

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, October 14, 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 October 14, 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, Mick Terrell, Jim Dora Jr. and Maggie A. Lewis attended in person. Board members Sarah Fisher and Jaime Bohler Smith were absent as was 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, 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"), Daren Kingi, VI, David Sease, SGA, Nathan Hood, Indiana House of Representatives 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 September 9, 2022, CIB Meeting which are attached to and made a part of these Minutes. Upon a motion by Mr. Corbitt and seconded by Mr. Ruhmkorff, 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. Mr. Hoops was not present and the VI report was presented by James Wallis and Daren Kingi. Mr. Wallis informed the Board that VI finally began to see a positive change with regard to downtown revenue in August. He reported that downtown hotel revenue is up 2.4% over the 2019 numbers while non downtown hotel revenue increase 2.1% over the 2019 numbers. He attributed some of this to this year's Gen Con attendance coming closer to the historical norm as well as Drum Corp International ("DCI") nearly setting an all-time record for attendance. He noted that overall revenue was up 4.4% over 2019 adding those trends should correspond with what will be seen in the tax revenue totals. He stated that he and the VI staff were glad to see these improvements and concluded that overall this is a good sign that things are returning closer to what was considered normal prior to the pandemic. He introduced Mr. Kingi to present the sales portion of the VI report. Mr. Kingi informed the Board that he had good news to report and shared that VI along with the CIB just received a massive booking of the Seventh Day Adventist Church convention for the year 2030. He stated that it was nice to have the ICC and VI team working together in this process and thanked Monique Wise for participating along with the VI staff. Mr. Kingi reported that VI is currently at 86% of their room night goal YTD and that VI's current pipeline was quite successful. There were no questions at this time. Ms. Kennedy thanked Mr. Wallis and Mr. Kingi for their reports.

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 September was lower than what we've seen in the last few months mainly because the building was dark the last week of the month. She noted that besides this giving the staff and building a much needed break, the time allowed Tom Boyle's group to attend to repairs and several maintenance projects. Ms. Wise noted that while the month of October started a little slow the building was now running in full force with all but two exhibit halls occupied. Ms. Wise informed the Board that currently the building was hosting the Indiana Apartment Association, Eli Lilly DEI Conference, The Institute for Operations Research with approximately 6,000 attendees and METALCON with approximately 5,000 attendees. Ms. Wise also mentioned Dino and Dragons Stroll, a new event which includes an interactive Dinosaur experience for children. She pointed out that the local sales manager did a great job filling in some open spots in the calendar and booking an event which allows the local residents to come and be guests of the Convention Center. Ms. Wise informed the Board that the following week FFA would be moving into the building and would remain for 8 days. She highlighted some of the events scheduled over the next several weeks including a new event to the facility, Gerontological Society of America with an anticipated attendance of 4,000, and three returning annual events, the Monumental Marathon Expo, Percussive Arts Society and Music for All. 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 Eric Neuburger to present the LOS portion of the Sales Report. Mr. Neuburger informed the Board that the Jim Irsay Collection exhibit was a success and was very well-received by the public as well as being a unique and fun event for the Stadium. He reported that since the last meeting LOS hosted two youth football events, two Colts games and the Circle City Classic. Mr. Neuburger informed the Board that two unique driving events were also held in the South parking lot. He explained that one was for Bridgestone and involved a driving course and the other separate event was with Republic Services, a trash hauling company, and that was a driving exhibition as well. Mr. Neuburger noted that before the Board meets again in November LOS will host two more Colts games, the BOA Regionals followed by the Grand Nationals. He also informed the Board that the Stadium would once again have a very quick and challenging turnover to execute when FFA moves out of the building on Saturday and there is a Colts game to set up for the following day and promised the Board he would update them on how everything turned out at the next CIB Meeting. 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 **ICC LED Display System Supply** agenda item which is attached to and made a part of these Minutes. Mr. Mallon explained that the project consists of the installation of LED displays through portions of the north campus of the convention center. He explained this system will provide the ability to offer a state of the art graphics content system in which can be used by our clients for marketing purposes and which will generate additional revenue for the CIB. Mr. Mallon informed the Board that this procurement will be a sole source purchase with SNA, Inc., noting this is the same company that recently installed the LOS LED Displays. Mr. Mallon explained that this will enable the CIB to take advantage of the efficiencies with equipment already installed in which the convention center system and the Stadium system can be tied together and operate and be maintained at one location. The sole source supply contract will supply five LED Displays for base bid in the amount of \$1,213,051.00. Mr. Mallon explained that the CIB will also be accepting four alternates, which will supply four additional two-sided displays, along with the control system subscription, part replacement for years 3-10 at guaranteed pricing and remote operations of the displays in the amount of \$860,748.00. The

XBE Participation 6.49% MBE. Staff and council recommend the award of the supply contract to SANSI North America, LLC. in the amount of \$2,073,789. Mr. Corbitt motioned to approve the ICC LED Display System Supply agenda item and Mr. Ruhmkorff seconded said motion. The ICC LED Display System Supply agenda item was unanimously approved as presented and the supply contract awarded to SANSI North America, LLC. in the amount of \$2,073,789.00.

Mr. Mallon presented the **Gainbridge Fieldhouse Video Production upgrade GSA Equipment purchase** agenda item which is attached to and made a part of these Minutes. Mr. Mallon explained that consistent with the second amended operating agreement, under technology improvements, this project consists of the upgrade to the video/production room. This particular GSA purchase is for a portion of the equipment needed for the upgrade. The CIB is able to take advantage of special pricing through the GSA program. This equipment will be incorporated into the overall requests for proposals for the entire project. He explained that portion of the purchase will be presented at the December 2022 Board Meeting. Staff recommends the approval for the purchase in the amount of \$407,775.38 to Logicalis, Incorporated. Ms. Kennedy asked the Board if there were any questions and there were none at this time. Mr. Corbitt motioned to approve the Gainbridge Fieldhouse Video Production upgrade GSA Equipment purchase agenda item and Mr. Dora seconded said motion. The Gainbridge Fieldhouse Video Production upgrade GSA Equipment purchase agenda item was unanimously approved as presented and equipment approved to be purchased in the amount of \$407,775.38 to Logicalis, Incorporated.

Mr. Mallon presented the **Gainbridge Fieldhouse Video Production upgrade GSA HVAC Equipment purchase** agenda item which is attached to and made a part of these Minutes. He explained that consistent with the second amended operating agreement, under technology improvements, this project consists of the upgrade to the video/production room HVAC. This particular GSA purchase is for a portion of the overall room renovation to accommodate the technology upgrades. The CIB is able to take advantage of special pricing through the GSA program. Mr. Mallon explained that this equipment will be installed by the contractor who is awarded a public works bid contract which will be presented at the December 2022 Board Meeting. Mr. Mallon reported that staff recommends the approval for the purchase in the amount of \$56,153.00 to Trane U.S. Inc. Mr. Corbitt motioned to approve the Gainbridge Fieldhouse Video Production upgrade GSA HVAC Equipment purchase agenda item and Mr. Ruhmkorff seconded said motion. The Gainbridge Fieldhouse Video Production upgrade GSA HVAC Equipment purchase agenda item was unanimously approved as presented and the equipment approved to be purchased in the amount of \$56,153.00 to Trane U.S. Inc.

Ms. Kennedy introduced the **Claims** as attached hereto and made a part of these Minutes and presented by Andy Mallon. Mr. Mallon presented Operating Claims 12281G. There were no questions from the Board and upon a motion by Mr. Corbitt and seconded by Ms. Lewis, Operating Claims 12281G were unanimously approved by the Board. Mr. Mallon then presented Confirming Claims 12266C. Ms. Kennedy recused herself from line items 114 and 115. There were no questions from the Board and upon a motion by Mr. Corbitt and seconded by Ms. Lewis, Confirming Claims 12266C were unanimously approved by the Board taking into account the aforementioned recusals. Mr. Mallon then 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. Terrell the BLF Confirming Construction Claims B232 were unanimously approved as presented.

In **Other Business**, Ms. Kennedy commented she attended the Art Exhibit at Gainbridge Fieldhouse that it was nice to see some of the work the CIB has been involved with come to life. She commented on the Diversity of the Artists involved and the fact that all of the artists are Hoosiers and thanked Mr. Boyle for all of his efforts. Ms. Lewis noted that the City County Council would be voting on the Budget the following Monday and she publicly wanted to acknowledge Mr. Mallon for his support and his willingness to work with all of the 25 members of the City County Council and thanked him for his help during this time.

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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