

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, November 12, 2021-8:30 am
Visit Indy Boardroom
and Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, (“Board”) was held on November 12, 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 E. Corbitt, Mick Terrell, David Ruhmkorff, Jim Dora Jr., Earl Goode, Maggie A. Lewis and Brenda Myers attended in person. Board member Melina Kennedy and Ex-Officio Leonard Hoops attended the meeting via video teleconference and were visibly present for the meeting. Board member Sarah Fisher 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, Chief Legal Officer and Business Operations Director, Eric Neuburger, Stadium Director, Tim Kuehr, Chief Financial Officer, Monique Wise, Director of Sales and Marketing, Chad Wilke, Director of Event Services, Art Kodroff, Controller, James Wallis, Visit Indy, (“VI”), Chris Gahl, VI, Daren Kingi, VI, Matt Albrecht, Pacers Sports and Entertainment, Lisa Vielee, Well Done Marketing, David Sease, SGA, 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, October 8, 2021 CIB meeting which are attached to and made a part of these Minutes. Mr. Corbitt motioned to approve the October 8, 2021 Minutes. Mr. Ruhmkorff seconded said motion. Mr. Mallon read the roll call to poll the Board and document the vote of each Board Member with the following results:

Melina Kennedy: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Jim Dora-Yes
Maggie Lewis: Yes
Earl Goode: Yes
Sarah Fisher: not present
Brenda Myers: Yes

There were no further comments from the Board and 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.

Fieldhouse Management Report

Ms. Kennedy introduced Matt Albrecht 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. Mr. Albrecht addressed the Board members explaining this is the Statement of Revenue and Expenses for the fiscal 1st quarter and three-month period ending September 30, 2021. Mr. Corbitt asked Mr. Albrecht if the Pacers had experienced similar staffing issues to those experienced for the Colts games and he admitted that they also have had challenges in that area but that this was becoming less of an issues as the season progressed and it was nothing out of the ordinary. There were no further questions regarding the Fieldhouse Management Report at this time. Ms. Kennedy thanked Mr. Albrecht for his presentation and making himself available to the Board.

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 overall September was a good month with revenue numbers at 91% in Marion County and on track with the pre-pandemic numbers of September 2019. He noted that Gen Con followed by FFA is a big reason for these large attendance numbers. Mr. Hoops added that at the end of September Marion County YTD was about 69.5% of revenue numbers at the same time in 2019. Mr. Goode asked Mr. Hoops about the effect on the downtown numbers when there is a Colts game taking place. He explained that the occupancy numbers and revenue figures both experience a spike when there is a Colts game taking place downtown. He also added that this can increase to an even greater degree depending on the popularity of the Colts' opponent that week. He also noted there is a similar bump in numbers when the Pacers are playing at home. Mr. Hoops informed the Board that as of the end of October, VI was at 81% of their room night goal for the year of 650,000. He noted that it will be challenging to reach that goal with only two months remaining in the year but that there were some paths to reaching that number and he and his team hoped to be able to do just that. Ms. Kennedy asked the Board if there were any further questions for Mr. Hoops and there were none at this time. She 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 informed the Board that the month of October was a good one for the Convention Center noting that this was the second month in a row that the occupancy and attendance for the month was actually higher than it was in 2019 prior to the pandemic. She explained the total attendance for October was 105,000 , with over half of that due to the 56,000 FFA attendees. Ms. Wise informed the Board the remaining 49,000 was comprised of about 15 small to medium annual events emphasizing that the convention center's regular clients and events continue to come back with a strong showing which is encouraging. Ms. Wise informed the Board that the United Pentecostal Church had 8,000 pre-registrations for the event and were pleasantly surprised to also have 4,000 walk ups registrations over the weekend to add to that attendance total. Ms. Wise noted that the Percussion Arts Society was back for the first time since 2019 and occupying the entire North campus while the South campus was hosting Bands of America. Ms. Wise noted that the following week would bring the return of the Catholic Youth Organization to Indianapolis and staff would be welcoming 11,000 young adults to the City. Ms. Kennedy thanked Ms. Wise for her presentation and asked the Board if there were any questions. There were no questions for Ms. Wise at this time. Ms. Kennedy then introduced Mr. Neuburger to present the Lucas Oil Stadium ("LOS") portion of the report. Mr. Neuburger informed the Board the previous

month had been a great month at the Stadium with 3 Colts home games and a 3-day planning session with the CFP planning committee. He was proud to inform the Board there has been some impressive video shots taken of Lucas Oil Stadium and the surrounding downtown area that would be featured in various advertising spots on ESPN in preparation of the College Football Championship in January, noting that the staff can hardly contain their excitement for the upcoming event. He noted that the upcoming month would continue on this fast pace with 2 Colts games before the December Board meeting, a total of six IHSAA high school football championships the day after Thanksgiving, as well as the Big Ten Football Championship on December 4th. Mr. Neuburger took the opportunity to introduce LOS Event Manager, Jason Tutt, to the Board adding he has been with the CIB for 6 years and leads the Events team at the Stadium. 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 the **Approval and Ratification of Collective Bargaining Agreement between the CIB and the Teamsters** agenda item attached to and made a part of these Minutes. Mr. Mallon explained that he and other members of the Executive staff finished negotiating the Teamsters Collective Bargaining Agreement. He noted that this is the first of several CBAs to be presented to the Board for ratification, noting that currently negotiations are ongoing with the Pipefitters and negotiations with the Stagehands have just been completed and that his hope was to bring the other CBAs before the Board at the December CIB meeting. Mr. Mallon explained the CBA was ratified by Teamsters on November 5, 2021 with the term of the CBA running from September 1, 2021-December 31, 2023. He explained this was approximately a 4% increase over the entire period, noting that the groups went without a raise during the pandemic and the negotiations were delayed a year until after the pandemic. Mr. Mallon noted that he believes this to be a mutually beneficially agreement and that he is asking the Board to ratify the agreement. Ms. Kennedy asked if there were any questions for Mr. Mallon and there were none at this time. Mr. Corbitt motioned to approve the Approval and Ratification of Collective Bargaining Agreement between the CIB and the Teamsters. Ms. Lewis seconded said motion. Mr. Mallon read the roll call to poll the Board and document the vote of each Board Member with the following results:

Melina Kennedy: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Jim Dora-Yes
Maggie Lewis: Yes
Earl Goode: Yes
Sarah Fisher: not present
Brenda Myers: Yes

There were no further comments from the Board and the Approval and Ratification of Collective Bargaining Agreement between the CIB and the Teamsters agenda item 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. Mr. Corbitt motioned for approval of the Operating Claims 10643G and Confirming Claims 10627C. Mr. Dora seconded said motion. Mr. Mallon read the roll call to poll the Board and document the vote of each Board Member with the following results:

Melina Kennedy: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Jim Dora-Yes
Maggie Lewis: Yes
Earl Goode: Yes
Sarah Fisher: not present
Brenda Myers: Yes

There were no further comments from the Board and Operating Claims 10643G and Confirming Claims 10627C were unanimously approved as presented. Mr. Mallon next presented the BLF Confirming Construction Claims as attached hereto and made a part of these Minutes. Mr. Corbitt motioned for approval of BLF Confirming Construction Claims B222. Ms. Lewis seconded said motion. Mr. Mallon read the roll call to poll the Board and document the vote of each Board Member with the following results:

Melina Kennedy: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Jim Dora-Yes
Maggie Lewis: Yes
Earl Goode: Yes
Sarah Fisher: not present
Brenda Myers: Yes

There were no comments from the Board and the BLF Confirming Construction Claims B222 were unanimously approved as presented.

In **Other Business** Ms. Kennedy informed the Board of the recent passing of Cal Burleson of the Indianapolis Indians Organization and offered her condolences to the Burleson family as well as the entire Indians organization. She noted that he was a very important partner to the CIB for many years and would be greatly missed.

Mr. Wallis informed the Board that Mr. Hoops recently was awarded the Kinetic Award from the trade publication Smart Meetings, adding that the award was the result of the combined efforts of Visit Indy and the CIB working together to keep Indianapolis up and running during the pandemic.

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
OF MANAGERS
OF MARION COUNTY