

CAPITAL IMPROVEMENT BOARD OF MANAGERS  
OF MARION COUNTY  
Minutes of Meeting  
Friday, August 20, 2021-8:30 am  
Indiana Convention Center  
ICC Room 130 and Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, ("Board") was held on August 20, 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 in person as well as via teleconference. Board members David Ruhmkorff, Jim Dora Jr., Brenda Myers, Earl Goode and Sarah Fisher attended in person, as well as Ex-Officio Leonard Hoops. Board members Melina Kennedy, Mick Terrell and Maggie A. Lewis attended the meeting via teleconference. Board member David E. Corbitt was 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, Director of Sales and Marketing, Chad Wilke, Director of Event Services, James Wallis, Visit Indy, ("VI"), Chris Gahl, VI, Daren Kingi, VI, 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 informed that Board that the 2022 Budget and Resolution agenda item would be moved to the 2<sup>nd</sup> item on the agenda following the Minutes for this meeting. She explained that she needed to leave the CIB meeting early due to another commitment and wanted to ensure she was present for the Budget Presentation and Resolution. CIB Treasurer, Mick Terrell, will be moderating the meeting on her behalf after that point.

Ms. Kennedy introduced the **Approval of Minutes** for the Friday, July 9, 2021 meeting. Upon a motion by Mr. Goode and seconded by Ms. Lewis, the Minutes were unanimously approved as presented.

### **2022 Budget and Resolution**

Ms. Kennedy introduced Mr. Kuehr to present the **2022 CIB Budget and Resolution**. Mr. Kuehr began his presentation of the 2022 Budget to the Board; a detailed presentation and a copy of the proposed budget are attached to and made a part of these Minutes. Mr. Kuehr went through the entire budget presentation with the Board, explaining the main points and assumptions as listed below:

- Total Revenues are \$172.9M, up over the 2021 Budget by \$82.2M or 91% overall.
- Operating Revenues increased by \$40.8M or 191% over the 2021 Budget.
- Tax Revenues are budgeted to increase \$41.4M or 60% over the 2021 Budget and are in-line with 2019 Actual.
- Personal Services is budgeted to increase 26% or \$4. 3M from the 2021 Budget and is in-line with 2019 Actual.
- Other Services expenses have increased \$34.8M or 52% from the 2021 Budget.
- Capital Outlays are \$51.6M, which have been increased \$38.1M over the 2021 Budget.
- Debt Service is \$23.6M, which is \$7.1M or 23% less than the 2021 Budget, due to the new bond and the defeasance and refunding of the old bonds.

- Net Amount for 2022 Budget is (\$30.3M).
- Negative Net Amount will be covered by utilizing funds from CIB operating reserves.
- As of June 30, 2021, the CIB had approximately \$91M in unrestricted reserves. It is anticipated that the unrestricted reserves will be \$82M at the beginning of 2022.
- The 2022 Budget has a Net Amount of (\$30.3M), \$11.3M better than the 2021 Budget.

There was discussion throughout the presentation with questions answered by Mr. Kuehr and Mr. Mallon. Mr. Kuehr asked if there were any additional questions from the Board and there were none. Ms. Kennedy asked the Board to entertain a motion to approve the Budget Resolution. Mr. Ruhmkorff moved and Mr. Dora seconded that the Board approve the Resolution as stated and the 2022 Budget as presented. The Resolution is attached hereto. The motion by Mr. Ruhmkorff to approve the CIB Budget and related matters as set forth in the Resolution was unanimously approved as presented. Mr. Mallon also thanked Mr. Kuehr and his team for their work on the 2022 Budget and also thanked the Board members for approving it. Mr. Mallon informed the Board that the next step was to present this proposed Budget to the City County Council's Municipal Corporation Committee and then to the full Council for final approval. Ms. Kennedy expressed thanks to the entire Accounting team for a great job again this year. She asked CIB Treasurer, Mick Terrell to continue as the moderator for the remainder of the meeting as she needed to leave the call at this time.

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. Mr. Terrell asked if there were any additional questions for Mr. Kuehr regarding the Financial Update and there were none at this time.

Mr. Terrell introduced Mr. Bower to present the **Fieldhouse Management Report**. Mr. Bower directed the Board to an additional report in the packet, attached to and made a part of these Minutes, which includes financial information from Fieldhouse Management, LLC pursuant to Section 6(b) of the CIB Operating Agreement with the Pacers and explained this is the Statement of Revenue and Expenses for the 12-month period ending June 30, 2021. Mr. Bower explained this report represents the 4<sup>th</sup> quarter and the full fiscal year. Mr. Terrell thanked Mr. Bower for his report and asked if there were any questions from the Board. There were questions for Mr. Bower at this time.

Mr. Terrell 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 number for June look very good but also noted that this is more of a reflection of how bad 2020 was and not because things are going as well as they were prior to the pandemic. Non downtown is doing better than the downtown area. Mr. Hoops informed the Board that VI is at 89% of booking for yearend and that if they can keep at that pace they will be in line with previous year's numbers. Mr. Hoops informed the Board that the upcoming CEDIA Consumer Electronics has lost a lot of the exhibitors that typically participate in this convention but they are not cancelling the event. He also stated that the Gen Con Gaming event is also still on track to take place in September. He did note that both of these shows are forecasting a lower number of attendees due to the continued uncertainty surrounding the virus. still happening. He noted that many companies have not yet hired back their staff of meeting planners which is a sign that things are still in a precarious position. Mr. Hoops stated that in his

opinion Corporate travel is not back to where it needs to be for a full economic recovery. He admitted that people are beginning to travel again but not to events that benefit the CIB or VI financially. Mr. Goode asked about the status of the PRI or Performance Racing Industry ("PRI") show in December. Mr. Hoops informed him that PRI is still looking good and are expecting 2/3 attendance or higher. He also mentioned that the FFA event is also still planning on coming for their event in October of this year noting that they have a larger corporate presence that one might think. He agreed that things seemed to be in a good place at this time but that a lot can happen good or bad before December. Mr. Terrell asked the Board if there were any further questions for Mr. Hoops and there were none at this time. He thanked Mr. Hoops for his presentation and told him that he appreciated everything he is doing to keep things moving during these challenging times.

Mr. Terrell introduced the next agenda item **ICCLoS Sales Report** as attached hereto and made a part of these Minutes. He introduced Monique Wise to present the ICC portion of the report. Ms. Wise commented that the month of July opened and closed with the Convention Center hosting youth basketball tournaments. She noted that in between that time the building hosted two national conventions that were booked and in place prior to COVID and saying that it was gratifying to be able to retain those events throughout this pandemic and execute them safely and successfully. Ms. Wise noted that the Facility hosted POPCON for the first time since 2019 adding that they actually increased their number of attendees from the previous POPCON convention. Ms. Wise noted that the Indiana Black Expo held their annual events in several venues this year and that the CIB was happy to host the Health Fair portion of the IBE Summer Celebration. She shared that recently, as mentioned by Mr. Hoops, the Facility was able to host the Fire Department Instructors Conference ("FDIC"), the first week in August but she also shared how much time and effort was involved with regard to *keeping* the convention in Indiana. She informed the Board that the staff of both the CIB and VI were determined to have FDIC stay in Indy and they worked tirelessly over the last 2 years to make that a reality. She also noted that while the number of attendees was forecast to be lower than in previous years, the FDIC show had approximately 24,000 attendees which was 4,000 more than anticipated and they did better than they expected. Ms. Wise noted that the Fraternal Order of Police ("FOP") arrived after FDIC and just moved out earlier in the week. The next large event coming to the Building is CEDIA and everyone is optimistic that there will be a great turn out for that show. She concluded by saying that with the current trends and so much uncertainty surrounding the virus she feels fortunate that the CIB has a year of experience successfully executing large and small scale events while keeping everyone's health and safety the top priority. There were no questions for Ms. Wise at this time. Mr. Terrell thanked Ms. Wise for her presentation and 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 first home Colts Preseason game saying it was a great feeling to have a full crowd at the Stadium for an event. Some recent events that took place at LOS included the Drum Corps International ("DCI") and FDIC and having the Stadium full of Firetrucks with the ladders extended. Both events have not been at LOS since 2019 and it was nice having them back. Another notable event recently held at LOS was the Big Ten Media Day. He explained that this event has traditionally been held in Chicago for the past 100 years so it was a great opportunity for LOS and Indianapolis with hosting 24 Big Ten coaches and having all the eyes of the media on Indianapolis and the Stadium. Mr. Neuburger informed the Board that LOS held their first Corporate event since the pandemic which was a nice milestone for everyone. He informed the Board that the Job Fair for the seasonal positions and vendors at the Stadium was a success and beat expectations. He acknowledged that it was a struggle to fill the thousands of temporary positions at the Stadium for the first Colts game and it will be a challenge for upcoming events as well but that he and his staff are not letting up and having a full staff is a main priority

at this time. Mr. Neuburger mentioned some noteworthy events coming up at the Stadium including the Horseshoe classic sponsored by the Colts which included 4 high school games playing in Indiana, the Colts 5K run the following day returning to the Stadium after being cancelled in 2020. He informed the Board that there was anticipation for the upcoming Guns N Roses concert coming up in September noting that it would be the first large scale show taking place at LOS in 3 years and the CIB was working with their partners Live Nation on this event. Mr. Neuburger also informed the Board that the preparations and meetings for the College Football Championship meetings continue to move forward and that the game will be a huge event for the City and reminded the Board the date of the game was January 10, 2022. Mr. Neuburger concluded his presentation by informing the Board that the Stadium had a need to staff the concession stands located in LOS and asking them to pass this information along to any non-profit agencies that would be interested in hosting a concession stand during the home Colts games as a fundraising opportunity for their agency. Mr. Mallon added that this opportunity could raise thousands of dollars each game and it was a real priority for the CIB to staff these concession stands going into the football season. Mr. Terrell 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 the **BLF Cap-X Roof Replacement** agenda item attached to and made a part of these Minutes. This project is consistent with the Second Amended Operating Agreement between the CIB and the Pacers under approved Cap-X projects and involves the replacement of twelve existing roof areas at Bankers Life Fieldhouse. Mr. Mallon explained that this project was publicly bid under Ind. Code 36-1-12 with an estimated budget of \$1.8. It is recommended that the low bid submitted in the amount of \$1,647,300 by Horning Roofing, be rejected due to the following:

- Low bid did not comply with Bid Specifications as to designated materials;
- Low bidder did not submit pre-bid request for material substitution
- Architect – Materials included in low bid would create warranty and tie-in issues as to existing roofing materials which will remain in place

Mr. Mallon explained that the low responsive and responsible bid has been submitted by Blackmore Buckner in the amount of \$2,453,000. Staff and Counsel have reviewed all documents and recommend awarding the contract to Blackmore and Buckner in the amount of \$2,823,707. It is also recommended to accept two alternates in the amount of \$370,707. Mr. Mallon noted the XBE participation was WBE 1.48%. There was discussion amongst the Board members, Mr. Mallon and Mr. Boyle regarding the bidding process, the timeline for the work to be done and the locations of the various companies involved in this process with Mr. Boyle giving detailed explanations and additional information involved in coming to this final decision with regard to this agenda item. Mr. Mallon explained that there needed to be a series of three votes for this agenda item. The first would be a motion to reject the initial Horning Roofing bid. The second would be to award the contract to Blackmore and Buckner for the project and the third would be to accept the two alternates. After further inquiries, questions and discussion and after a motion by Ms. Lewis as seconded by Mr. Ruhmkorff, the bid by Horning Roofing in the amount of 1,647,300, for the BLF Cap-X Roof Replacement was unanimously rejected as presented. Upon a motion by Mr. Goode as seconded by Ms. Lewis, BLF Cap-X Roof Replacement agenda item was unanimously approved as presented and the contract awarded to Blackmore and Buckner in the amount of \$2,823,707. Upon a motion by Mr. Rumkhorff as seconded by Mr. Dora, the decision to accept the two alternates in the amount of \$370,707 with regard to the BLF Cap-X Roof Replacement was unanimously approved as presented.

Mr. Mallon presented **BLF Carts – Supply Contract** agenda item as attached hereto and made a part of these Minutes. He explained that this item is for the supply contract for the concession carts at BLF with an estimated budget of \$135,000. This was an Invitation to quote and was sent to four vendors. Mr. Mallon explained that two of the vendors submitted bids. He further explained that of these two, the low bidder requested the withdrawal of its bid due to missing the scope of work and that request was granted by the CIB. The lowest responsible and responsive bid was submitted by Gallery Carts in the amount of \$170,808.00. XBE Participation for this project is 0%. Mr. Mallon noted that Staff and Counsel recommend awarding the contract to Gallery Carts in the amount of \$170,808.00. After further inquiries, questions and discussion and after a motion by Mr. Ruhmkorff as seconded by Ms. Lewis, BLF Carts – Supply Contract agenda item was unanimously approved as presented and awarded to Gallery Carts in the amount of \$170,808.00.

Mr. Mallon presented **BLF Display Cases- Supply Contract** agenda item as attached hereto and made a part of these Minutes. He explained that this is a public bid with an estimated budget of \$766,000. The lowest responsive and responsible bid was submitted by J.C. Ripberger Construction Corp. in the amount of \$508,000. Mr. Mallon explained that this company has an XBE Participation of 100% VBE Prime contractor with 0% sub contractor participation. He noted that Staff and Counsel have reviewed all the documents and recommend awarding the contract to J.C. Ripberger in the amount of \$508,000. After further inquiries, questions and discussion and after a motion by Mr. Dora as seconded by Ms. Lewis, the Supply Contract for the **BLF Display Cases** was unanimously approved as presented and awarded to J.C. Ripberger Construction Corp. in the amount of \$508,000.

Mr. Mallon presented **LOS Software Maintenance Agreement Video Control Room** agenda item as attached hereto and made a part of these Minutes. He explained that the LOS Video Control Room went through a renovation and equipment replacement project in 2018 and that Imagine Communications is one of several vendors that supplied software and hardware replacement systems as part of the renovation. The warranty period has now expired. The vendor offered both a one-year term and three-year term for renewal of the maintenance agreement. Mr. Mallon explained that accepting the three-year term in the amount of \$648,013.62, rather than the 1-year term would be an overall savings of \$102,634.17 over the life of the agreement. He informed the Board that Staff and Counsel have reviewed the documents and recommends entering a three-year Software and Hardware maintenance agreement with Imagine Communications. Mr. Mallon explained that the version of the agreement included in the board packet is substantially similar to what will be the final version of the agreement. He noted that the Legal department is still negotiating some minor changes and explained that the Board was being asked to approve the agreement in this form with the knowledge that if there were any significant changes made he would bring the agenda item back to the Board. Mr. Terrell asked the Board if there were any questions and there were none. Upon a motion by Ms. Lewis as seconded by Mr. Dora, **LOS Software Maintenance Agreement Video Control Room** agenda item was unanimously approved as presented and awarded to Imagine Communications in the amount of \$648,013.62.

Mr. Mallon presented Mr. Mallon presented the **AT&T Communications Agreement Renewal** agenda item as attached hereto and made a part of these Minutes. He explained this agreement is a point-to-point Communications line between LOS and Turner warehouse which is located at Turner Avenue. This is a three-year term QPA service agreement for video surveillance cameras. Mr. Mallon explained that Staff and counsel have reviewed all the documents and recommend the three-year renewal agreement in the amount of \$5,760. There were no

questions from the Board and upon a motion by Mr. Goode and seconded by Ms. Lewis, AT&T Communications Agreement Renewal for a term of 3 years was unanimously approved by the Board.

Mr. Terrell 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. Ruhmkorff and seconded by Mr. Dora, Operating Claims 10288G, and Confirming Claims 10282C 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. Ruhmkorff, and seconded by Mr. Dora, Bankers Life Fieldhouse Vouchers B219 were unanimously approved as presented.

In **Other Business** Mr. Mallon wished to Introduce two promotions to the Executive staff to the Board. He explained that Monique Wise is now the Director of Sales and Marketing and Chad Wilke is now the Director of Event Services. Mr. Mallon explained that these two combined roles will essentially replace the position that was previously known as the Convention Director. Mr. Mallon stated that he was very proud to have them as part of the Executive Staff adding that they have been performing these roles since the beginning of the year and have both done an outstanding job. He explained that Mr. Wilke would be in charge of all event services which included the stagehands, event coordinators and set-up personnel. He also explained that Ms. Wise would be in charge of all the Sales, Marketing and Administrative personnel. The Board members and attendees joined in giving Mr. Wilke and Ms. Wise a round of applause. Mr. Terrell wished congratulations to Monique and Chad on these promotions.

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  
OF MANAGERS  
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