

CAPITAL IMPROVEMENT BOARD OF MANAGERS
OF MARION COUNTY
Minutes of Meeting
Friday, November 11, 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 November 11, 2022. Per Indiana law, this meeting took place in person as well as via teleconference. Board members Melina Kennedy, David E. Corbitt, Mick Terrell, David Ruhmkorff, Earl Goode, Sarah Fisher and Jaime Bohler Smith attended in person as did Ex-Officio Leonard Hoops. Board member Maggie A. Lewis attended virtually and Jim Dora Jr. 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, Monica Brase, Public Information Marketing Manager, Heidi Mallin, Special Projects Manager, Kristin Fernandez, Senior HR Manager, Daren Kingi, Visit Indy ("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 October 14, 2022, CIB Meeting which are attached to and made a part of these Minutes. Mr. Corbitt motioned to approve the 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
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Not yet present
Maggie Lewis: Yes
Jim Dora- Not present

There were no further comments from the Board. The Minutes from the October 14, 2022 CIB Meeting were unanimously approved as presented.

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 quarter and three-month period ending September 30, 2022. Mr. Albrecht informed the Board Fieldhouse is 100% open and hosted 7 larger scale concerts and comedy shows in October including Post Malone, Carrie Underwood, Lizzo and Kevin Hart in addition to 5 Pacers games.

He reported the Fieldhouse would follow up with 13 events in November and 16 events in December. 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. He reported that September was a very good month. Hotel performance is about 99 % of where it was in 2019 and Revenue for Marion County is at 104% of the pre-pandemic totals. Mr. Hoops reported that downtown is recovering in revenue but still lagging a bit in occupancy noting that the business transient numbers have not bounced back to where they were pre-pandemic. Mr. Hoops noted that with regard to booked room nights VI is at 90% of where they would like to be for the year through the end of October, but noted that there is still a path to achieve the desired room night figures and potential bookings still factoring into the final numbers for the year and that his team remains optimistic. Mr. Hoops noted there were a couple uniformed groups that would be coming to the facility later in the year that will help them achieve these goals. The first group is the Irish Dancers who will be in the building the week of Thanksgiving and the second is the Intervarsity group that will be in the building the week between Christmas and New Year's. 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 occupancy for October was fairly average at 47% however the overall attendance for the month was the highest so far this year with over 98,000 guests visiting the Facility. She noted that more than half came from a very successful FFA convention with a final attendance over 69,000, just 348 short of their all-time attendance record in 2018. Ms. Wise noted that currently the building is nearly full with Percussive Arts Society and Music For All, both of which are annual events and anticipating pre-pandemic numbers. Ms. Wise informed the Board that the following week the building would host the Midwest Health Care Engineering Conference, National Association of Gifted Children, Indiana Trial Lawyers, Indiana Chamber Awards Dinner and approximately 3,000 guests with the American Physical Society. The month will close out with the International Fairs & Expositions which is an industry show representing county and state fairgrounds organizations from all over the country. She noted that our friends and associates at the Indiana State Fairgrounds were instrumental in helping VI bring this prestigious event to Indianapolis. Ms. Wise informed the Board that the month of December would bring many events related to the Big Ten Football Championship to the building including the Big Ten Fan Fest, the East/West team pep rallies, VIP Hospitality Areas and several other ancillary events. This is followed by the return of Performance Racing Industry ("PRI") Trade Show to the facility. The PRI Trade Show is known for being the world's largest gathering of motorsports professionals bringing together 1,100 exhibiting companies with an estimated 70,000 attendees coming from all 50 states and over 70 countries. Ms. Wise reported the year will close out with the Urbana Student Mission Conference taking place between Christmas and the New Year. She explained this new event will bring approximately 10,000 young adults from high school and college to the convention center during a week in which the building is usually empty. Ms. Wise recognized Mr. Hoops and his staff at VI for booking this event and bringing the new client and business to Indianapolis adding that

the economic impact would be significant during a time of the year the building is typically dark. 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 since the last CIB meeting the Stadium hosted the University of Nebraska Suite holders who were in town for the game against Purdue. In addition to that LOS hosted two Colts games against the Jaguars and the Commanders and also served as a polling place for the recent General Election earlier in the week on November 8th.

Mr. Neuburger reported that before the Board meets again in December the Colts will play the first of their two Monday Night Football games of the season hosting the Pittsburgh Steelers on November 28th. He noted that the Stadium will host 6 IHSA High School Championship Football games over the weekend following the Thanksgiving holiday. This will be followed by the Big Ten Football Championship which will lead right into PFI continuing the action packed and exciting times taking place at the Stadium. 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 **Approval of Building Trades Collective Bargaining Agreement** agenda item which is attached to and made a part of these Minutes. Mr. Mallon explained that The Collective Bargaining Agreements for the trades are renegotiated every 3 years and this is the CBA for the Carpenters, Electricians, Painters and Telecommunications Workers. Mr. Mallon stated that he was proud of the final Collective Bargaining Agreement and also proud of his negotiating team. He explained that this 3-year agreement provided for a 3% salary increase the first year, a 3.5% increase the second year and a 3.3% increase the third year. He informed the Board he was pleased to be able to spread out the salary increases over the 3-year term of the agreement. He offered to answer any questions from the Board and there were none at this time. Mr. Corbitt motioned to approve the Approval of Building Trades Collective Bargaining Agreement agenda item 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
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Yes
Maggie Lewis: Yes
Jim Dora- Not present

The Approval of Building Trades Collective Bargaining Agreement agenda item was unanimously approved as presented.

Mr. Mallon explained that consistent with the operating agreement between the CIB and Indianapolis Indians, the CIB is responsible for certain Building Infrastructure-Related repairs and replacements and informed the Board that there were two separate Infrastructure Projects to consider for approval for Victory Field. The first item is for the Sports Lighting Replacement and the second is for the Fire Suppression System Replacement.

Mr. Mallon presented the **Victory Field - Field Sports Lighting** agenda item which is attached to and made a part of these Minutes. Mr. Mallon explained that the project consists of replacing the original metal halide field lighting system with an LED Field Lighting System to enhance energy efficiencies, along with meeting Major League Baseball competition lighting standards. The project was publicly bid under Ind. Code 36-1-12 with the budget estimated at \$1,000,000.00. Mr. Mallon informed the Board that the low responsive and responsible bid was submitted by ERMCO, Inc. in the amount of \$1,087,000.00 with XBE Participation: 36.36% MBE; 2.39% VBE; 1.44% DOBE. Staff and council recommend awarding the project to ERMCO, Inc. in the amount of \$1,087,000.00. Ms. Kennedy asked the Board if there were any questions and there were none at this time.

Mr. Corbitt motioned to approve the Victory Field - Field Sports Lighting agenda item 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
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Yes
Maggie Lewis: Yes
Jim Dora- Not present

The Victory Field - Field Sports Lighting agenda item was unanimously approved as presented and the contract awarded to ERMCO, Inc. in the amount of \$1,087,000.00.

Mr. Mallon presented the **Victory Field - Replacement of Sprinkler System** agenda item which is attached to and made a part of these Minutes. He explained that this project consists of the replacement of the original wet/dry fire suppression system, which includes all main line piping, branch line piping, valve and sprinkler heads. He noted the project also includes replacing the original air compressor and associated equipment with a Nitrogen Generation System, which will increase the life expectancy of the piping. Mr. Mallon informed the Board the project was publicly bid under Ind. Code 36-1-12 with an estimated budget of \$900,000.00. The low responsive and responsible bid was submitted by Geyer Fire Protection, LLC in the amount of \$1,208,995.00. He added that Geyer Fire Protection, LLC is a 100% MBE with a WBE subcontractor at 2.48%. Staff and counsel recommend the award to Geyer Fire Protection LLC in the amount of \$1,209,995.00. Ms. Kennedy asked the Board if there were any questions and there were none at this time.

Mr. Corbitt motioned to approve the Victory Field Replacement of Sprinkler System agenda item 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
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes

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Earl Goode: Yes
Jaime Bohler Smith: Yes
Maggie Lewis: Yes
Jim Dora- Not present

The Victory Field Replacement of Sprinkler System agenda item was unanimously approved as presented and the contract awarded to Geyer Fire Protection LLC in the amount of \$1,209,995.00.

Ms. Kennedy introduced the next agenda item **Disposal of Obsolete Equipment** as attached hereto and made a part of these Minutes and presented by Andy Mallon. Mr. Mallon noted the list of equipment has been reviewed by Staff and found to have no book value. Ms. Kennedy asked if there were any questions from the Board and there were none at this time. Mr. Corbitt motioned to approve the Disposal of Obsolete Equipment agenda item 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
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Yes
Maggie Lewis: Yes
Jim Dora- Not present

The Disposal of Obsolete Equipment agenda item was unanimously approved as presented.

Ms. Kennedy introduced the **Claims** as attached hereto and made a part of these Minutes. Mr. Mallon presented **Operating Claims 12447G**. There were no questions from the Board at this time. Ms. Kennedy recused herself from line items 88, 89, and 90. 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 88, 89, and 90.
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Yes
Maggie Lewis: Yes
Jim Dora- Not present

The Operating Claims 12447G were unanimously approved as presented by the Board taking into consideration the aforementioned recusals.

Mr. Mallon presented the **Confirming Claims 12428C**. 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
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Yes
Maggie Lewis: Yes
Jim Dora- Not present

The Confirming Claims 12428C were unanimously approved as presented.

Mr. Mallon next presented the Gainbridge Fieldhouse **Construction Claims B233** as attached hereto and made a part of these Minutes. There were no questions from the Board at this time. Mr. Corbitt motioned to approve the Gainbridge Fieldhouse Construction 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:

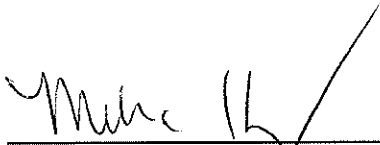
Melina Kennedy: Yes
David Corbitt: Yes
Mick Terrell: Yes
David Ruhmkorff: Yes
Sarah Fisher: Yes
Earl Goode: Yes
Jaime Bohler Smith: Yes
Maggie Lewis: Yes
Jim Dora- Not present

There were no further comments from the Board. The Gainbridge Fieldhouse Construction Claims B233 were unanimously approved as presented.

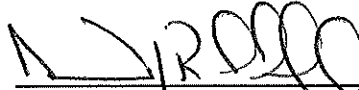
In **Other Business**, Ms. Kennedy commented she attended Women's Conference recently held at the JW Marriott with several of the CIB employees as well as fellow Board members Sarah Fisher and Maggie Lewis and thanked Mr. Mallon for supporting this event. She also commented that there was only one Board meeting left in 2022 on December 8, 2022 and with the busy holiday season around the corner she asked the Board members to review their calendars and confirm that they would be able to attend the December meeting to ensure there would be a quorum and asked them to inform Mr. Mallon and his staff if there were any scheduling conflicts.

Mr. Terrell reminded everyone that today was Veterans Day and on behalf of all of the Board members he wanted to recognize all those who have represented our country in the military over the years and thank them for their service.

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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