% in the Stadium. She also highlighted some of the recent notable events including Super Cross at Lucas Oil Stadium, Indiana ComicCon 2018 at the Convention Center with approximately 51,000 attendees, two (2) Nike Volleyball competitions with approximate attendance of 25,000 at the first event and 16,000 at the second, as well as the first Indy Eleven match held at LOS. Ms. Hennessey informed the Board that April would continue to be busy with the Fire Department Instructors Conference ("FDIC") International closing out the month. Ms. Kennedy thanked Ms. Hennessey for her report and asked if there were any questions from the Board. There were no questions at this time

The next item on the agenda, **Lucas Oil Stadium Sports Lighting** supply contract is attached to and made a part of these Minutes. Mr. Levengood explained to the Board that this project involves the replacement of current stadium lighting with LED lighting. The project was estimated to cost approximately \$2,036,320, so consistent with Indiana's Public Procurement Laws, the CIB published Invitations to Bid for base bid and two (2) alternates. Mr. Levengood explained a determination had been made to accept alternate number 2 in the amount of \$25,000 which enables each individual light to be controlled rather than the lights being controlled in groups. The low bid was submitted by Ermco, Inc. in the amount of \$2,168,000. Mr. Levengood explained that staff and counsel have reviewed all the documents and recommend to the Board that it

award the contract to Emrco, Inc. in the amount of \$2,193,000 as the most responsive and responsible bidder. Upon a motion by Ms. Fagan and seconded by Mr. Terrell, a contract with Ermco, Inc. was unanimously approved as presented.

Mr. Levengood next presented the **ICCLOS Edge Switch Replacement** which is attached to and made a part of these Minutes. He explained the current ICCLOS edge network switches are at end-of-life and are no longer supported by Cisco. He explained these switches play an important role providing all network services throughout the facility and which are located in telecom closets, catwalks, sound rooms and speaker clusters and they all need to be replaced. Mr. Levengood asked for approval from the Board to replace the current 430 Cisco 3750G 24-port switches with 249 Cisco 9300 48-port switches for a total hardware cost of \$1,465,000.99. He explained there were additional costs which included the shipping cost of the equipment (\$19,489.50) and estimated labor (IBEW telecom) to install the equipment (\$45,000) bringing the total cost to \$1,529,490.49. Mr. Terrell asked if the bid was competitive and Mr. Levengood further explained that this price was actually better than the QPA list price at a 61% discount off the Manufacturer Suggested Retail Price ("MSRP") as compared to the 45% off MSRP QPA negotiated price. Upon a motion by Mr. Dora and a second by Ms. Fagan the ICCLOS Edge Switch 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. Dora and seconded by Mr. Terrell the **Disposal of Obsolete Equipment** was unanimously approved by the Board.

Mr. Levengood next presented the **Pacers Locker Room Phase 3** Agenda item which is attached to and made a part of these Minutes. Mr. Levengood explained to the Board this project involves phase 3 of the Pacers Locker Room renovations. The project was estimated to cost approximately \$446,200, so, consistent with Indiana's Public Procurement Laws, the CIB published Invitations to Bid. The low bid was submitted by Taylor Brothers Construction in the amount of \$489,000. Mr. Levengood explained that staff and counsel have reviewed all the documents and recommend to the Board that it award the contract to Taylor Brothers Construction in the amount of \$489,000 as the most responsive and responsible bidder. There were no questions from the Board. Mr. Corbitt recused himself from the vote. Upon a motion by Ms. Fagan, and a second by Ms. Lewis, the **Pacers Locker Room Phase 3** was approved unanimously as presented taking into account the aforementioned recusal.

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 5033G regarding Bingham Greenebaum Doll LLP. Ms. Kennedy recused herself from line items 70-78 on Voucher 5113C regarding Indianapolis Power and Light. There were no questions from the Board and upon a motion by Ms. Lewis and seconded by Mr. Dora, Claims 5033G, and 5113C were unanimously approved by the Board taking into account the aforementioned recusals.

With no **Other Business** and no **Public Comment**, the meeting was adjourned.



Melina Kennedy, President
THE CAPITAL IMPROVEMENT BOARD
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Michael "Mick" Terrell, Secretary
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