

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, September 9, 2022-8:30 am
Visit Indy Boardroom
and Via Teleconference

A Meeting of the Capital Improvement Board of Managers of Marion County, ("Board") was held on September 9, 2022. Per Indiana law, this meeting took place in person as well as via teleconference. Board members Melina Kennedy, David E. Corbitt, David Ruhmkorff, Earl Goode, Sarah Fisher and Jaime Bohler Smith attended in person, as did Ex-Officio Leonard Hoops. Board members Mick Terrell, Jim Dora Jr. and Maggie A. Lewis attended the meeting virtually. Ms. Lewis was in attendance via the conference call and not visible on camera. 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, David Sease, SGA, and members of the media. (A copy of the list of those who were in attendance is attached hereto.)

Ms. Kennedy introduced the **Approval of Minutes** for the August 26, 2022, CIB Meeting which are attached to and made a part of these Minutes. Mr. Goode motioned to approve the Minutes. Mr. Corbitt 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
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Not yet present
Mick Terrell: Yes
Jim Dora Jr.: Yes
Maggie Lewis: Not yet present

There were no further comments from the Board. The Minutes from the August 26, 2022 CIB Meeting were 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 July numbers continue to be setting

records. He explained that the downtown occupancy is strong compared to the last few years but noted there was still room for improvement as the current occupancy downtown is at 55% as compared to 76% in 2019. Mr. Hoops was happy to report to the Board that the Non Marion County occupancy is an impressive 71%. He informed the Board that Visit Indy was at 93% of pace for their sales goal and at 111% goal for lead numbers with regard to booking. Mr. Hoops shared that Do-It-Best is back in the building currently for the Fall Market and also note that FFA is tracking for great numbers for their event in October. He concluded that overall things are going well. Chris Gahl addressed the Board and informed them that Mr. Hoops was recently appointed Chair Elect on the Professional Management Association Board ("PMCA") on which he currently serves. He noted that this is the first time that someone affiliated with the Convention and Visitors Market has been named to this position adding it is usually a customer. He explained that this opportunity gives Mr. Hoops a seat at the table to interact with customers globally. Ms. Kennedy congratulated Mr. Hoops on being selected for the Chair Elect position and asked the Board if there were any further questions for him regarding his report. There were no further questions at this time.

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 overall attendance for August was approximately 70,000 with an overall total occupancy was 55%. She explained that these figures were considered standard for the Convention Center, even pre-pandemic. Ms. Wise informed the Board that currently Do It Best was in the Building with approximately 7,000 attendees expected over the course of the event. Do It Best has been a bi annual event for the CIB for over 20 years with events highlighting the Spring and Fall Markets for the Hardware cooperative. Ms. Wise explained that this year begins a new format for the event focusing on one large event every fall adding that the show would be in the building until the following Wednesday. Ms. Wise noted that while there were not any events that would be occupying the entire building over the upcoming month, there were only four days the facility would be dark because the Sales department had worked diligently to fill the Convention Center by hosting over 15 small to medium sized groups during this time.

Ms. Wise also noted these smaller scale meetings play an important role in the viability of the CIB. She highlighted some of the events scheduled over the next several weeks including the Eli Lilly Level Up DEI Conference and events for the Indiana School Boards, Indiana Law Update as well as an Indiana IT Symposium. She noted that the events and set up staff would be very busy turning over so many events over the four-week period and she would update the Board on how everything turned out at the CIB meeting in October. 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 introduced Mr. Neuburger to present the LOS portion of the Sales Report. Mr. Neuburger informed the Board that since the last meeting the Colts had a game against the Tampa Bay Buccaneers. Mr. Neuburger stated he was pleased with the progress that has been made with regard to staffing the Stadium for the season. He reminded the Board that the Jim Irsay Collection would be having their event that evening with the doors to the exhibit opening at 2:00 pm and the concert scheduled to start at 10:00 pm. He shared that special guests expected to perform included John Mellencamp, John Hyatt, Buddy Guy and Ann Wilson. He reminded everyone that the admission is free and that tickets can be obtained through the Jim Irsay Collection website. Mr. Neuburger shared that LOS was hosting the Indy Ultimate Race the following day giving participants an opportunity to kick a field goal at LOS as part of the

course and later in the season would be hosting the Circle City Classic Battle of the Bands. He also noted that Public tours were now back in full force at the Stadium. In closing, Mr. Neuburger was pleased to announce that country music star, Luke Combs, would be coming to LOS on the second stop of his global tour on April 1st, 2023 and that he and his staff were all very excited for this opportunity. Ms. Kennedy asked the Board if there were any questions for Mr. Neuburger and there were none at this time. Ms. Kennedy thanked Mr. Neuburger for his report and moved on to the next agenda item.

Mr. Mallon presented the **2023 Salary Grades Resolution** agenda item which is attached to and made a part of these Minutes. Mr. Mallon informed the Board that the Salary Grades Resolution is a carryover from the budget presented in August but it was not ready for presentation to the Board at that time. He explained that salary grades as a concept are a salary classification practice used by the City of Indianapolis and other municipal corporations. He stated setting salary grades as approved by the Board allows the Executive Director to subsequently make changes to CIB staff salaries within the applicable salary grade without individually submitting them to the Board or its designated body for approval. Mr. Mallon also stated setting Board approved salary grades provides for flexibility to set salaries at the CIB staff level while complying with recently communicated requirements from the State Board of Accounts. Ms. Kennedy asked if there were any questions from the Board and there were none at this time. Mr. Ruhmkorff motioned to approve the 2023 Salary Grades Resolution agenda item and Ms. Fisher 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
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: yes
Mick Terrell: Yes
Jim Dora Jr.: Yes
Maggie Lewis: yes

The 2023 Salary Grades Resolution agenda item was unanimously approved as presented.

Mr. Mallon presented the **Amendment to the Smart City Agreement** agenda item which is attached to and made a part of these Minutes. Mr. Mallon informed the Board that during the pandemic Smart City made approximately \$3 million in Capital Improvements to the equipment at ICCLOS without making any revenue due to the fact that the building was closed for a large percentage of the time. He explained that the CIB's partners at Smart City did ask for a two-year extension of their already existing contract. He explained that since the majority of their pricing is set for very large clients, this extension would build greater flexibility into the contract to better provide internet service for our smaller and more local clients. He asked the Board to approve the Amendment to the Smart City Agreement and the 2-year extension. Ms. Kennedy asked the Board if there were any questions and there were none at this time. Mr. Ruhmkorff motioned to approve the Amendment to the Smart City Agreement agenda item and Mr. Corbitt 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

David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Yes
Mick Terrell: Yes
Jim Dora Jr.: Yes
Maggie Lewis: Yes

The Amendment to the Smart City Agreement agenda item was unanimously approved as presented.

Mr. Mallon introduced the **Claims** as attached hereto and made a part of these Minutes. Mr. Mallon presented Operating Claims 12107G. There were no questions from the Board at this time. Ms. Kennedy recused herself from line items 73, 74 and 75. Mr. Corbitt motioned to approve the Operating Claims and 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, with exception of recusal of line items 73, 74 and 75
David Corbitt: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Yes
Mick Terrell: Yes
Jim Dora Jr.: Yes
Maggie Lewis: Yes

The Operating Claims 12107G were approved as presented by the Board taking into consideration the aforementioned recusals.

Mr. Mallon presented the Confirming Claims 12092C. There were no questions from the Board at this time. Mr. Corbitt motioned to approve the Confirming Claims and 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:

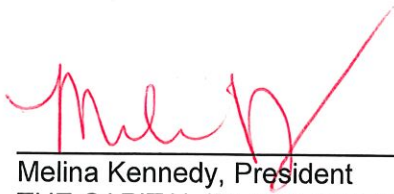
Melina Kennedy: Yes
David Corbitt: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Yes
Mick Terrell: Yes
Jim Dora Jr.: Yes
Maggie Lewis: Yes

The Confirming Claims 12092C were unanimously approved as presented.

In **Other Business**, Ms. Kennedy informed the Board that the schedule of CIB meetings for 2023 was being finalized and would be sent to them prior to the October meeting. Ms. Kennedy

asked if Mr. Mallon had anything he wished to add. Mr. Mallon reiterated the importance of the events and concerts that Mr. Neuburger is booking at LOS explaining that these concerts move the CIB's operating budget tremendously and have a positive economic effect for the entire City of Indianapolis. He congratulated Mr. Neuburger on a job well done closing the deal on the Luke Combs Concert and bringing it to the Stadium.

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