

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, May 14, 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 May 14 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, Maggie A. Lewis, Earl Goode and Sarah Fisher as well as Ex-Officio Leonard Hoops. 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, Kevin Bower, Pacers Sports and Entertainment, James Wallis, Visit Indy, (“VI”), Chris Gahl, 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, April 9, 2021 meeting. Upon a motion by Mr. Corbitt, and seconded by Mr. Ruhmkorff, the Minutes were unanimously approved as presented.

Ms. Kennedy introduced the CIB’s Controller, Art Kodroff, to present the **Financial Update** to the Board as per the supporting documentation, which is attached hereto and made a part of these minutes. Mr. Kodroff 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. Kodroff regarding the Financial Update and there were none at this time. She thanked him for his report.

Fieldhouse Management Report

Ms. Kennedy introduced Kevin Bower of Pacers Sports and Entertainment to present the Fieldhouse Management Report, which is attached to and made a part of these Minutes. This report includes financial information from Fieldhouse Management, LLC as required, pursuant to Section 6(b) of the CIB Operating Agreement with the Pacers. The Statement of Revenue and Expenses included is for the quarter ending March 31, 2021. Mr. Bower presented a brief report to the Board and was excited to inform everyone that there finally was some revenue to report this Quarter which was primarily due to the NCAA tournament, Disney on Ice, Indiana High School Athletic Association (“IHSSA”) wrestling and IHSSA girls basketball finals. He also noted that there were some nice events booked for later this year in October when the Fieldhouse reopens and into 2022. Mr. Bower wanted to thank Mr. Mallon and his team for all of the great work they are doing on the BLF construction project. There were no questions for Mr. Bowers at this time. Ms. Kennedy expressed her appreciation to Mr. Bower and the Pacers for the partnership with the CIB and commented that it is exciting to see that things are moving forward with the expansion project.

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 for the first time in thirteen months he was excited to report there is a monthly hotel report that is better than the previous year's report. Mr. Hoops noted that Visit Indy is at 85% thru end of April with regard to the target pace for booked room nights in the future and he is confident that this is a good spot to be in at this time. He also noted that for lead room nights Visit Indy is at 92% of their goal and Mr. Hoops feels that this is a solid place to be for this time in the year. Mr. Hoops noted that the outlook for the remainder of the year is promising. He explained that in August things will begin to get busy with the FDIC Fire Department Instructors Conference ("FDIC"), the 2021 Biennial National Conference & Expo for the Fraternal Order of Police ("FOP"), and CEDIA Expo events directly followed up in September with Gen Con and Do It Best Fall Market. Mr. Hoops commented that he does not anticipate this pick up in business will be consistent and sustainable until late into the 3rd and 4th quarter of 2021. Mr. Hoops mentioned that the Center for Disease Control ("CDC") recently reduced some of the masks requirements for those that are fully vaccinated and he believes that this will have a very positive effect on business overall. Mr. Hoops noted that in June the City will host the first major trade show since March of 2020 with the Sweets and Snacks Show that relocated to Indianapolis out of Chicago with an estimated anticipated attendance of 8,000-10,000. Mr. Hoops commented that things are trending in the right direction for the first time in a very long time. Mr. Mallon asked Mr. Hoops to comment on what is happening in the convention and tourism industry around the country. Mr. Hoops explained that the entire industry is reopening at the same time and he anticipates a lot of competition. He noted that several main convention centers are beginning to open and that even though Indianapolis has had a bit of an advantage and head start having been open since July of 2020, he anticipates the playing field to level out quickly and that slight advantage will be gone. 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 since the last board meeting the Convention Center had hosted two successful AAU basketball tournaments as well as a regional gymnastics event. She informed the Board that there has been several smaller events taking place in the building during this time noting that three of those events, while smaller in scope, were annual conventions that were unable to take place in 2020 and that it was a good feeling to have them back in the building in 2021. Ms. Wise shared the CIB will end the month with the Decatur High School graduation ceremonies with approximately 4,000 attendees. She explained that the CIB typically hosts between 2 and 4 graduations a year but with the pandemic there were none held in 2020. She pointed out that having the first graduation ceremony in the building after the shutdown was a good indicator of improving conditions and the staff was excited to start hosting these events again. Ms. Wise noted the CIB will soon host the Adidas Windy City Qualifier Volleyball tournament bringing approximately 10,000 athletes to the City. In addition to this sporting event, the Convention Center will be hosting a nationally televised US gymnastics tournament the following week and it will be open to 1000 spectators. Ms. Wise explained the activity in the facility will begin to ramp up in June with the Sweets and Snacks Show noting this was the first large tradeshow that the CIB was hosting in 2021 and will be the start of a series of significant events coming to Indianapolis later this summer and fall. 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 since the last Board meeting things have been busy at the Stadium. The Colts have teamed up with Meijer to sponsor a vaccine program and the 1st round of shots has taken place. Mr. Neuburger shared the Stadium able to host a Memorial vigil for the victims of the Fed-Ex shooting and he and staff were proud to be able to provide that opportunity for the Community to mourn that terrible loss. Other notable activities taking place included a site visit for the College Football Playoff (“CFP”) coming up in January of 2022 and a wrap up meeting with the NCAA with regard to the Final Four Tournament. Mr. Neuburger shared that the Spring League developmental Football League has begun and LOS hosted the 1st two games. He reminded the Board that LOS is one of only two sites in the country for these games with the other games taking place at Rice University in Houston. He explained that the four teams will be residing here in Indianapolis for the next 4-5 weeks until the season is complete. He shared that there will be another 8 games occurring before the CIB meets again for the June meeting and noted that even though there are not many fans in attendance at these games, the telecasts provide great visibility for the Stadium and Indianapolis and all of these eight games will be telecast either on Fox Broadcast Network or the FS1 channel and football fans are watching and enjoying them. Mr. Neuburger mentioned some significant upcoming events including the Bloomington Gold Corvette Show and the American Lung Association Fight for Air stair climb event which was being held at LOS to accommodate the suggested social distancing regulations. Other events to note include the 2nd round of shots for the Meijer and Colts sponsored vaccine program and the first wedding held at the Stadium since the shutdown. Mr. Neuburger concluded his report informing the Board members that Monster Jam is returning with 3 shows over the weekend of June 12th and 13th and added that he and his staff were looking forward to unloading approximately 400 truckloads of dirt on the floor of LOS for this fan favorite show. Ms. Kennedy thanked him for his report and asked if there were any questions for Mr. Neuburger and there were none at this time. Mr. Hoops commented that he was pleased to see the Colts were playing the Seattle Seahawks for the season regular season opener in September noting that Gen Con, with their headquarters located in Seattle, will be in town for their four-day gaming event and moving into the building that day. He stated the Gen Con team was looking forward to seeing their home team play the Colts while they are in Indy. Ms. Kennedy commented that was great news, but joked that “They still need to root for the Colts”.

Ms. Kennedy next introduced Mr. Mallon and Ms. Solada to present the **Marion County Building Authority Intergovernmental Agreement** agenda item as attached hereto and made a part of these Minutes. Mr. Mallon reminded the Board that in late 2020 the City of Indianapolis appropriated funds (approximately \$750,000) to the CIB to assist with improvements for the downtown area mostly surrounding increased security. Mr. Mallon explained that there was there was a remaining balance of \$100K of available funds to be distributed and this This is an Agreement for CIB to contract with the Building Authority to obtain that remaining \$100K of Cares Act money from 2020 and get it to the Building Authority so they can pay the Cultural Trail for additional security for both Lugar Plaza and the area surrounding the Canal. After further inquiries, questions and discussion and after a motion by Mr. Corbitt, as seconded by Mr. Ruhmkorff, the Marion County Building Authority Intergovernmental Agreement was unanimously approved as presented.

Mr. Mallon presented **ICC FF&E Food Court Renovation** agenda item as attached hereto and made a part of these Minutes. Mr. Mallon explained that this is a procurement of supplies covered under Indiana code 5-22-7 and involves the purchase of FF&E to include tables and chairs for the Maryland Street food court project with an estimated cost of \$110,000. The Lowest Responsible and Responsive bid was submitted by RJE Inc. in the amount of \$64,488.09. Mr. Mallon noted that RJE Inc. was able to hit all of the suggested markers with

XBE participation of MBE at 15%, WBE at 8%, VBE at 3%, and DOB at 1%. Mr. Mallon noted that Staff and Counsel recommend awarding the contract to RJE Inc. in the amount of \$64,488.09. After further inquiries, questions and discussion and after a motion by Mr. Corbitt, as seconded by Mr. Ruhmkorff, ICC FF&E Food Court Renovation agenda item was unanimously approved as presented and awarded to RJE Inc. in the amount of \$64,488.09.

Mr. Mallon presented **ICC Wi-Fi Upgrade** agenda item as attached hereto and made a part of these Minutes. He explained that the current Wi-Fi system was installed at the Indiana Convention Center in 2011 in preparation for the Super Bowl. He noted this upgraded system will be the latest technology Wi-Fi 6 system with the density and capacity for the new system being significantly increased. The current 409 access points will be increased to 1026. Mr. Mallon explained that Smart City is the long term partner of the CIB and they will manage all aspects of the project which includes providing the design, project management, procurement, and implementation of the Wi-Fi system. The rough estimated budget for this upgrade is \$3.2M to \$3.8M. As part of the current 10-year agreement Smart City has with the CIB for management of internet and data services, Smart City will make a \$3M technology investment toward this upgrade. The CIB will be responsible for the remaining costs above the \$3M contribution and will be able to utilize the State QPA if this should include the purchase of equipment. Staff and council recommend Smart City Networks be awarded this agreement for design and management of the upgrades to the Indiana Convention center Wi-Fi system. After further inquiries, questions and discussion and after a motion by Mr. Corbitt, as seconded by Mr. Ruhmkorff, ICC Wi-Fi Upgrade agenda item was unanimously approved as presented.

Mr. Mallon explained that the next agenda item consisted of three parts and was all of them are included in the Bankers Life Fieldhouse Expansion project. Mr. Mallon presented the **BLF BP- 2160 – Existing Structure Painting** agenda item attached to and made a part of these Minutes. Mr. Mallon explained that this project involves the re- coating of existing and new structural steel in the main pavilion, sky bridge and exterior trusses. The budget for this project was estimated at \$825,805. Mr. Mallon explained that this is a public works project under Indiana code 36-1-12 with one add alternate which was accepted in the amount of \$759,220. The lowest responsive and responsible bid was submitted by Quality Interiors Inc. in the amount of \$1,159,793. Mr. Mallon noted that Quality Interiors is a 100% MBE and that they will self-perform the work. Staff and Council recommend the award to Quality Interiors Inc. in the amount of \$1,159,793. After further inquiries, questions and discussion and after a motion by Mr. Corbitt, as seconded by Mr. Ruhmkorff, BLF BP- 2160 – Existing Structure Painting was unanimously approved as presented and awarded to Quality Interiors Inc. in the amount of \$1,159,793.

Mr. Mallon next presented the **BLF BP- 2500-2 – FF&E (remaining)** item attached to and made a part of these Minutes. He explained that this is a procurement of supplies covered under Indiana code 5-22-7 and involves the purchase for the remaining FF&E for Phase 2&3 of the BLF Expansion Project. The budget for this project was estimated to be \$2,000,000. The lowest responsive and responsible bid was submitted by RJE Inc. in the amount of \$1,458,192.61. Mr. Mallon noted that RJE Inc. was able to meet all suggested goals for XBE Participation of MBE at 15%, WBE at 8%, VBE at 3% and DOB at 1%. Mr. Mallon noted that Staff and Council recommend awarding the contract to RJE Inc. in the amount of \$1,458,192.61. After further inquiries, questions and discussion and after a motion by Mr. Corbitt as seconded by Mr. Dora, the BLF BP- 2500-2 – FF&E (remaining) was unanimously approved as presented and awarded to RJE Inc. in the amount of \$1,458,192.61.

Mr. Mallon presented the **BLF BP- 2600 – Small wares** agenda item attached to and made a part of these Minutes. He explained this is a procurement of supplies covered under Indiana code 5-22-7 and involves the purchase of food service equipment such as utensils, pot & pans and chaffing dishes. This procurement was estimated to be \$323,989. Mr. Mallon informed the Board that the low responsive and responsible bid was submitted by Trimark Marlinn LLC in the amount of \$267,927.45. He noted that there was no available XBE participation for this project. Staff and Council recommend the award to Trimark Marlinn LLC in the amount of \$267,927.45. Ms. Lewis inquired as to why there was no participation from Minority businesses for this agenda item. Mr. Boyle explained that currently there are no minority vendors available that provide these particular supplies and that with the current structure of the City's guidelines it has been challenging to locate and obtain viable subcontractor candidates and that despite all efforts they have not yet been able to be successful in this area. Ms. Lewis thanks him for the explanation. After further inquiries, questions and discussion and after a motion by Mr. Corbitt as seconded by Mr. Dora, the BLF BP- 2600 – Small wares agenda item was unanimously approved as presented and awarded to Trimark Marlinn LLC in the amount of \$267,927.45.

Mr. Mallon presented the **BLF Disposal of Obsolete Equipment** agenda item attached to and made a part of these Minutes. Mr. Goode inquired how the CIB determines if there is any remaining value to these items and how this process is executed. Mr. Boyle informed the Board that the CIB has partnered with Christy's Auction House of Indianapolis for many years. He explained they physically evaluate each item to determine see what items are still useful or have any remaining value. Mr. Boyle noted that items of no value are disposed of quickly ensuring the CIB only utilizes their resources on items that may have a return value. Mr. Boyle commented that sometimes it takes some time for items to sell but that there is a market for many of the items that end up on the obsolete equipment list. After further inquiries, questions and discussion and after a motion by Mr. Corbitt, as seconded by Mr. Ruhmkorff, the BLF Disposal of Obsolete Equipment was unanimously approved as presented.

Mr. Mallon presented the **ADP Renewal** agenda item which is attached to and made a part of these Minutes. Mr. Mallon explained this was an agreement to renew the payroll service contract that the CIB has with ADP. It has been brought before the Board because it is a multi-year contract of 3 years. He noted that the rates for the services will remain the same for the first 2 years and will be increased by 2% in the third year of the contract. After further inquiries, questions and discussion and after a motion by Mr. Goode, as seconded by Mr. Corbitt, the ADP Renewal was unanimously approved as presented.

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 9899G, and Confirming Claims 9874C 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. Ruhmkorff, Bankers Life Fieldhouse Vouchers B216 were unanimously approved as presented.

In **Other Business**, Ms. Kennedy informed the Board that she and Mr. Mallon were working together to form a recommendation as to when the Board will resume meeting in person for the monthly CIB meetings. She explained that there are many things to consider with regard to making this recommendation but wanted the Board to know that they are aiming for the August 20th CIB Meeting to be the first meeting the Board will reconvene in person. She noted that this is subject to change depending on how things develop regarding any health orders or policy changes but

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that she and Mr. Mallon would keep the Board informed of this decision and ensure that everyone is aware of the plans well in advance.

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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