

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY  
Minutes of Meeting  
Friday, July 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 July 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 mainly via teleconference but included one member of the Board, Melina Kennedy, together with a member of the executive staff, Andy Mallon, Executive Director, in attendance in the ICC Board room. Other Board Members in attendance included 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. Besides Mr. Mallon, others in attendance included 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, June 18 2021 meeting. Upon a motion by Mr. Goode and seconded by Mr. Corbitt, 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 year's results to past years' results using data and graphs. Mr. Hoops noted that the occupancy downtown for May was 41% which is better than May of 2020, but considerably less than the usual occupancy of May which is typically in the mid to high 70's. He reported that overall Marion County was at 55.1% occupancy. Mr. Hoops noted that the non-downtown area is surprisingly strong at 61.6% occupancy for the month and commented that was a positive indicator moving forward. Mr. Hoops stated that VI is at 90% of their booked room night goal YTD and 97% of their lead room night goal YTD which was an encouraging sign. Mr. Hoops compared the month of June in Indianapolis to the Charles Dickens novel *A Tale of Two Cities* saying Indianapolis has seen the best of times and the worst of times this past month. He explained the worst of times was the news that the NFL, after holding the NFL Combine in Indianapolis since 1987, have decided to move forward with a Request for Proposals ("RFP") inviting other cities to host the NFL Combine beginning in 2023. Mr. Goode asked Mr. Hoops what the main bid point was regarding the criteria for choosing a location for the Combine. Mr. Hoops explained that the NFL sent a memo to all of the 32 teams asking them if they were interested in bidding for and hosting the Combine and if there

was interest, they were asked to submit a thousand-word or less essay explaining why their city would be qualified to do so. He told Mr. Goode that there were not many details beyond that at this time. He assured the Board that Indianapolis would continue to bid for the Combine every year stressing that the Medical component to the Combine is critical to the decision makers and the overall process, and that Indy is still the best in that regard. Mr. Hoops then stated that the best part of the news was the overwhelming success of the National Confectioners Association Sweets and Snacks Expo. He informed the Board that everyone involved in the National Confectionary Association show from the exhibitors, to the buyers and the guests all had a great time. Mr. Hoops thanked Mr. Goode and the Governor's office as well as the Mayor's office for their participation in the event. He noted that both Governor Holcomb and Mayor Hogsett attending the ribbon cutting ceremony adding that was incredibly meaningful for the co-organizers who had never met any of the Mayors or Governors over the entire 2 decades' span they have been holding their convention in Illinois. Mr. Hoops explained that the show still has a few contracted years left in Chicago but that he and his staff are working to eventually get them back in Indianapolis. In closing, Mr. Hoops noted that one of the people who attended the Girls AAU basketball tournament happens to be a senior decision maker with regard to planning meetings for a major medical corporation. He shared that she reached out to Mr. Hoops during her time watching her daughter play in the tournament and remarked that after not visiting Indianapolis for some time she was pleasantly surprised with the growth and development of the downtown area and commented that Indy doing some special things in the tourism industry. Mr. Mallon appended to Mr. Hoops' presentation by sharing the following comment that was left by the main organizer for the Sweets and Snacks show on their post event survey: "In the middle of all the chaos of the pandemic, because of the Visit Indy and ICC staff, we had a very successful show. Shout outs to Jennifer Wheeler and Jamie Light, Roberta Tisdul, Kenneth Helmsley and all the great people we met. It was a pleasure to do business in a building where the answer always was, let's see how we can make that work." Mr. Mallon said he felt that this was a very good and succinct recitation and representation of what the CIB and VI do well as a team in this building and he thanked Mr. Hoops for his leadership on the Sweets and Snacks Show. 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 as well as Mr. Goode for his support and involvement in engaging the Governor's office in this important event for the CIB and the City.

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 as Mr. Hoops had mentioned, the AAU Girls Basketball Tournament was finishing for that week noting that they are a repeat client that was initially booked in the beginning stages of the Center's reopening and it was a nice feeling to have them return as our guest. She noted that Pop Con began moving in the day before adding that staff was excited to have them back in the building after being absent in 2020 due to the pandemic. Ms. Wise informed the Board that next week would bring Alpha Phi Alpha and the Indiana Black Expo Summer Celebration to the Building followed by another large boys AAU basketball tournament and then the much anticipated return of the Fire Department Instructors Conference ("FDIC"), the first week in August. Ms. Wise informed the Board that there would only be 5 dark days in the Building the month of August and zero in September noting a steady increase in occupancy as the year progresses. She reiterated to the Board that the facility was coming off the success of the Sweets and Snacks Expo and shared from the post event survey that the reason the client initially chose the Convention Center for their event was due to the Center's approach and attention to COVID and safety protocol. Ms. Wise took this opportunity to recognize Chad Wilke and his Events team as well as Tom Boyle and his Facilities team for their efforts in being proactive in understanding and dealing with the health and safety concerns surrounding the

COVID virus, emphasizing how much their expertise and foresight in this area impacted the CIB's success in being able to book these shows and remain active when most of the other venues in the country were locked down and inactive. She added that the strong leadership coming from the CIB and VI was invaluable during the pandemic and wanted to thank the Board, Mr. Mallon and Mr. Hoops for that guidance. Ms. Kennedy agreed and commented that everyone had done a great job working together during this difficult time and thanked Ms. Wise for her presentation. There were no questions for Ms. Wise at this time. Ms. Kennedy introduced Mr. Neuburger to present the Lucas Oil Stadium ("LOS") portion of the report. Mr. Neuburger noted that since the last Board meeting LOS hosted the Indy Ultimate event with Indiana Sports Corporation. He also informed the Board that the staff was involved in a process of deep cleaning of the Stadium as well as using the time to address some preventative maintenance on the roof and other parts of the building. Mr. Neuburger noted that before the next CIB meeting in September the Stadium will participate in an important yet to be announced College football event that will be important to the City and will hold a job fair for both buildings as well as our primary vendors. He noted that he and the staff was excited about the job fair and what it would mean for building up the staff. Mr. Neuburger also noted that LOS will hold the first corporate event since returning from the pandemic with Indy Accents, a local Management company and return client which will be followed by the return of FDIC to the building after being away for a few years followed by Drum Core International ("DCI") returning to the Stadium bringing high school bands from across the country to LOS. Mr. Neuburger also informed the Board that the Colts would play their first Pre-Season game of the year on August 15<sup>th</sup> again the Panthers and the Colts will officially begin another football season at Lucas Oil Stadium. Mr. Neuburger closed his presentation noting that he and his staff continue to recognize that the pandemic is not completely over and that keeping everyone safe and healthy is an ongoing objective for the entire team adding that they will continue to train and build on the safety and health practices and protocol put in place this past year. Ms. Kennedy suggested that the link to the job fair be sent to the Board members so that they are aware and can help share that message and information regarding the job fair and the opportunities associated with the event. Mr. Mallon agreed that was an excellent idea and said that he would send that link to the Board members following the meeting. Ms. Kennedy thanked Mr. Neuburger for his report and asked if there were any questions for him. There were no questions at this time.

Mr. Mallon presented **Daktronics Second Amendment** agenda item as attached hereto and made a part of these Minutes. He explained that this is a one-year service agreement for hardware and software support for the Stadium Video Board and Ribbon Displays. The amendment will extend the existing agreement for one year at a cost of \$221,505.00 which is a 1.5% increase. Daktronics is the manufacture of the displays, has been maintaining the equipment since 2008. Staff and Council recommend the renewal of this agreement in the amount of \$221,505.00. Upon a motion by Mr. Corbitt and a second by Mr. Ruhmkorff, the **Daktronics Second Amendment** was unanimously accepted 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 10133G, and Confirming Claims 10108C 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 B218 were unanimously approved as presented.

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

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

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David Ruhmkorff, Secretary  
THE CAPITAL IMPROVEMENT BOARD  
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