

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, April 9, 2021-8:30 am
Indiana Convention Center
Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, ("Board") was held on April 9, 2021. Because of the Declaration of Public Health Emergency due to the COVID-19 virus, to ensure compliance with the social distancing guidelines, and consistent with the Governor's Orders, this meeting took place via teleconference. Board Members in attendance included Melina Kennedy, David E. Corbitt, Michael C. Terrell, David Ruhmkorff, Jim Dora Jr., Brenda Myers, and Sarah Fisher as well as Ex-Officio Leonard Hoops. Board Members Earl Goode and Maggie A. Lewis were absent. Others in attendance included Andy Mallon, Executive Director, Mary Solada, General Counsel, Dentons Bingham Greenebaum LLP ("DBG"), Tom Boyle, Director of Operations, Kobi Wright, Business Operations Director and Senior Counsel, Eric Neuburger, Stadium Director, Tim Kuehr, Chief Financial Officer, Art Kodroff, Controller, Monique Wise, Senior Sales Manager, Chad Wilke, Senior Event Coordinator, James Wallis, Visit Indy, ("VI"), Daren Kingi, VI, David Sease, SGA, Lisa Vielee, Well Done Marketing, and members of the media. (A copy of the list of those who were in attendance on the call is attached hereto.)

Ms. Kennedy introduced the **Approval of Minutes** for the Friday, March 12, 2021 meeting. Upon a motion by Mr. Corbitt, 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 hereto 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 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.

Ms. Kennedy then introduced the **Visit Indy Updates** agenda item as attached hereto and made a part of these Minutes and presented by Leonard Hoops. Mr. Hoops updated the Board on the Hotel Market Share Performance for the previous month and explained the VI Room-Night Production by Year, Venue and Market Segment, comparing this years' results to past years results using data and graphs. Mr. Hoops commented that the downtown occupancy was solid throughout the month with a strong showing on Fridays, Saturdays and Sundays and actually the downtown occupancy of 34% for the month and YTD occupancy for Marion County of 42% is actually good in comparison to many portions of the country. He also noted that VI was catching up with regard to the booking pace and were at 94% of their goal for the year which was a good sign. He added that at 448K lead room nights for the year VI is just under the target line for their 2021 goal and

making good progress there. Mr. Hoops stated he was happy with the current numbers and hoped that this was the beginning of the front end of the hotel marketing recovery. Mr. Hoops noted that along with the recent NCAA tournament came a tremendous amount of positive media attention for Indianapolis including a total of 3,380 related articles tracked and 886 million impressions made according to Visit Indy's Chris Gahl. Mr. Hoops also shared some interesting data points relayed to him by Visit Indy's Susie Townsend who spent some time living in the bubble during the NCAA tournament. She informed him that there was a total of 3,553 delivered meals in the controlled environment restaurant program, 14.2 tons of team laundry washed, dried and folded by the team from Indiana Sports Corporation and a total of 669 police escorts per team. In closing Mr. Hoops informed the Board that while the NFL Combine did not take place in Indianapolis this year, he felt it was worth noting that Indianapolis did have the single largest NFL Combine event by having the medical testing for those participating in the Combine taking place at the downtown Marriot. Mr. Hoops said he was looking forward to sharing the April data with the Board at the May CIB meeting. Ms. Kennedy asked the Board if there were any further questions for Mr. Hoops and there were none at this time. Ms. Kennedy thanked Mr. Hoops for his presentation.

Ms. Kennedy introduced the next agenda item **ICCLOS Sales Report** as attached hereto and made a part of these Minutes. She introduced Monique Wise to present the ICC portion of the report. Ms. Wise commented that March Madness has officially ended with the NCAA moving out of the facility earlier in the week after being here for 24 straight days. She noted that operationally the tournament was a huge success for the convention center and an exciting challenge for the staff. She recognized Mr. Wilke and the events team for taking the lead and meticulously executing the event with expertise and professionalism. She noted the move out of the NCAA on Wednesday was followed by the move in of the Gospel Coalition to the south campus and AAU basketball to the north campus. She explained the Gospel Coalition has been coming to Indianapolis since 2016 and it was exciting to have them back in the building after their event was cancelled in 2020 due to the pandemic. Ms. Wise noted that another regular client, HD Hackney, was also returning at the end of the month after missing the 2020 event season in Indianapolis and it was encouraging to see these regular clients returning to the building. Ms. Wise added that the Convention Center would also be hosting AAU basketball and gymnastics that week. In the month of May she noted that the facility would be hosting a large Volleyball event as well as several smaller events surrounding it and then shared that the building would be hosting two substantial trade shows in June with the Sweets and Snacks show that relocated to Indianapolis out of Chicago mid-month and WWETT at the end of the month. There were no questions for Ms. Wise at this time. Ms. Kennedy thanked her for her report and introduced Mr. Neuburger to present the Lucas Oil Stadium ("LOS") portion of the report. Mr. Neuburger noted that it has been a very busy month with the Stadium concluded the thirteen game B1G 10 tournament by crowning Illinois as the champion. He remarked that the Stadium did a great job hosting the 2nd biggest basketball tournament preparing to get ready for the first biggest basketball tournament. Mr. Neuburger noted that LOS hosted six first round games, two second round games, four elite eight games, two final four games as well as the championship game with Baylor winning the tournament. He also cited the half-time performance by Miley Cyrus which he

referred to as “an event in itself”. Mr. Neuberger thanked Andy Mallon and the Capital Improvement Board, Ryan Vaughn and the Indiana Sports Corporation and Leonard Hoops and Visit Indy for all of their support and trust given with regard to executing this event ensuring that it be a success. Mr. Neuberger informed the Board that the Stadium was partnering with the Colts and Meijer to host a vaccine clinic on the 23rd and 24th of the month adding it was a great opportunity to receive the shot. He explained that LOS recently hosted a site visit for the CFP national championship game coming up in 2022 and informed the Board of an exciting recent development of a professional developmental Spring Football league coming to the Stadium in May for a 6 week run. He recognized LOS Sales Manager Brett Cole for his great effort to bring this important event to LOS. Mr. Neuberger noted that the summer months will bring the return of Monster Trucks to the Stadium as well as the beginning of another Colts football season. Ms. Kennedy thanked him for his report and asked if there were any questions for Mr. Neuberger and there were none at this time.

Mr. Mallon presented **BLF Cap X MEP Project** agenda item as attached hereto and made a part of these Minutes. Mr. Mallon explained that this project is consistent with the Amended Operating Agreement between the CIB and the Pacers and involves the replacement and upgrade to equipment located in the main mechanical room which operates the heating hot water system, chilled water system and snow melt system. Mr. Mallon explained that this is a public works project under Ind. Code 36-1-12 with the budget estimated to be \$8,000,000. The Lowest Responsible and Responsive bid was submitted by General Piping Inc. in the amount of \$6,439,000. Mr. Mallon noted that General Piping Inc., has MBE participation of 15% and that Staff and Counsel recommend awarding the contract to General Piping in the amount of \$6,439,000. After further inquiries, questions and discussion and after a motion by Mr. Corbitt, as seconded by Mr. Terrell, BLF Cap X MEP Project agenda item was unanimously approved as presented and awarded to General Piping Inc. in the amount of \$6,439,000.

Mr. Mallon presented the **BLF FF&E - Supply Contract** agenda item attached to and made a part of these Minutes. He explained that this Supply contract involves providing office furniture for the west side Operations office build out. The budget was estimated to be \$160,000. This is considered a procurement of supplies under Ind. Code 5-22-7 public bid. The lowest responsible and responsive bid was submitted by Business Furniture LLC in the amount of \$134,643.00. Mr. Mallon noted Business Furniture LLC is a 100% Women owned business and that both Staff and Counsel recommend awarding the supply contract to Business Furniture LLC. After further inquiries, questions and discussion and after a motion by Mr. Corbitt as seconded by Mr. Terrell, the BLF FF&E - Supply Contract was unanimously approved as presented and awarded to Business Furniture LLC, in the amount of \$134,643.00.

Ms. Kennedy introduced the **Claims** as attached hereto and made a part of these Minutes and presented by Andy Mallon. There were no questions from the Board and upon a motion by Mr. Corbitt and seconded by Mr. Dora, Operating Claims 9786G, and Confirming Claims 9764C were unanimously approved by the Board. Mr. Mallon next

presented the BLF Confirming Construction Claims as attached hereto and made a part of these Minutes. There were no questions from the Board and upon a motion by Mr. Corbitt and seconded by Mr. Dora, the 2021 A Bankers Life Fieldhouse Vouchers were unanimously approved as presented.

Ms. Kennedy asked Mr. Mallon if he had any **Other Business** to present. He thanked her and said he wanted to share three things with the Board. He first wanted to say how proud he is of the staff and of this Board for accomplishing what they accomplished together in successfully hosting the entire NCAA Men's Basketball tournament. He shared that while he has only been the Executive Director of the CIB for just under two years, he has been told that this was as complicated as any other event that has ever been executed by the CIB, with all of the turnaround and management of essentially providing 24 hour a day service for the 68 basketball teams in the Indiana Convention Center. He also recognized the miraculous work Eric and his team at LOS were able to pull off by going from hosting the B1G 10 Men's tournament right into hosting March Madness and the Men's NCAA Basketball tournament and host as many games as they did. Mr. Mallon said that "it cannot be overstated how well they did and how proud I am." Mr. Mallon then commented as his second point, how proud he is of the City of Indianapolis and of all of the partner organizations of the Capital Improvement Board, each stepping up and performing their parts flawlessly. He noted that everyone from the folks preparing Georgia Street to the employees of the Department of Public Works to the staff of Keep Indianapolis Beautiful and to obviously the Sports Corporation coordinating a lot of those efforts. He noted that everyone's job was really important and they all did an exceptional job. And third, Mr. Mallon stated that while he appreciates all of the statistics and numbers that Mr. Hoops shared earlier, he believes there is one statistic that is probably the most important of all of them, and that is the one phone call that Leonard fielded that started this whole process of Indianapolis hosting the NCAA Men's tournament in its entirety. Mr. Mallon emphasized that without Mr. Hoops' close relationship with the NCAA and JoAn Scott, none of this would have happened summarizing "the cause, in fact, of the entire March Madness landing in Indianapolis...so thank you, Leonard and thank you for being such a great partner."

Ms. Kennedy agreed and thanked Mr. Hoops and all of the partners on behalf of the CIB for their leadership and collaboration.

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

Melina Kennedy, President
THE CAPITAL IMPROVEMENT BOARD
OF MANAGERS
OF MARION COUNTY

David Ruhmkorff, Secretary
THE CAPITAL IMPROVEMENT BOARD
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